



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

March 25th, 2021

2:00 p.m. virtually via Zoom

<https://zoom.us/j/93958252118?pwd=SHVhbjRXNDVavazZQWndFdIRSV0hNQOT09>

AGENDA

- 1. Call to Order**
- 2. Agenda Adoption**
- 3. Public Comment**
- 4. Approval of Minutes**
- 5. System Status & Build Report**
- 6. Old business**
 - a. Continuation of discussion of remaining bond proceeds**
- 7. New Business**
 - a. Update small purchase procedure**
 - b. Consider Cancellation, porting & collection policy (pre-legal review)**
 - c. Consider scheduling rate hearing for 100Gbps service**
- 8. Treasurers Report**
- 9. Board Comments**
- 10. Closed Session**
 - a. Discuss a potential property purchase** (Section 2.2-3711 Paragraph 3) ⁽²⁾
 - b. Negotiation of attachment fees** (Section 2.2-3711 Paragraph 3 & 29) ^(2&3)
 - c. Personnel Discussion** (Section 2.2-3711 Paragraph 1) ⁽¹⁾
 - d. Contracted Revenue** (Section 2.2-3711 Paragraph 33) ⁽⁴⁾

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 3: Discussion or consideration of the acquisition of real property for a public purpose, or of the disposition of publicly held real property, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the public body.

3. Closed Session: Section 2.2-3711 of the Code of Virginia of 1950, as amended; Paragraph 29: Discussion of the award of a public contract involving the expenditure of public funds, including interviews of bidders or offerors, and discussion of the terms or scope of such contract, where discussion in an open session would adversely affect the bargaining position or negotiating strategy of the public body.

4. 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

January 28, 2021

Board members in attendance were: John Reiter, Mike Mason, Charles Kolakowski 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: Andrew Zubko

Ms. Meil called the meeting to order at 2:01 pm.

AGENDA ADOPTION

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

PUBLIC COMMENT

Andrew Zubko: Mr. Zubko is a board member of Captain's Cove and is looking for financial assistance to build out the Cove.

REVIEW OF MINUTES

Mr. Reiter moved to approve the Regular Board meeting minutes from December. Mr. Mason seconded. Motion passed unopposed.

SYSTEM STATUS & BUILD REPORT

1. WiFi Hotspots- There are currently 24 hotspots in service.
The Authority built 2 miles down Captain's Cove and the Cove has funded another 2 miles.
Mr. Mason asked how much penetration the hot spots are getting in the trailer parks.
Mr. Bridgham replied that homes within a couple hundred feet

of the hotspot are able to access the internet.

Mr. Mason asked if the Captain's Cove build was strictly aerial.

Mr. Bridgham replied that it was and that almost all of the remaining build will be underground.

Mr. Mason stated that the public WiFi hotspot locations were based on areas with a high density of Accomack County Public School students without internet.

Ms. Meil asked if there were any new hotspots in Northampton County.

Mr. Bridgham replied that there are now hotspots at Ebenezer AME and Bayview Heritage Gardens.

2. Residential Broadband- Mr. Bridgham reported that the Authority has 1352 active residential customers. He stated that there are 56 customers in service in Harborton, 22 in Bobtown, 47 in Church Neck, 47 in Sanford, 2 on Cheapside, 3 on Cobbs Station, 78 in Accomac, 6 in Townsend, 19 in Greenbackville, 46 in Atlantic, 37 in Wattsville/Horntown, 52 in Oak Hall, 69 in Hallwood, 29 in Painter/Quinby, 40 in Eastville, 31 in Nassawadox, 7 in Oyster, 132 in Exmore, 49 in Belle Haven, 41 in Cheriton, 28 in Wachapreague, 232 in Onancock, 169 in Cape Charles, 76 in Parksley, 5 in Nocks Landing, 27 in Saxis, and 2 on Chincoteague.

Mr. Bridgham stated that the number of homes are based off of where the Authority was 3 years ago

3. WISP EVPL Program- Mr. Bridgham informed the BOD that 56 sites are in service, 8 new sites on-order and underway.
4. Microcommunity Program- There are 8 communities that are in service and 11 others that are in various stages of progress.
5. CARES projects in Accomack & Northampton- Both Accomack & Northampton Counties have additional CARES Act funding that was supposed to expire on 12/30/2020 but has been extended until 12/31/2021. This has created an opportunity for the Counties to consider funding additional broadband projects in the two counties and have asked the ESVBA to provide some projects that would fit the needs of the CARES funding. Mr. Bridgham has provided each county a simple presentation of failed microcommunities, network extensions, and target areas outlining the fiber length, the construction costs and the number of homes that the extension would enable. He also proposed that the

Counties consider using some of the funding to help offset customers that have cost-prohibitive installation fees due to construction costs. The Counties could also consider offering a discount off of the ESVBA installation to households that meet certain income thresholds to help increase the availability for low-income families.

Mr. Reiter asked when are the counties are expected to have answers. Mr. Mason stated that they are going to present a plan to the board of supervisors at the February meeting.

OLD BUSINESS.

- a. **Approve FY20 Final Audit-** Mr. Bridgham presented the Audit to the Board.

Mr. Bridgham stated that the last paragraph on page 5 is a mistake.

Mr. Mason asked if the Authority received a Management Letter.

Mr. Bridgham stated that they received a Management Letter with the last Audit but have not received one yet.

Ms. Meil asked about the “bad debt” and how the Authority plans to proceed with it.

Mr. Bridgham replied that he has been working on a Collections Policy that he will present to the board when it’s completed.

Ms. Meil suggested making a note in the Audit that the last payment for the ANEC loan has been made.

Mr. Mason moved to accept the FY20 Audit. Mr. Reiter seconded. Motion passed unopposed.

- b. **Address contractor complaint-** This item is being tabled.

NEW BUSINESS.

- a. **Circuit/Capacity Rehoming -** Mr. Reiter asked what the current cost is.

Mr. Bridgham explained that the typical rehoming fee is \$100 unless there is extensive engineering.

Mr. Bridgham also stated that the only downside is administrative.

- b. **Member selection for compensation committee -**

Ms. Meil appointed Mr. Reiter to the committee.

- c. **Captains Cove Buildout-** Mr. Bridgham presented the map to the board.

Mr. Reiter asked how many customers the map represents.

Mr. Bridgham stated that the map represents about 1000 potential residents, with 350 committed subscribers.

Mr. Mason asked if the Authority needs permission from anyone to start the construction process in Captain's Cove.

Mr. Bridgham stated that they would need permission from the HOA and the home owners.

Mr. Bridgham also explained to the board that Captain's Cove would like to complete the project in phases.

Mr. Mason encouraged the Authority to look into different grant options to help fund the project.

Shannon Wright is a committee member for Captain's Cove and spoke about the individuals seeking service and the need for broadband. She clarified that there are now about 400 committed subscribers.

Mr. Mason asked for a rough estimate if engineering was done in house.

Mr. Bridgham explained that it would be around \$65k and would take about a month to complete.

Ms. Meil asked if the Authority has funds to cover the costs.

Mr. Bridgham stated that the Micro Community fund has almost been expended and the board will be discussing what to do with the remaining funds from the bond in the February meeting.

Mr. Bridgham would like to present the cost estimates to the board at the February Meeting.

The board agreed to add this item to the Work Session in February.

TREASURER'S REPORT

Ms. Meil asked if the decline in cash is because of the Bond buildout and if that will level out soon.

Mr. Mason explained that bond proceeds are still being spent.

BOARD COMMENT

Mr. Reiter would like to Congratulate the Authority on reaching the 6 figure income for residential services.

Mr. Mason thanked Mr. Bridgham and the staff for the assistance in setting up all the public WiFi hotspots in a timely manner.

ADJOURNMENT

The meeting was adjourned at 3:36

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

Presiding Officer

Copy teste:

Leah Hoopes, Secretary

MINUTES

Work Session Meeting of the Board of Directors of the Eastern Shore of Virginia Broadband Authority

February 25, 2021

Board members in attendance were: John Reiter, Kelvin Pettit, Elaine Meil, Charles Kolakowski, and Mike Mason

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

Members of the public attending were:

Mr. Meil called the meeting to order at 2:05 pm.

AGENDA ADOPTION

Mr. Reiter moved to amend the agenda to add 5b for "Hookups". After discussion, Mr. Mason seconded. Motion passed unopposed.

OLD BUSINESS

- a. **Rate Hearing-** There is no public comment
Mr. Mason motioned to close the Public Hearing. Mr. Reiter seconded. Motion passed unopposed.
Mr. Reiter motioned to adopt the rates as advertised. Mr. Mason seconded. Motion passed unopposed.
- b. **Staff Salary Budget-** Mr. Bridgham explained that the FY21 budget included a 3% raise for employees, which was not approved previously.
Mr. Mason supports the initiative since the Authority has substantially increased the number of residential hookups, public WiFi hotspots, and miles built.
Mr. Reiter moved to authorize approval of staff salary budget. Mr. Mason seconded. Motion passed unopposed.

NEW BUSINESS

- a. FY21 budget amendments-** Mr. Bridgham presented the budget amendments to the board. Mr. Reiter asked if item 3 covers internal engineering or engineering that has already been completed. Mr. Bridgham replied that the amount is based off of the ESVBA completing the engineering internally and it would take about a month and a half to complete. Mr. Mason explained that the Authority can complete the engineering but can't go much further without a grant or additional funds. *Mr. Kolakowski motioned to approve the budget amendments. Mr. Mason seconded. Motion passed unopposed.*
- b. Consider authorization to enter into agreements with counties for county-funded projects-** Mr. Reiter asked if the funding has a completion dead line. Mr. Bridgham replied that there is no date set. Mr. Kolakowski stated that it has to be completed by the end of the year for Northampton County. Mr. Mason stated that Accomack does not have a dead line. Mr. Reiter asked if the Authority can complete the Northampton portion by the end of the year. Mr. Bridgham replied yes. Ms. Meil asked how much underground is involved in the Northampton County project. Mr. Bridgham estimated a total of about 5 miles of underground for Northampton. *Mr. Reiter moved to authorize Robert Bridgham to enter into Memorandums of Understanding with the counties regarding building the projects that they requested. Mr. Pettit seconded. Motion passed unopposed.*

WORK SESSION

- a. Discuss remaining funds from bond proceeds-** Mr. Bridgham suggested authorizing some of the additional segments. Mr. Kolakowski asked if any of the projects line up with the ones that are already authorized. Mr. Bridgham explained that the segments are aerial and aerial deployments are easier to complete. Mr. Mason asked if the total cost of the sections would utilize all of the remaining funds. Mr. Bridgham replied that with the engineering, it would be very close.

Ms. Meil asked if any other broadband authorities are getting geared up to apply for VATI grants.

Mr. Bridgham stated that Roanoke Valley will be applying and a couple others are interested. There will be a call with all the authorities in March. Ms. Meil explained that they should have some answers on what would happen with Virginia's budget before they might get spent funds that they would need later on.

Mr. Mason motioned that the discussion gets tabled until the next meeting.

Mr. Kolakowski seconded. After discussion, motion passed unopposed.

- b. Hookups-** Mr. Reiter stated that as of today, it will take about 3 years to reach the expected 30% of hookups.

Mr. Bridgham explained that the underground jobs have held most of the installs up but more customers are requesting aerial. The authority now has underground contractors and there will be a future IFB that will be split up into sections that contractors can bid on.

Mr. Reiter asked about the Authority doubling its capacity.

BOARD COMMENT

Mr. Mason asked for an update on Tangier.

Mr. Bridgham stated that they received the Tower Agreement and payment has been made for the installation of the cabinet. He estimates that sometime in March the ESVBA will start to place cable.

Mr. Reiter proposed that the board have a Work Session in April to discuss getting broadband to the remainder of the shore.

Ms. Meil would like to commend the counties for putting the resources into broadband.

ADJOURNMENT

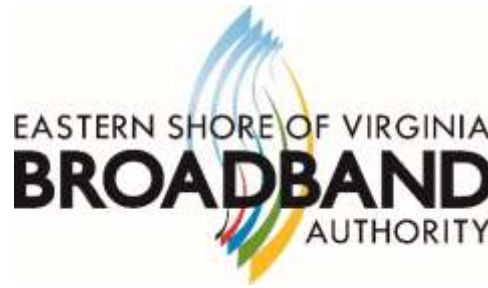
The meeting was adjourned at 3:13 pm.

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

Presiding Officer

Copy teste:

Leah Hoopes, Secretary



Status Report

March 2021

Status Report Topics

1. WiFi Hotspots
2. Residential Broadband
3. WISP EVPL Program
4. Microcommunity Program
5. 2021 CARES projects in Accomack & Northampton

WiFi Hotspots

- Increased from 24 → 25 WiFi Hotspots
- Statistics for the Wifi hot spots have been provided
- We completed the Pine St WiFi Hotspot
- We have one new park that contacted us to ask for a hotspot which we are working:
 - McMath Park in Onley
- We also have one further county-funded hotspot at McComas Park which engineering just finished and construction will start shortly

Residential Broadband

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

Residential Report as of 3/19/2021

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	55	38.73%	1	0.70%	39.44%	0	0.00%
Bobtown/Pungoteague/Keller	Mar-17	513	21	4.09%	1	0.19%	4.29%	0	0.00%
Church Neck	Mar-17	157	53	33.76%	12	7.64%	41.40%	0	0.00%
Sanford	Dec-17	306	48	15.69%	12	3.92%	19.61%	1	0.33%
Cheapside	Dec-17	197	2	1.02%	26	13.20%	14.21%	0	0.00%
Cobbs Station	Dec-17	105	4	3.81%	0	0.00%	3.81%	1	0.95%
Accomac	Dec-17	648	82	12.65%	3	0.46%	13.12%	0	0.00%
Townsend/Latimer Siding	Jan-18	80	6	7.50%	0	0.00%	7.50%	0	0.00%
Greenbackville	Jan-18	294	50	17.01%	32	10.88%	27.89%	2	0.68%
Atlantic	Mar-18	219	55	25.11%	25	11.42%	36.53%	2	0.91%
Wattsville-Horntown	Mar-18	262	44	16.79%	13	4.96%	21.76%	0	0.00%
Oak Hall	May-18	218	55	25.23%	16	7.34%	32.57%	1	0.46%
Hallwood	May-18	740	71	9.59%	4	0.54%	10.14%	0	0.00%
Quinby/Painter	Jun-18	354	29	8.19%	10	2.82%	11.02%	0	0.00%
Eastville	Jun-18	436	42	9.63%	2	0.46%	10.09%	0	0.00%
Nassawadox	Aug-18	455	31	6.81%	12	2.64%	9.45%	0	0.00%
Oyster	Aug-18	87	7	8.05%	0	0.00%	8.05%	0	0.00%
Exmore	Sep-18	740	148	20.00%	25	3.38%	23.38%	1	0.14%
Belle Haven	Sep-18	478	45	9.41%	4	0.84%	10.25%	0	0.00%
Cheriton	Oct-18	236	42	17.80%	0	0.00%	17.80%	0	0.00%
Wachapreague	Oct-18	300	28	9.33%	1	0.33%	9.67%	0	0.00%
Onancock	Nov-18	1907	237	12.43%	29	1.52%	13.95%	4	0.21%
Cape Charles	Nov-18	910	180	19.78%	30	3.30%	23.08%	2	0.22%
Parksley	Jan-19	896	87	9.71%	33	3.68%	13.39%	0	0.00%
Nocks Landing	Jan-19	88	5	5.68%	0	0.00%	5.68%	0	0.00%
Chincoteague	Jan-19	1345	4	0.30%	2	0.15%	0.45%	0	0.00%
Saxis	May-20	248	29	11.69%	4	1.61%	13.31%	0	0.00%

Totals: 1460 297 14

WISP EVPL Program

- Fifty-two (52) sites in service, eight (8) 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 still processing several migrations from the WISPs on the Eastern Shore

Microcommunity Program

- There now 9 microcommunities in-service and operational (Wise Street has just been finished)
- We have 10 approved microcommunities representing 87-homes that have been approved and are in-progress of being constructed. Sand Hill, representing 27 homes has 80% of the backbone buried.

2021 CARES projects in Accomack & Northampton

The ESVBA has worked with both Accomack & Northampton to prepare MOUs for construction of projects in both Counties. The Accomack MOU was executed 3/19 and Northampton's should be completed shortly. We have started preliminary ride-outs to verify routes are not already built and we have submitted several routes to engineering for design. Materials have started to be ordered to prepare for the builds.

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	2.14	102%	6/10/20
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	2.86	102%	6/15/20
Capeville	8.23	8.43	102%	8/1/19	8.23	100%	10/1/20
Capeville pt2							
Seaview to Capeville							
Seaview							
Assawoman	2.83	3.00	106%	11/7/19	2.83	100%	3/5/21
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	2.68	66%	6/21/20
Nelsonia to Gargatha							
Deep Creek	12.17	12.54	103%	9/24/19	12.17	100%	10/23/20
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%	5/1/20	6.00	34%	
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	2.76	106%	7/29/20
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	0.91	146%	6/29/20
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	1.10	62%	

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	1.00	82%	
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	3.60	93%	
Eastville	3.10	3.42	110%	7/10/19	4.69	137%	9/10/19
Exmore	7.14	6.47	91%	10/10/19	6.47	91%	9/25/20
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	4.92	100%	3/12/21
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	4.00	12%	

Statistics

Total Miles Planed in AC:	<u>143.45</u>
Total Miles Engineered in AC:	<u>121.59</u>
Total Miles Built in AC:	<u>108.79</u>

Total Miles Planed in NHC:	<u>60.56</u>
Total Miles Engineered in NHC:	<u>62.16</u>
Total Miles Built in NHC:	<u>65.56</u>

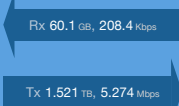
Total Miles Planed:	<u>204.01</u>
Total Miles Engineered:	<u>183.75</u>
Total Miles Built:	<u>174.35</u>

Overview



Total APs

14



Total Traffic

1.58 TB

Avg Rate

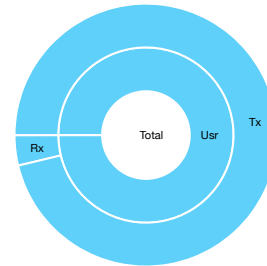
5.478 Mbps



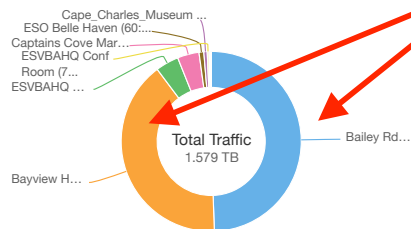
Total Clients

89

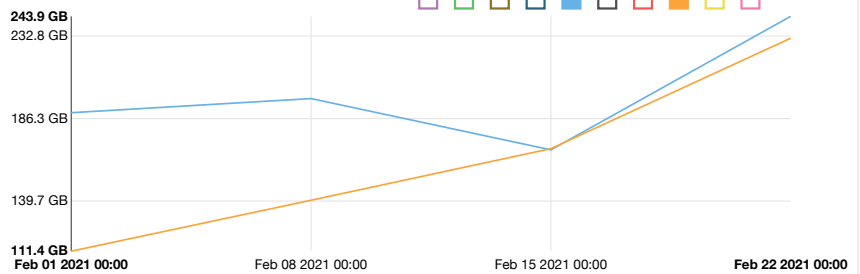
Traffic Distribution



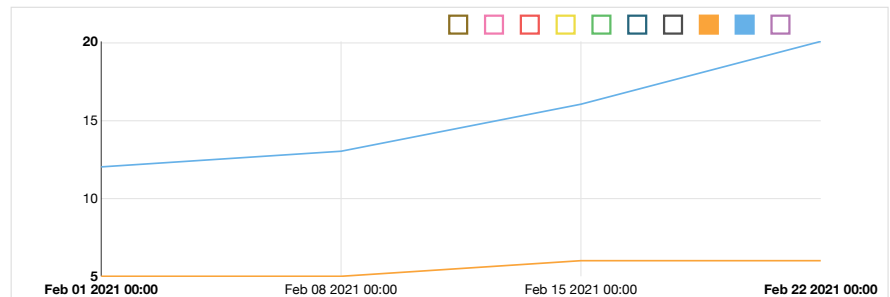
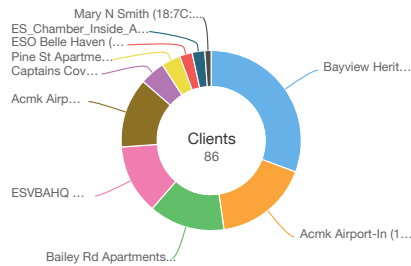
Top 10 APs by Traffic Volume



Two New Hotspots
are almost 90% of Traffic!



Top 10 APs by Client Count



Top APs by Traffic

These APs consume 99.99 % (1.579 TB) of the total traffic (1.58 TB).

Top 10 APs

Index	AP Name	AP IP Address	Controller Name	Rx Total	Tx Total	Total Traffic	Clients
1	Bailey Rd Apartments	10.32.18.46	EXMRRZD12	19.69 GB	779.9 GB	799.6 GB	12
2	Bayview Heritage G...	10.32.18.66	EXMRRZD12	18.9 GB	633.5 GB	652.4 GB	27
3	ESVBAHQ Main Off	10.32.18.50	EXMRRZD12	3.374 GB	64.1 GB	67.48 GB	11
4	Captains Cove Mari...	10.32.18.28	EXMRRZD12	3.7 GB	59.12 GB	62.82 GB	4
5	ESO Belle Haven	10.32.18.90	EXMRRZD12	4.499 GB	9.37 GB	13.87 GB	2
6	Cape_Charles_Mus...	10.32.18.69	EXMRRZD12	8.788 GB	858.1 MB	9.626 GB	1
7	ESVBAHQ Conf Ro...	10.32.18.51	EXMRRZD12	418.5 MB	4.586 GB	4.994 GB	1
8	Acmk Airport-In	10.32.18.17	EXMRRZD12	404.1 MB	3.29 GB	3.685 GB	15
9	Parkley Town Pavil...	10.32.18.45	EXMRRZD12	39.95 MB	1.766 GB	1.805 GB	1
10	ES_Chamber_Insid...	10.32.18.10	EXMRRZD12	300.4 MB	778 MB	1.053 GB	2

Top APs by Client Count

These APs consume **98.98 % (1.564 TB)** of the total traffic (**1.58 TB**).

Top 10 APs

Index	AP Name	AP IP Address	Controller Name	Clients	Rx Total	Tx Total	Total Traffic
1	Bayview Heritage G...	10.32.18.66	EXMRRZD12	27	18.9 GB	633.5 GB	652.4 GB
2	Acmk Airport-In	10.32.18.17	EXMRRZD12	15	404.1 MB	3.29 GB	3.685 GB
3	Bailey Rd Apartments	10.32.18.46	EXMRRZD12	12	19.69 GB	779.9 GB	799.6 GB
4	ESVBAHQ Main Off	10.32.18.50	EXMRRZD12	11	3.374 GB	64.1 GB	67.48 GB
5	Acmk Airport-O	10.32.18.16	EXMRRZD12	11	990.7 KB	15.49 MB	16.46 MB
6	Captains Cove Mari...	10.32.18.28	EXMRRZD12	4	3.7 GB	59.12 GB	62.82 GB
7	Pine St Apartments	10.32.18.101	EXMRRZD12	3	5.565 MB	186.7 MB	192.3 MB
8	ESO Belle Haven	10.32.18.90	EXMRRZD12	2	4.499 GB	9.37 GB	13.87 GB
9	ES_Chamber_Insid...	10.32.18.10	EXMRRZD12	2	300.4 MB	778 MB	1.053 GB
10	Mary N Smith	10.32.18.70	EXMRRZD12	1	3.011 MB	8.294 MB	11.31 MB

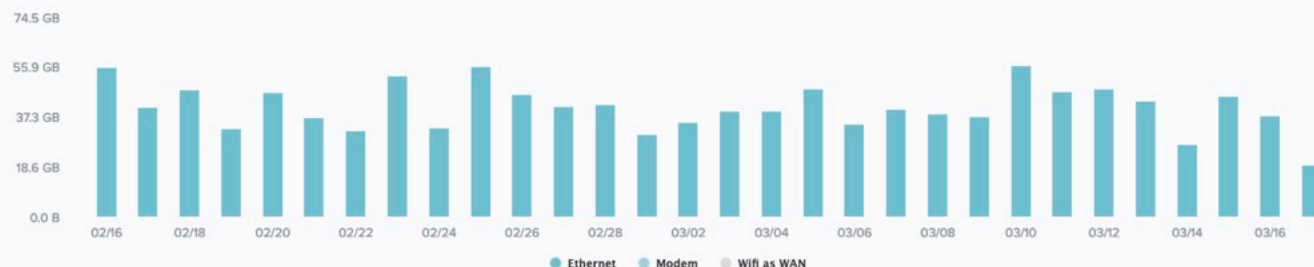
Cradle Point (ACPS) Hotspots:

Groups > ESVBA Sites



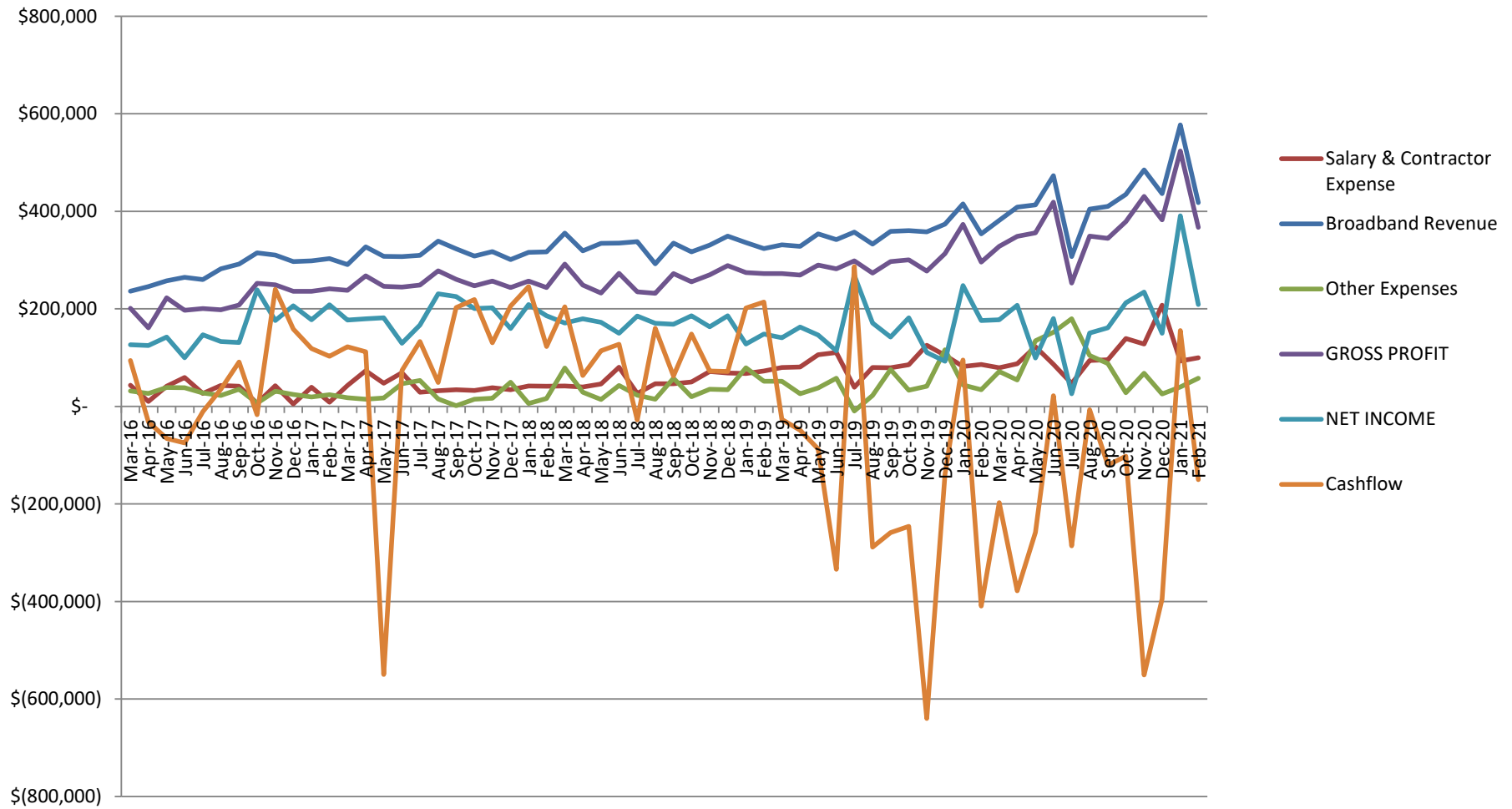
Home GeoView Routers **Data Usage** Health Settings

Summary WAN Client



Name	Total Data ↓	Ethernet	Wifi as WAN	Modems
ESVBA Petit Trailer Park Mappsville	424.9 GB	424.9 GB	0.0 B	0.0 B
ESVBA Johnson CT	381.1 GB	381.1 GB	0.0 B	0.0 B
ESVBA Dreamland 2	346.2 GB	346.2 GB	0.0 B	0.0 B
ESVBA Seaside Trailer Park	41.0 GB	41.0 GB	0.0 B	0.0 B
ESVBA AS West Rd	37.7 GB	37.7 GB	0.0 B	0.0 B

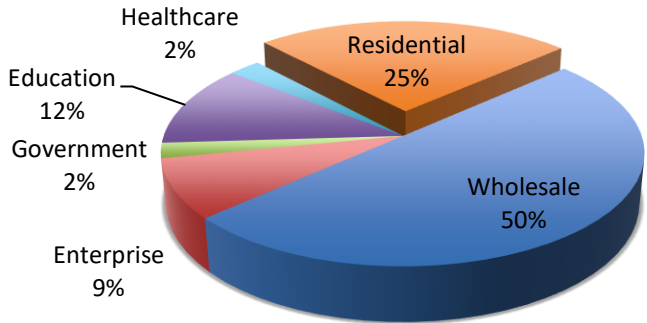
Mar '16 to Feb '21 Financials



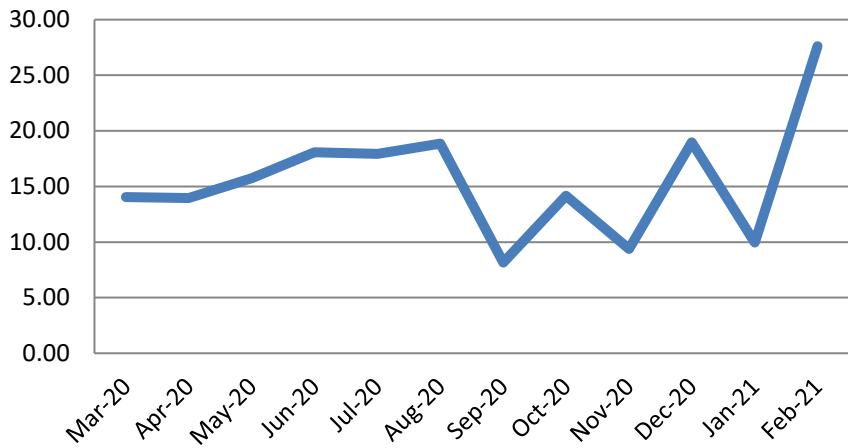
ESVBA Dashboard - March 2021

Financial Data

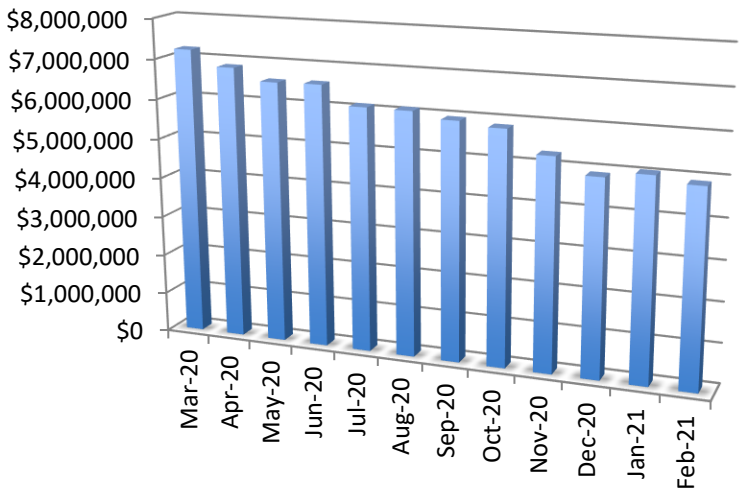
Revenue by Sector as of February 2021



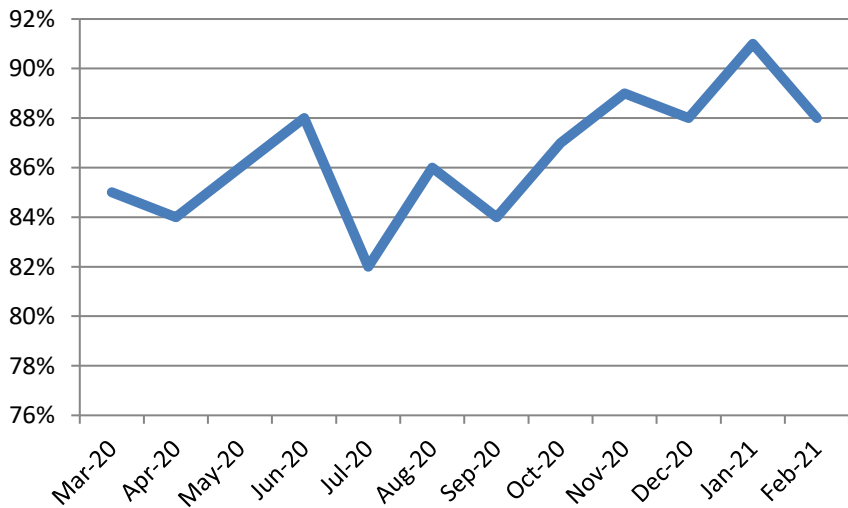
Quick Ratio



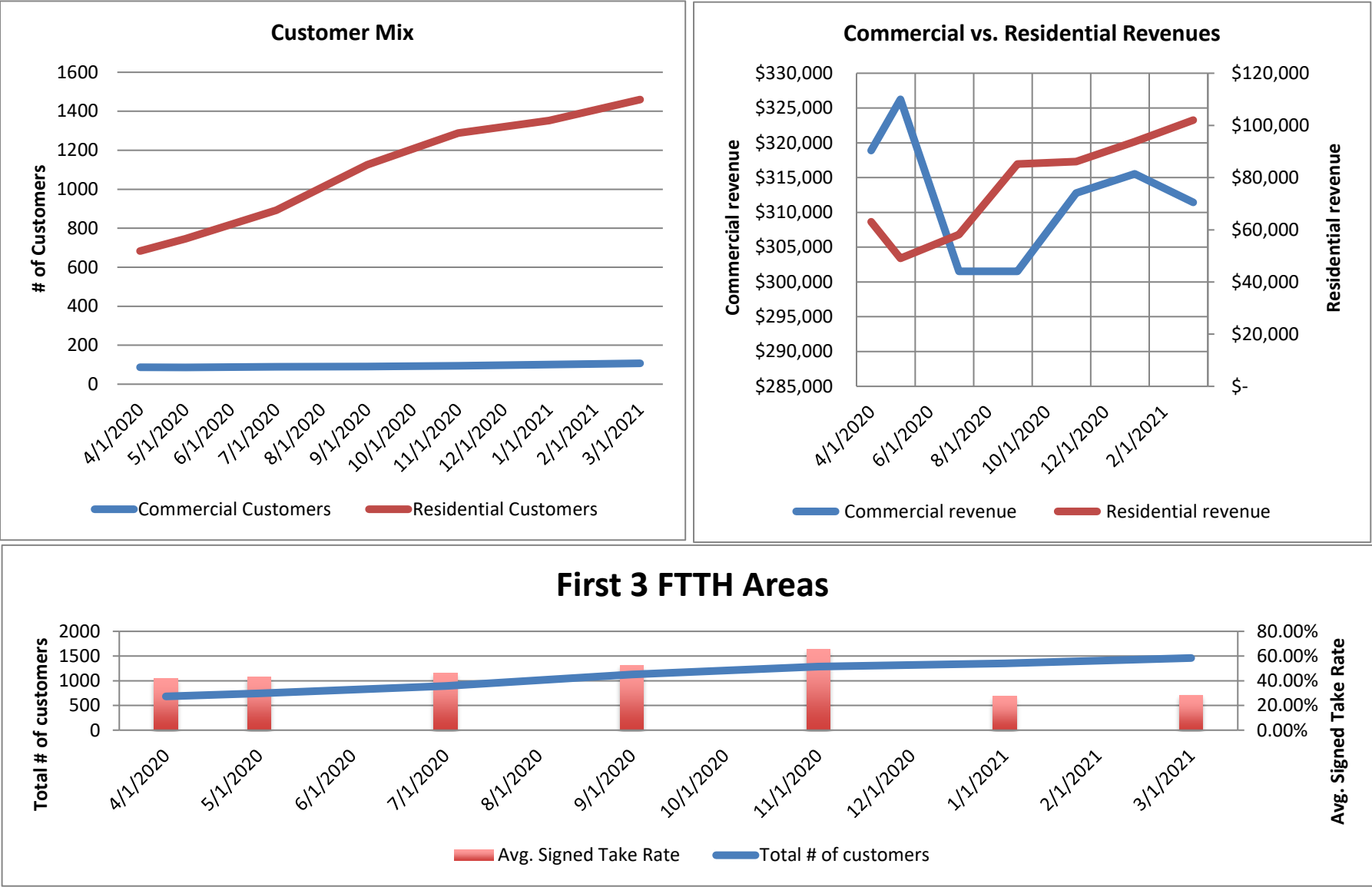
Cash & Cash Equivalents



GROSS PROFIT MARGIN



ESVBA Dashboard - March 2021





Node Availability Report

368 Days from Mon Jul 01 00:00:00 EDT 2019

Node	Outage Count	MTTR (hours)	Outage Hours	Outage Percent	Availability Percent
Surveillance Category: CORE					
ESVBA @ Exmore 3750E 24p PoE	0	0.00	0.00	0.000	100.000
10.32.16.26	0	0.00	0.00	0.000	100.000
AccmkAirptAP01.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
AccmkAirptAP02	0	0.00	0.00	0.000	100.000
Accomack Airport-WAP-Inside	0	0.00	0.00	0.000	100.000
Accomack County Voter Registrar Office	0	0.00	0.00	0.000	100.000
Accomack County-Airport	0	0.00	0.00	0.000	100.000
BloxomTowerAP01	0	0.00	0.00	0.000	100.000
CBBTVstrCtrAP01.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
CBBTVstrCtrAP02.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
CapeCharlesXbox	0	0.00	0.00	0.000	100.000
Chincoteague Library AP01	0	0.00	0.00	0.000	100.000
Ciena One Control	0	0.00	0.00	0.000	100.000
Custis Park WiFi	0	0.00	0.00	0.000	100.000
CustisParkAP01	0	0.00	0.00	0.000	100.000
ESCCAP01.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
ESCCAP02.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
ESVBA @ 300 Lexington, Baltimore MD	0	0.00	0.00	0.000	100.000
ESVBA @ Bloxom Camera-Cabinet	0	0.00	0.00	0.000	100.000
ESVBA @ Bloxom PTZ Camera	0	0.00	0.00	0.000	100.000
ESVBA @ Bloxom Tower IE3010	0	0.00	0.00	0.000	100.000
ESVBA @ Cape Charles X-box Cam	0	0.00	0.00	0.000	100.000
ESVBA @ Cheriton 15454 (1)	0	0.00	0.00	0.000	100.000
ESVBA @ Cheriton 15454 (2)	0	0.00	0.00	0.000	100.000
ESVBA @ Cheriton 3750E 24p PoE	0	0.00	0.00	0.000	100.000
ESVBA @ Cheriton 4507-E	0	0.00	0.00	0.000	100.000
ESVBA @ Cheriton 8700	0	0.00	0.00	0.000	100.000
ESVBA @ Cheriton ASR9K Router	0	0.00	0.00	0.000	100.000
ESVBA @ Cheriton Batt Monitor	0	0.00	0.00	0.000	100.000
ESVBA @ Cheriton Camera-Inside	0	0.00	0.00	0.000	100.000
ESVBA @ Cheriton Camera-Outside Front	0	0.00	0.00	0.000	100.000
ESVBA @ Cheriton Camera-Outside Rear	0	0.00	0.00	0.000	100.000
ESVBA @ Cheriton Sec Access Sys	0	0.00	0.00	0.000	100.000
ESVBA @ Cheriton Wireless AP	0	0.00	0.00	0.000	100.000
ESVBA @ Cheriton-MRV	0	0.00	0.00	0.000	100.000



Node Availability Report

368 Days from Mon Jul 01 00:00:00 EDT 2019

Node	Outage Count	MTTR (hours)	Outage Hours	Outage Percent	Availability Percent
ESVBA @ Exmore 15454 (1)	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore 4507-E	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore 8700	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore ASA Firewall	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore Batt Monitor	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore Brocade VDX6740	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore Camera-Inside	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore Camera-Outside Front	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore Camera-Outside Rear	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore Loopback Device	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore MRV	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore Sec Access Sys	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore Sonicwall for WiFi	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore Wireless AP	0	0.00	0.00	0.000	100.000
ESVBA @ H175 15454 (1)	0	0.00	0.00	0.000	100.000
ESVBA @ H175 3750E 24p PoE	0	0.00	0.00	0.000	100.000
ESVBA @ H175 4507-E	0	0.00	0.00	0.000	100.000
ESVBA @ H175 8700	0	0.00	0.00	0.000	100.000
ESVBA @ H175 ASR1K Router	0	0.00	0.00	0.000	100.000
ESVBA @ H175 ASR9K Router	0	0.00	0.00	0.000	100.000
ESVBA @ H175 Batt Monitor	0	0.00	0.00	0.000	100.000
ESVBA @ H175 Camera-Inside	0	0.00	0.00	0.000	100.000
ESVBA @ H175 Camera-Outside Front	0	0.00	0.00	0.000	100.000
ESVBA @ H175 Camera-Outside Rear	0	0.00	0.00	0.000	100.000
ESVBA @ H175 MRV	0	0.00	0.00	0.000	100.000
ESVBA @ H175 Sec Access Sys	0	0.00	0.00	0.000	100.000
ESVBA @ H175 Wireless AP	0	0.00	0.00	0.000	100.000
ESVBA @ Mill Dam 15454 (1)	0	0.00	0.00	0.000	100.000
ESVBA @ Mill Dam 3560 24p	0	0.00	0.00	0.000	100.000
ESVBA @ Mill Dam 4507-E	0	0.00	0.00	0.000	100.000
ESVBA @ Mill Dam Batt Monitor	0	0.00	0.00	0.000	100.000
ESVBA @ Mill Dam MRV	0	0.00	0.00	0.000	100.000
ESVBA @ Norfolk, VA	0	0.00	0.00	0.000	100.000
ESVBA @ Parksley 3560 24p	0	0.00	0.00	0.000	100.000
ESVBA @ Parksley 4503	0	0.00	0.00	0.000	100.000
ESVBA @ Parksley DPS telecom	0	0.00	0.00	0.000	100.000
ESVBA @ Parksley X-box Cam	0	0.00	0.00	0.000	100.000



Node Availability Report

368 Days from Mon Jul 01 00:00:00 EDT 2019

Node	Outage Count	MTTR (hours)	Outage Hours	Outage Percent	Availability Percent
ESVBA @ Tasley 15454 (1)	0	0.00	0.00	0.000	100.000
ESVBA @ Tasley 3750E 24p PoE	0	0.00	0.00	0.000	100.000
ESVBA @ Tasley 4507-E	0	0.00	0.00	0.000	100.000
ESVBA @ Tasley 8700	0	0.00	0.00	0.000	100.000
ESVBA @ Tasley Batt Monitor	0	0.00	0.00	0.000	100.000
ESVBA @ Tasley Calix E7-2#1	0	0.00	0.00	0.000	100.000
ESVBA @ Tasley Camera-Inside	0	0.00	0.00	0.000	100.000
ESVBA @ Tasley Camera-Outside Front	0	0.00	0.00	0.000	100.000
ESVBA @ Tasley Camera-Outside Rear	0	0.00	0.00	0.000	100.000
ESVBA @ Tasley MRV	0	0.00	0.00	0.000	100.000
ESVBA @ Tasley Sec Access Sys	0	0.00	0.00	0.000	100.000
ESVBA @ Tasley Stratum Clock	0	0.00	0.00	0.000	100.000
ESVBA @ Tasley Wireless AP	0	0.00	0.00	0.000	100.000
ESVBA-HQ.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
ESVBAHQ Cam-North Rear	0	0.00	0.00	0.000	100.000
ESVBAHQ Cam-South Gate	0	0.00	0.00	0.000	100.000
EXMRESX01	0	0.00	0.00	0.000	100.000
EXMRESX02	0	0.00	0.00	0.000	100.000
EXMRRZD12	0	0.00	0.00	0.000	100.000
Exmore NetBiter EC350	0	0.00	0.00	0.000	100.000
IndianTownParkAP01	0	0.00	0.00	0.000	100.000
Indiantown Park	0	0.00	0.00	0.000	100.000
Mill Dam Emerson 502 Power Plant	0	0.00	0.00	0.000	100.000
Parksley Batt Monitor	0	0.00	0.00	0.000	100.000
SVBA @ Parksley Calix E7-2#1	0	0.00	0.00	0.000	100.000
dd620-01.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
dd620-ipmi01	0	0.00	0.00	0.000	100.000
esvbafw01.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
esvbahq-sw0.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
esvbahq-sw1.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
exmrucs01-cimc.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
exmrucs02-cimc.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
exmrvox1.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
exmrvox01	0	0.00	0.00	0.000	100.000
ns1.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
ns2.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
ops	0	0.00	0.00	0.000	100.000



Node Availability Report

368 Days from Mon Jul 01 00:00:00 EDT 2019

Node	Outage Count	MTTR (hours)	Outage Hours	Outage Percent	Availability Percent
Summary for category: CORE					
Average	0.00	0.00	0.00	0.000	100.000
Maximum	0.00	0.00	0.00	0.000	100.000
Minimum	0.00	0.00	0.00	0.000	100.000



Node Availability Report

365 Days from Mon Jul 01 00:00:00 EDT 2019

Node	Outage Count	MTTR (hours)	Outage Hours	Outage Percent	Availability Percent
Surveillance Category: Routers					
ESVBA @ Cheriton ASR9K Router	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore ASA Firewall	0	0.00	0.00	0.000	100.000
ESVBA @ Exmore Sonicwall for WiFi	0	0.00	0.00	0.000	100.000
ESVBA @ H175 ASR1K Router	0	0.00	0.00	0.000	100.000
ESVBA @ H175 ASR9K Router	0	0.00	0.00	0.000	100.000
WLPSVAMDC11	0	0.00	0.00	0.000	100.000
esvbafw01.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
Summary for category: Routers					
Average	0.00	0.00	0.00	0.000	100.000
Maximum	0.00	0.00	0.00	0.000	100.000
Minimum	0.00	0.00	0.00	0.000	100.000



Node Availability Report

365 Days from Wed Jul 01 00:00:00 EDT 2019

Node	Outage Count	MTTR (hours)	Outage Hours	Outage Percent	Availability Percent
Surveillance Category: CUST					
ANEC-Bayview Substation #27	2	0.02	0.05	0.001	99.999
ANEC-Belle Haven Substation	1	0.05	0.05	0.001	99.999
ANEC-Chincoteague Substation	2	0.01	0.02	0.000	100.000
ANEC-Corporate Office	1	0.01	0.01	0.000	100.000
ANEC-Eastville Substation	3	25.03	75.09	0.857	99.143
ANEC-Greenbush Switching Station	0	0.00	0.00	0.000	100.000
ANEC-Hallwood Substation	0	0.00	0.00	0.000	100.000
ANEC-Kellam Substation-Exmore	1	0.01	0.01	0.000	100.000
ANEC-Old Delmarva Office-Exmore	0	0.00	0.00	0.000	100.000
ANEC-Onancock Substation	1	0.01	0.01	0.000	100.000
ANEC-Onancock Tower	0	0.00	0.00	0.000	100.000
ANEC-Parksley Substation	2	3.64	7.27	0.083	99.917
ANEC-Perdue Substation	1	0.01	0.01	0.000	100.000
ANEC-Redbank Substation	0	0.00	0.00	0.000	100.000
ANEC-Sign Post Substation	0	0.00	0.00	0.000	100.000
ANEC-Tasley Substation #25	0	0.00	0.00	0.000	100.000
ANEC-Wallops Substation	4	0.05	0.18	0.002	99.998
ANEC-Wattsville Substation	1	0.01	0.01	0.000	100.000
ANEC-Weirwood Delivery Point	0	0.00	0.00	0.000	100.000
ANPDC- Accomac	7	0.02	0.14	0.002	99.998
AT&T Tower @ Accomack	0	0.00	0.00	0.000	100.000
AT&T Tower @ BelleHaven	1	0.01	0.01	0.000	100.000
AT&T Tower @ Birdsnest	1	0.01	0.01	0.000	100.000
AT&T Tower @ CBBT#3	1	0.01	0.01	0.000	100.000
AT&T Tower @ Cape Charles	2	0.01	0.02	0.000	100.000
AT&T Tower @ Chincoteague	3	0.01	0.04	0.000	100.000
AT&T Tower @ Eastville	1	0.01	0.01	0.000	100.000
AT&T Tower @ Horntown	3	0.09	0.28	0.003	99.997
AT&T Tower @ Kiptopeke	0	0.00	0.00	0.000	100.000
AT&T Tower @ Latimer Siding	1	0.37	0.37	0.004	99.996
AT&T Tower @ Mapps ville	5	3.37	16.84	0.192	99.808
AT&T Tower @ Melfa	0	0.00	0.00	0.000	100.000
AT&T Tower @ New Church	5	0.01	0.07	0.001	99.999
AT&T Tower @ OakHall	5	0.08	0.41	0.005	99.995
AT&T Tower @ Onancock	2	2.30	4.60	0.053	99.947



Node Availability Report

365 Days from Wed Jul 01 00:00:00 EDT 2019

Node	Outage Count	MTTR (hours)	Outage Hours	Outage Percent	Availability Percent
AT&T Tower @ Parksley	2	0.01	0.02	0.000	100.000
AT&T Tower @ Townsend	1	0.01	0.01	0.000	100.000
Accomack County-Attorney	0	0.00	0.00	0.000	100.000
Accomack County-North Xfer Station	1	0.01	0.01	0.000	100.000
Accomack County-Public Safety	2	0.61	1.21	0.014	99.986
Accomack County-Public Works Garage	1	0.35	0.35	0.004	99.996
Accomack Schools-Accomack Elementary School	0	0.00	0.00	0.000	100.000
Accomack Schools-Administration Building	0	0.00	0.00	0.000	100.000
Accomack Schools-Alternative Education Center	1	0.01	0.01	0.000	100.000
Accomack Schools-Arcadia High School	1	0.01	0.01	0.000	100.000
Accomack Schools-Arcadia Middle School	0	0.00	0.00	0.000	100.000
Accomack Schools-Bus Garage	5	2.82	14.08	0.161	99.839
Accomack Schools-Chincoteague Elementary Schools	1	0.03	0.03	0.000	100.000
Accomack Schools-Chincoteague High School	2	0.04	0.09	0.001	99.999
Accomack Schools-Kegotank Elementary School	2	0.66	1.32	0.015	99.985
Accomack Schools-Metompkin Elementary School	10	5.42	54.19	0.619	99.381
Accomack Schools-Nandua High School	0	0.00	0.00	0.000	100.000
Accomack Schools-Nandua Middle School	0	0.00	0.00	0.000	100.000
Accomack Schools-Nandua Tower	2	0.19	0.38	0.004	99.996
ArlieProctor	0	0.00	0.00	0.000	100.000
Associated Insurance - Chincoteague	2	0.03	0.07	0.001	99.999
Associated Insurance - Onancock	1	1.64	1.64	0.019	99.981
Associated Insurance - Tasley	7	0.06	0.44	0.005	99.995
Bay Beyond Inc.- Melfa	8	0.03	0.21	0.002	99.998
Best Western-Chincoteague	4	0.31	1.26	0.014	99.986
Broadwater Academy	2	0.08	0.15	0.002	99.998
CBBT Visitors Center	1	0.01	0.01	0.000	100.000
CBBTNorthToll.pvt.esvabroadband.net	2	0.01	0.02	0.000	100.000
Carey Distributors	3	0.64	1.92	0.022	99.978
Charter Communications Accomack Tower	0	0.00	0.00	0.000	100.000
Charter Communications Chincoteague Tower	0	0.00	0.00	0.000	100.000
Cherrystone Aqua Farms-Cheriton	1	0.01	0.01	0.000	100.000
Cherrystone Aqua Farms-Chincoteague	0	0.00	0.00	0.000	100.000
Cherrystone Aqua Farms-Willis Wharf	6	0.02	0.10	0.001	99.999
Chincoteague Fire Department	0	0.00	0.00	0.000	100.000
Chincoteague Resort Realty	2	0.01	0.02	0.000	100.000
Chincotgue Harbor Master	1	0.35	0.35	0.004	99.996



Node Availability Report

365 Days from Wed Jul 01 00:00:00 EDT 2019

Node	Outage Count	MTTR (hours)	Outage Hours	Outage Percent	Availability Percent
Church Latter Day saints-Onley	0	0.00	0.00	0.000	100.000
Coast Guard @ Chincoteague	1	0.01	0.01	0.000	100.000
Communication Construction Services-Wallops	2	0.14	0.28	0.003	99.997
Crop Production Services	3	0.01	0.03	0.000	100.000
Custis, Dix, Lewis & Custis-Accomac	1	0.01	0.01	0.000	100.000
DNG-Belle Haven Water Tower	1	0.01	0.01	0.000	100.000
DNG-Cheriton Bayside	0	0.00	0.00	0.000	100.000
DNG-Cheriton Webster	1	0.01	0.01	0.000	100.000
DNG-Eastville Water Tower	0	0.00	0.00	0.000	100.000
DNG-Exmore Pole	0	0.00	0.00	0.000	100.000
DNG-Melfa	0	0.00	0.00	0.000	100.000
DNG-Nassawadox	0	0.00	0.00	0.000	100.000
DNG-Painter	0	0.00	0.00	0.000	100.000
DNG-Parksley	1	0.01	0.01	0.000	100.000
DNG-Quinby	0	0.00	0.00	0.000	100.000
DNG-Wachapreague	1	0.01	0.01	0.000	100.000
DNG-Willis Wharf Pole	1	0.01	0.01	0.000	100.000
DNG_NewChurch_WISP	0	0.00	0.00	0.000	100.000
Drummonds-Belle Haven	2	0.48	0.95	0.011	99.989
ESC_COUNTY_LINE	6	0.10	0.60	0.007	99.993
ESC_HQNew	34	0.01	0.30	0.003	99.997
ESC_ISLAND_INN	1	0.26	0.26	0.003	99.997
ESO Building- BelleHaven	1	0.04	0.04	0.000	100.000
ESRH Onley Clinic IP and ELAN	0	0.00	0.00	0.000	100.000
Eastern Shore Chamber of Commerce	4	0.02	0.06	0.001	99.999
Eastern Shore Community College	3	0.38	1.13	0.013	99.987
Eastern Shore E911- Accomac Office	2	0.01	0.02	0.000	100.000
Eastern Shore E911- Accomack Sheriffs	2	0.01	0.02	0.000	100.000
Eastern Shore E911- Belle Haven	0	0.00	0.00	0.000	100.000
Eastern Shore E911- Chincoteague	1	0.01	0.01	0.000	100.000
Eastern Shore E911- Eastville Tower	1	0.01	0.01	0.000	100.000
Eastern Shore E911- Mappsville Tower	1	0.01	0.01	0.000	100.000
Eastern Shore Library- Accomack	4	0.53	2.13	0.024	99.976
Eastern Shore Library- Cape Charles	0	0.00	0.00	0.000	100.000
Eastern Shore Library- Chincoteague	5	0.07	0.35	0.004	99.996
Eastern Shore Library- Nassawadox	1	1.04	1.04	0.012	99.988
Eastern Shore Rural Health-Atlantic Health Office	3	0.01	0.03	0.000	100.000



Node Availability Report

365 Days from Wed Jul 01 00:00:00 EDT 2019

Node	Outage Count	MTTR (hours)	Outage Hours	Outage Percent	Availability Percent
Eastern Shore Rural Health-Billing Office@Franktown	0	0.00	0.00	0.000	100.000
Eastern Shore Rural Health-Chincoteague Clinic	2	0.01	0.03	0.000	100.000
Eastern Shore Rural Health-Onley Corporate Office	2	6.20	12.40	0.141	99.859
Eastern Shore Tractor- Accomac	4	0.03	0.13	0.001	99.999
Edward Jones-Exmore	3	0.13	0.40	0.005	99.995
Fairfield Inn - Chincoteague	2	0.13	0.27	0.003	99.997
Ginsberg, Nottingham & Mapp	4	888.48	3553.92	40.570	59.430
HM Terry- Willis Wharf	3	0.25	0.75	0.009	99.991
Hampton Inn-Chincoteague	2	0.01	0.02	0.000	100.000
Hampton Inn-Exmore	2	0.01	0.02	0.000	100.000
Jehovahs Witnesses-Parksley	16	0.38	6.12	0.070	99.930
KMX Chemicals- New Church	4	5.89	23.57	0.269	99.731
Kiptopeke Park Guard Shack	1	0.01	0.01	0.000	100.000
Lansing Trade Group	19	9.82	186.60	2.130	97.870
MARS @ Decoy Square	1	0.01	0.01	0.000	100.000
Marine Science Consortium	0	0.00	0.00	0.000	100.000
Marshall Tree Svc-Franktown	0	0.00	0.00	0.000	100.000
NASA F002 15454 (1)	0	0.00	0.00	0.000	100.000
NASA N184 15454	0	0.00	0.00	0.000	100.000
NASA X75	0	0.00	0.00	0.000	100.000
NASA- U006	0	0.00	0.00	0.000	100.000
NMA Federal Credit Union-Cape Charles	1	0.01	0.01	0.000	100.000
NMA Federal Credit Union-Exmore	2	0.09	0.18	0.002	99.998
NMA Federal Credit Union-Parksley	0	0.00	0.00	0.000	100.000
NOAA 15454 (1)	0	0.00	0.00	0.000	100.000
Nature Conservancy	5	0.11	0.55	0.006	99.994
Navy Building R001-Wallops	0	0.00	0.00	0.000	100.000
Navy Building V10-15310	1	0.17	0.17	0.002	99.998
Northampton Lumber- Nassawadox	6	0.47	2.83	0.032	99.968
Northampton Schools-Administration	0	0.00	0.00	0.000	100.000
Northampton Schools-Bus Garage	2	0.05	0.10	0.001	99.999
Northampton Schools-High School	2	0.01	0.02	0.000	100.000
Northampton Schools-Kiptopeke Elementary School	0	0.00	0.00	0.000	100.000
Northampton Schools-Occohanock Elementary Schools	1	0.01	0.01	0.000	100.000
Pep-Up Inc - Tasley	3	0.01	0.04	0.000	100.000
PepUP_BelleHaven	0	0.00	0.00	0.000	100.000
Quality Inn Exmore	4	0.14	0.54	0.006	99.994



Node Availability Report

365 Days from Wed Jul 01 00:00:00 EDT 2019

Node	Outage Count	MTTR (hours)	Outage Hours	Outage Percent	Availability Percent
RNB-Technologies.pvt.esvabroadband.net	0	0.00	0.00	0.000	100.000
Refuge Inn-Chincoteague	1	0.01	0.01	0.000	100.000
Riverside Hospital- Cape Charles Medical	1	0.03	0.03	0.000	100.000
Riverside Hospital-Senior Perspective @ Accomac	1	0.02	0.02	0.000	100.000
Riverside Hospital-Shore Healthcare@Onley	1	0.01	0.01	0.000	100.000
Riverside Hospital-Shore Life Care @Parksley	2	0.01	0.02	0.000	100.000
Riverside Hospital-Shore Medical Center@Metompkin	2	0.09	0.19	0.002	99.998
Sentinel Robotic Solutions	1	0.05	0.05	0.001	99.999
Shore Bancshares	1	0.37	0.37	0.004	99.996
Shore Stay Suites- Cape Center	2	0.04	0.09	0.001	99.999
South Toll Plaza-CBBT	0	0.00	0.00	0.000	100.000
Sprint Tower @ Accomack	0	0.00	0.00	0.000	100.000
Sprint Tower @ BelleHaven	0	0.00	0.00	0.000	100.000
Sprint Tower @ Birdsnest	2	0.82	1.64	0.019	99.981
Sprint Tower @ Cheriton	0	0.00	0.00	0.000	100.000
Sprint Tower @ OakHall	1	0.02	0.02	0.000	100.000
Sprint Tower @ Townsend	0	0.00	0.00	0.000	100.000
Sunset Beach Resort	0	0.00	0.00	0.000	100.000
Telequality CSB-ARC	2	0.65	1.30	0.015	99.985
Telequality CSB-Achievers Club	9	0.19	1.74	0.020	99.980
Telequality CSB-Belle Haven	0	0.00	0.00	0.000	100.000
Telequality CSB-Hartman House	0	0.00	0.00	0.000	100.000
Telequality CSB-Nassawadox	7	0.26	1.84	0.021	99.979
Telequality CSB-Parksley@Dunne Street	9	17.62	158.62	1.811	98.189
Telequality CSB-Parksley@Greenbush Avenue	4	0.26	1.02	0.012	99.988
Telequality CSB-White House	2	0.19	0.38	0.004	99.996
Theraputic Interventions- Belle Haven	0	0.00	0.00	0.000	100.000
Tom's Cove Campground-Chincoteague	2	0.18	0.36	0.004	99.996
Town of Cape Charles-Administration	4	0.02	0.06	0.001	99.999
Town of Cape Charles-Water Tower	0	0.00	0.00	0.000	100.000
Town of Chincoteague- Town Hall	0	0.00	0.00	0.000	100.000
Town of Chincoteague- Water Tower	2	0.04	0.09	0.001	99.999
Town of Exmore Town Hall	1	0.35	0.35	0.004	99.996
Town of Onancock- Water Tower	5	1.37	6.86	0.078	99.922
Town of Onancock-Town Hall	3	2.45	7.36	0.084	99.916
Town of Parksley-Fire Department	13	0.09	1.21	0.014	99.986
Town of Parksley-Town Hall	8	0.22	1.74	0.020	99.980



Node Availability Report

365 Days from Wed Jul 01 00:00:00 EDT 2019

Node	Outage Count	MTTR (hours)	Outage Hours	Outage Percent	Availability Percent
Trails End Trailer Park-Horntown	0	0.00	0.00	0.000	100.000
Twin Cedar Farm	1	1.73	1.73	0.020	99.980
US Fish & Wildlife @ Chincoteague	8	0.03	0.26	0.003	99.997
VA Tech Research Ctr.- Painter	2	0.03	0.05	0.001	99.999
VDOT-Exmore	2	0.05	0.10	0.001	99.999
VDOT-Onley	2	0.05	0.10	0.001	99.999
Verizon Wireless Exmore	2	0.22	0.44	0.005	99.995
Virginia Beach Schools @ Hermitage-Brocade	0	0.00	0.00	0.000	100.000
WESR Radio- Accomac	14	0.02	0.30	0.003	99.997
Waterside Inn-Chincoteague	1	0.26	0.26	0.003	99.997
Summary for category: CUST					
Average	2.00	5.14	21.60	0.247	99.753
Maximum	34.00	888.48	3553.92	40.570	100.000
Minimum	0.00	0.00	0.00	0.000	59.430

Eastern Shore of Virginia Broadband Authority
Board Balance Sheet
End of Feb 2021

Financial Row	Amount
ASSETS	
Current Assets	
Bank	
10010 - General Operating Account - BB&T (0720)	\$1,253,793.18
10020 - Capital Expansion Account - BB&T (0747)	\$589,563.60
10030 - Equipment Accrual - BB&T (0739)	\$651,080.88
10160 - Annual Accrual - BB&T (7622) Savings Acct	\$1,150,850.52
10165 - Expansion Proceeds BB&T Savings Acct (0070)	\$1,179,472.45
10180 - Merchant Services - BB&T (8016)	\$62,281.45
10990 - Petty Cash	\$150.00
Total Bank	\$4,887,192.08
Accounts Receivable	
11000 - Accounts Receivable	\$363,296.50
Total Accounts Receivable	\$363,296.50
Other Current Asset	
11900 - Undeposited Funds	\$6,426.86
13100 - Inventory Asset	\$1,345,848.14
15000 - Plant in Service	\$1,416.00
Total Other Current Asset	\$1,353,691.00
Total Current Assets	\$6,604,179.58
Fixed Assets	
14100 - General Furniture Fixtures	\$42,727.66
14199 - Accumulated Depreciation - Furniture	(\$14,967.05)
14200 - Equipment:Computers, Printers, Equip, Software	\$81,329.55
14299 - Accumulated Depreciation - Equipment	(\$81,364.76)
15010 - Physical Plant Structure	\$16,613,013.64
15020 - Physical Plant Electronics	\$4,039,792.45
15040 - Physical Plant Towers	\$150,840.58
15050 - Physical Plant Mobile - (Mobile Carriers & Generators)	\$101,446.32
15060 - Physical Plant Huts	\$187,197.91
15070 - Physical Plant Tools & Equipment	\$22,918.39
15098 - Accumulated Depreciation - Plant In Service	(\$6,104,261.48)
15100 - Physical Plant Network & Software	\$21,885.09
15199 - Accumulated Depreciation - Software	(\$43,215.85)
15200 - Vehicles & Equipment	\$715,150.22
15299 - Accumulated Depreciation - Vehicles	(\$258,233.00)
16000 - Railway Easement	\$250,000.00
17000 - Land	\$10,000.00
Total Fixed Assets	\$15,734,259.67
Total ASSETS	\$22,338,439.25
Liabilities & Equity	
Current Liabilities	
Accounts Payable	
20000 - Accounts Payable	\$208,411.84
Total Accounts Payable	\$208,411.84
Credit Card	
21010 - BB&T Visa 5701 LH	\$2,020.33
21030 - BB&T Visa 5340 RB	\$3,036.82
21040 - BB&T Visa 7215 TE	\$32.76
21050 - BB&T Visa 9028 JW	\$41.52
Total Credit Card	\$5,131.43
Other Current Liability	
20010 - Accrued Purchases	(\$25,867.38)
26100 - USAC Tax Payable	\$4,124.31

26200 - Va Communications Tax	\$569.32
Total Other Current Liability	(\$21,173.75)
Total Current Liabilities	\$192,369.52
Long Term Liabilities	
27500 - BB&T Loan for Expansion	\$4,594,000.00
28000 - Deferred Income	\$197,542.88
Total Long Term Liabilities	\$4,791,542.88
Equity	
Retained Earnings	\$16,028,775.95
Net Income	\$1,325,750.90
Total Equity	\$17,354,526.85
Total Liabilities & Equity	\$22,338,439.25

Eastern Shore of Virginia Broadband Authority
Board Income Statement
Jan 2021, Feb 2021

Financial Row	Jan 2021 Amount	Feb 2021 Amount	Total Amount
Income			
40000 - Broadband Income			
Education Income	\$48,257	\$48,257	\$96,514
Enterprise Income	\$36,283	\$35,248	\$71,530
Government Income	\$9,082	\$9,082	\$18,164
Medical Income	\$10,466	\$10,373	\$20,839
Residential Income	\$97,152	\$104,265	\$201,416
Wholesale Income	\$212,249	\$207,178	\$419,427
Total - 40000 - Broadband Income	\$413,488	\$414,403	\$827,891
40900 - Installation Income			
Enterprise Income	\$28,230	\$2,475	\$30,705
Government Income	\$100,243	\$0	\$100,243
Residential Income	\$33,140	-\$100	\$33,040
Wholesale Income	\$2,151	\$1,051	\$3,202
Total - 40900 - Installation Income	\$163,764	\$3,426	\$167,190
46400 - Other Income			
Other Income	\$4	\$0	\$4
Wholesale Income	\$150	\$150	\$300
Total - 46400 - Other Income	\$154	\$150	\$304
46460 - Interest Income			
Other Income	\$198	\$137	\$334
Total - 46460 - Interest Income	\$198	\$137	\$334
46470 - Other Income- USAC			
Other Income	\$2,669	\$0	\$2,669
Total - 46470 - Other Income- USAC	\$2,669	\$0	\$2,669
Total - Income	\$580,273	\$418,115	\$998,388
Cost Of Sales			
50100 - Cost of Goods Sold:Internet Access	\$11,128	\$6,678	\$17,807
50300 - Cost of Goods Sold:3rd Party Dark service	\$27,263	\$27,263	\$54,525
50400 - Cost of Goods Sold:Utility Locates	\$182	\$279	\$461
50500 - Cost of Goods Sold:Pole Attachments	\$0	\$680	\$680
50600 - Cost of Goods Sold:3rd Party Transport	\$12,399	\$12,399	\$24,798
51010 - Cost of Goods Sold:Collocation/Hut Expense:Utilities	\$2,431	\$2,439	\$4,870
51020 - Cost of Goods Sold:Collocation/Hut Expense:Phone, Communic.	\$138	\$138	\$275
51030 - Cost of Goods Sold:Collocation/Hut Expense:Fuel	\$53	\$0	\$53
51090 - Cost of Goods Sold:Collocation/Hut Expense:Maintenance	\$0	\$1,068	\$1,068
Total - Cost Of Sales	\$53,593	\$50,943	\$104,536
Gross Profit	\$526,680	\$367,172	\$893,852
Expense			
61200 - Payroll Expenses:Wages & Benefits	\$93,258	\$99,985	\$193,244
62100 - Sales and Marketing:Sales Commissions	\$290	\$326	\$616
63200 - Travel and Meetings:Mileage/Tolls Reimbursement	\$357	\$127	\$484
63400 - Travel and Meetings:Meals & Entertainment	\$0	\$30	\$30
63500 - Travel and Meetings:Other Travel	\$0	\$400	\$400
64200 - Bank Charges & Fees	\$493	\$1,078	\$1,571
64300 - Dues, Subscriptions, Books	\$555	\$1,283	\$1,838
64320 - Dumpster/Trash Removal	\$186	\$186	\$371
64370 - Janitorial Services	\$655	\$620	\$1,275
64400 - Office Supplies & Expense	\$1,822	\$2,062	\$3,884
64420 - Printing and Copying	\$0	\$60	\$60
64450 - Postage, Mailing & Shipping	\$299	\$232	\$531
64460 - Office IT Hardware/Software	\$4,863	\$564	\$5,426
64470 - Office Maintenance & Repair	\$0	\$3,709	\$3,709
64480 - Rent or Lease Payments	\$650	\$650	\$1,300
64630 - Staff Development	\$319	\$363	\$682

64700 - Taxes	\$2,382	\$0	\$2,382
64750 - Telephone & Telecommunications	\$582	\$558	\$1,141
64760 - Mobile Phones	\$40	\$320	\$360
65100 - Professional Services:Accounting & Administration	\$8,750	\$0	\$8,750
65200 - Professional Services:Legal Fees	\$216	\$0	\$216
67000 - Vehicle & Equipment Expenses	\$0	\$36,728	\$36,728
67300 - Vehicle Fuel	\$2,086	\$2,102	\$4,188
67400 - Vehicle & Equip Maintenance & Repair Expenses	\$301	\$1,601	\$1,902
68100 - Physical Plant Maintenance/Agreements/Warranties/Software	\$10,074	\$1,400	\$11,474
68200 - Physical Plant Permits & Fees	\$0	\$2,500	\$2,500
68400 - Physical Plant Tools & Safety Equipment	\$5,690	\$2,400	\$8,090
68500 - Physical Plant Shipping Freight & Delivery	\$3,707	\$842	\$4,549
Total - Expense	\$137,574	\$160,127	\$297,701
Net Income	\$389,106	\$207,045	\$596,151

Eastern Shore of Virginia Broadband Authority
Board Cash Flow Statement
Jan 2021, Feb 2021

Financial Row	Amount
Operating Activities	
Net Income	\$596,150.93
Adjustments to Net Income	
Accounts Receivable	\$42,210.75
Inventory Asset	(\$122,159.21)
Accounts Payable	(\$195,468.00)
Sales Tax Payable	\$4,690.44
Other Current Liabilities	\$37,271.11
Total Adjustments to Net Income	(\$233,454.91)
Total Operating Activities	\$362,696.02
Investing Activities	
Fixed Asset	(\$355,128.34)
Total Investing Activities	(\$355,128.34)
Financing Activities	
Long Term Liabilities	(\$2,101.52)
Total Financing Activities	(\$2,101.52)
Net Change in Cash for Period	\$5,466.16
Cash at Beginning of Period	\$4,888,152.78
Cash at End of Period	\$4,893,618.94

**RESOLUTION
SMALL PURCHASE PROCEDURES**

WHEREAS, pursuant to the authority provided by §§ 2.2-4303(G) of the Code of Virginia, the Eastern Shore of Virginia Broadband Authority (“the Authority”) has determined to adopt certain procedures to be followed in procuring goods and services, in order to simplify the procurement process while providing for competition whenever practicable;

NOW THEREFORE, BE IT HEREBY RESOLVED, that pursuant to the above-referenced statutory authority, the Authority, or the Chairperson, acting as purchasing agent, may enter into any single or term contracts for goods and services other than professional services and non-transportation related construction, if the aggregate or the sum of all phases is not expected to exceed \$200,000.00, without competitive sealed bids or competitive negotiation as provided by the Virginia Public Procurement Act (§2.2-4300 et seq. of the Code of Virginia).

BE IT HEREBY FURTHER RESOLVED, that, pursuant to the above-referenced statutory authority, the Authority, or the Chairperson acting as purchasing agent, may enter into single or term contracts for professional services in an amount not expected to exceed \$80,000.00, without competitive sealed bidding or competitive negotiation.

Adopted this the ____ day of _____, 2021

(SEAL)

**EASTERN SHORE OF VIRGINIA
BROADBAND AUTHORITY**

BY:_____

**Cancellation, porting and collection policy
Eastern Shore of Virginia Broadband Authority
Draft v1.01**

DRAFT

Cancellation & Service Portability:

From time to time, customers of the network may wish to cancel or move their service and require clear guidelines regarding said cancellations. A cancellation is a customer-requested termination of service either prior-to the service activation or during the term of the service. The standard termination of service during the term of the contract is explicitly declared in the users service agreement. This policy is to augment the standard language with clarifications and exceptions.

For cancellations prior to the activation of service-

Users may have ordered service prior to the activation of service and then they may request that the ordered service be cancelled for several reasons. The policy is set as follows:

- If the ESVBA has completed no work nor incurred any expenses by the time the customer has requested to cancel their order, the ESVBA will refund the customer any installation fee that had previously been paid. The service will be considered canceled and the customer shall incur no further fees/charges.
- If the ESVBA has completed some work but not activated the service to the customer, the ESVBA will retain any fees collected and may send a further bill to the customer that includes any incurred costs that have been incurred above and beyond the original installation fee.
- The ESVBA reserves the right to place a lien upon the real estate for the amount of any fees other charges by an authority to the owner or lessee or tenant of the real estate for the use and services of any system of the authority by or in connection with the real estate from the time when the fees, rents or charges are due, and for the interest which may accrue thereon.

For cancellations upon and beyond activation of service-

It is the policy of the ESVBA that once a customer has received service, they are responsible for their installation fee and monthly fees throughout full original service term or full automatic renewal term. If a customer notified the ESVBA in writing with their intent to cancel service upon completion of their original term or completion of a renewal term, within the timeframe outlined in their MSA or Customer Service Agreement, the customer will receive their last bill during the last month of service. The customer is responsible to return or make available access to return any ESVBA-provided equipment and electronics. Upon payment in full of the final bill, and satisfaction of the ESVBA recovering any equipment electronics it provide, the contract will be considered satisfied and there will be no further obligation of the customer nor the ESVBA. There is no adjustment, offset, or reduction of the remaining monthly fees during the term of the contract except the following:

- If a customer is vacating a property and a new customer is going to be assuming a new contract at the same property where the previous customer vacated, and the contract value and monthly billing of the new customer is greater to or equal to the

remaining contract value and monthly billing of the vacating customer's remaining contract value then the original customer will be relieved of their responsibility to complete their contract past when the new customer's service is active **The original customer is still 100% responsible for any and all charges incurred up-to the time that the new customer has accepted service.**

- If an existing customer is moving from their on-net address to another on-net address, and the new address has no previous customer encumbrances or open contracts, the customer must start a new term at the new location that includes a contract value that is greater to or equal to the remaining contract value of the original address.
- If an existing customer (Customer A) is moving from their on-net address to another on-net address, and the new address has an existing customer (Customer B) that is looking to cancel their service, **the original customer (Customer B) that is vacating the new address is still responsible for the remainder of the fees of their contracted terms stated in their customer agreement or MSA.** The customer moving into the new location (Customer A) must start a new term at the new location that includes a contract value that is greater than or equal to the remaining contract value of the original address.

For requests to port the service-

A customer that wishes to either move their service or to change existing services to better utilize the ESVBA network will be permitted to make said change requests with the following restrictions:

- All residential service port requests will require an administrative fee of \$100 to rehome their deliver from the previous location to the new location. Each service change will each incur this administrative fee.
- All commercial service port requests will require an administrative fee of \$175 to rehome or rearrange any single individual service. Each service change will each incur this administrative fee.
- The customer may request that service be maintained in the previous location and be available at the new location simultaneously for a period of no more than 5-days when possible. Requests to maintain dual-services past 5-days will require the customer to pay the monthly fee at each location for dual-services for a full-months usage. At no time will dual-services be allowed beyond 30-days.
- If the new location requires any costs to move the service to, the customer will be billed an installation fee of the total costs to prepare the new location for delivery of the ported/rehomed service.
- The contract value and monthly billing, at the new location, must be equal to or greater than the contract value and monthly billing of the service site being reduced or moved from.
- For customers that want to alter their bandwidth subscriptions to decrease service in one location and increase in another must ensure the total contract value and monthly billing combined for the two locations must be equal to or greater than the

contract value and monthly billing of the original services. The customer may also be billed an installation fee that includes the total costs to prepare the new location for delivery of the ported/rehomed service.

Collections:

The ESVBA will use a uniform method of billing and collections to ensure a balanced and consistent approach to the collection of fees for services provided by the ESVBA.

The ESVBA issues a bill to a customer for any installation fees as a stand-alone bill which is typically due within 30-days of receipt of bill (NET-30); other terms may be applicable based upon the individual customer agreement. Collection terms may be adjusted depending on the customer's debt risk and past history with the ESVBA including, and up to, the possibility of requiring a deposit that may be three times the monthly billing of the customer; this is by discretion of the ESVBA billing department.

The ESVBA issues a service bill upon delivery of the service, as per the user agreement, and the first bill shall include any partial service for the remainder of the then current month as well as the full months billing of the next calendar month. Payments are due within 30-days (NET-30) by default unless terms are changed by the ESVBA billing department.

For customers that become delinquent in their billing the following standards shall be adhered to:

- For any balance that exceeds the standard 30-days terms (or the terms established by the ESVBA billing department), the customer shall be notified in writing, via e-mail, and/or via a phone call that they have gone past their agreed upon billing terms and are in arrears. This shall be annotated in their account in the ESVBA Customer Relations Management (CRM) software. The customer shall be requested to make a prompt payment to bring the account in good standing or make arrangements with the ESVBA billing department for their past-due. The customer shall be strongly encouraged to keep their current bill up to date so they do not fall further behind. Customers are subject to a late fee as designated in their customer agreement or MSA.
- If a customer has not paid their past-due within 15-days of the first notice of delinquency, a second notice via at least two of the three aforementioned methods will be used and documented within the ESVBA CRM. Additionally, the customer will be warned that if they have not made arrangements that the ESVBA has agreed to, their service is subject to disconnection as well as a reconnection actions and fees. The ESVBA may also assess late fees based upon the contract terms which will be due within 30-days as well. The customer will also be notified that any past-due amounts can be filed as a lien with the County the property is located in. The customer will have the ability to stay these additional actions of disconnection and fees upon mutually agreeable arrangements with the billing department including payment in full.

- If a customer has not paid their past-due within 15-days of the second notice of delinquency, a third notice via the three aforementioned methods will be used as well as notice via registered mail that service will be disconnected within 5-business days of the receipt of the registered mail. All notice information shall be documented within the ESVBA CRM. The ESVBA will also assess late fees based upon the contract terms which will be due within 30-days as well. The customer will have the ability to stay these additional actions of disconnection and fees upon mutually agreeable arrangements with the billing department.
- If upon the expiration of the 5-business days from the third notice, the customers service will be disconnected, the customer will be notified of the disconnection and their continued responsibility of the contract through the completion of the term, the fact that the late fees as well as remaining service fees will also be filed with the county as a lien against the property. The customer will be required to pay their past due as well as any late fees and disconnect fees prior to having their service restored. If the user elects to discontinue their service either by an affirmative response or by a lack in response, the ESVBA will assess the remaining monthly fees through the remainder of the term as a single disconnect fee which shall be notified to the customer in writing. This disconnect fee shall follow the same steps as above excluding the disconnect efforts (as the service is already disconnected).

A user who has not satisfied their previous ESVBA financial obligations shall be denied access to ESVBA services until all previous debts are satisfied. A deposit before securing service again maybe required.