

**Regular Meeting of the Board of Directors of the  
Eastern Shore Broadband Authority  
September 21<sup>st</sup>, 2023  
2:00 p.m. at 4174 Lankford Hwy, Exmore, VA 23350**

**AGENDA**

- 1. Call to Order**
- 2. Agenda Adoption**
- 3. Public Comment**
- 4. Approval of Minutes**
- 5. System Status & Build Report**
- 6. Old Business**
  - a. VATI FY22 Report**
- 7. New Business**
  - a. VATI FY24 application & BEAD update**
- 8. Treasurers Report**
- 9. Board Comments**
- 10. Closed Session**
  - a. Contracted Revenue (Section 2.2-3711 Paragraph 33) <sup>(1)</sup>**
- 11. Adjournment**

*Next Board Regular Meeting: November 30<sup>th</sup>, 2023*

**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.

# **DRAFT MINUTES**

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

**July 27, 2023**

Board members in attendance were: Elaine Meil, John Reiter, 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: Pat Coady

Mr. Reiter called the meeting to order at 2:00 pm.

### **AGENDA ADOPTION**

*Ms. Meil moved to approve the agenda. Mr. Mason seconded. Motion passed unopposed.*

### **PUBLIC COMMENT**

None

### **REVIEW OF MINUTES**

*Mr. Kolakowski moved to approve the Annual Board Meeting Minutes from May.*

*Ms. Meil seconded. Motion passed unopposed.*

*Mr. Kolakowski moved to approve the Regular Board Meeting Minutes from May.*

*Ms. Meil seconded. Motion passed unopposed.*

### **SYSTEM STATUS & BUILD REPORT**

1. WiFi Hotspots- There are currently 27 of the 28 hotspots in service. Ebenezer Church is still offline.
2. Residential Broadband- Mr. Bridgham reported that the

Authority has 3198 active residential customers. He stated that there are 75 customers in service in Harborton, 35 in Bobtown, 181 in Church Neck, 67 in Sanford, 44 on Cheapside, 4 on Cobbs Station, 107 in Accomac, 9 in Townsend, 331 in Greenbackville, 73 in Atlantic, 83 in Wattsville/Horntown, 103 in Oak Hall, 114 in Hallwood, 82 in Painter/Quinby, 111 in Eastville, 123 in Nassawadox, 8 in Oyster, 297 in Exmore, 105 in Belle Haven, 42 in Cheriton, 46 in Wachapreague, 434 in Onancock, 334 in Cape Charles, 183 in Parksley, 4 in Nocks Landing, 43 in Saxis, 27 on Chincoteague, and 133 on Tangier.

3. WISP EVPL Program- Mr. Bridgham informed the BOD that there are still 59 sites are in service.
4. Microcommunity Program- There are 42 communities that are in service.
5. USDA Bailey Neck & Mt Nebo CDF- The final trainings and initial documents are being completed. Initial filings are due to USDA by 9/30/23.
6. Assistance Programs- Mr. Bridgham presented a report showing details for all of the assistance programs. The ACP had 123 subscribers in the month of July.

### **OLD BUSINESS**

- a. VATI FY22 Report – Mr. Bridgham provided a report for the board on the VATI update.

### **TREASURER'S REPORT**

Mr. Mason presented a treasurer's report to the board.

### **BOARD COMMENTS**

Mr. Reiter reminded everyone that the next meeting will be held on Thursday, September 21<sup>st</sup>.

## **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; and evaluation of performance of departments or schools of public institutions of higher education where such evaluation will necessarily involve discussion of the performance of specific individuals. Any teacher shall be permitted to be present during a closed meeting in which there is a discussion or consideration of a disciplinary matter that involves the teacher and some student and the student involved in the matter is present, provided the teacher makes a written request to be present to the presiding officer of the appropriate board. Nothing in this subdivision, however, shall be construed to authorize a closed meeting by a local governing body or an elected school board to discuss compensation matters that affect the membership of such body or board collectively. 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. Mason, seconded by Ms. Kolakowski. The following board members were present: Mr. Reiter, Ms. Meil, Mr. Mason, and Mr. Kolakowski, and voted affirmative.

After closed session, the Chair reconvened the meeting. Motion was made by Mr. Kolakowski, seconded by Ms. Meil that the Board had entered the closed session for that purpose as set out in Paragraph 1 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 and 33. The following board members were present: Mr. Reiter, Ms. Meil, Mr. Mason, and Mr. Kolakowski, and voted affirmative.

*Ms. Meil motioned to increase the Executive Director's salary as discussed in Closed Session. Mr Kolakowski seconded. After discussion, the motion was amended to increase the Executive Director's salary by \$9,000.00. Motion passed unopposed.*

## **ADJOURNMENT**

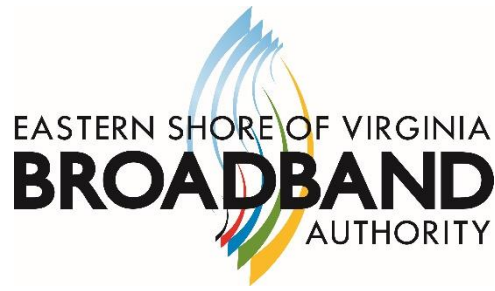
The meeting was adjourned at 3:35pm.

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 September 2023

### Status Report Topics

1. WiFi Hotspots
2. Residential Broadband
3. WISP EVPL Program
4. Microcommunity Program
5. USDA Bailey Neck & Mt. Nebo CDF
6. Assistance Programs

## WiFi Hotspots

- 27 of 28 WiFi Hotspots online. Ebenezer Church is still offline without any point of contact to repair the downed node.

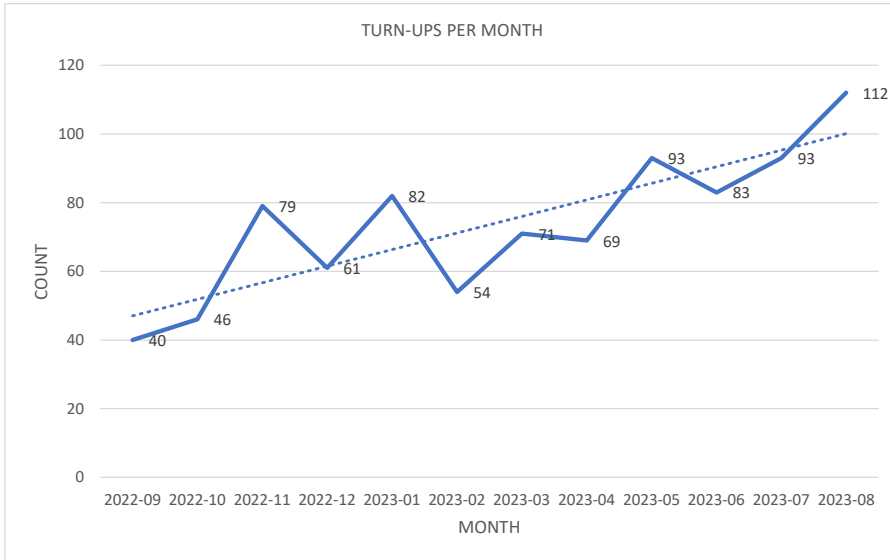
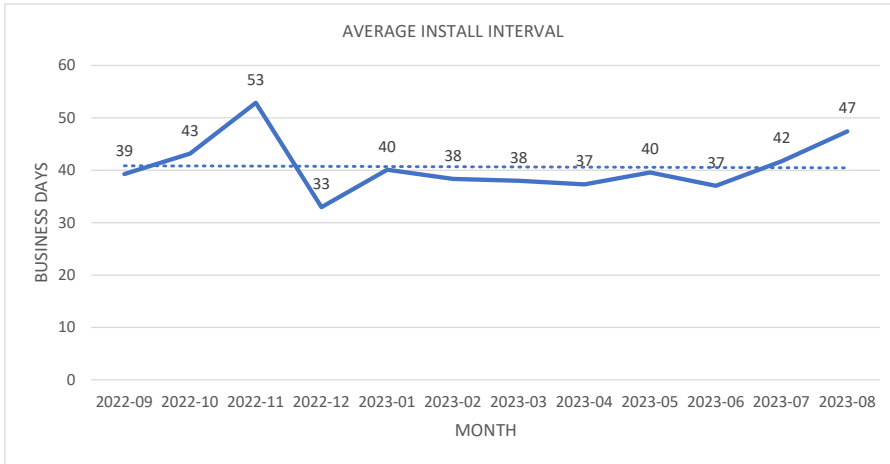
## Residential Broadband

### Residential Report as of 9/15/2023

Area	Date Opened	# of Servicable Homes (5/15/23)	Number of Active Circuits	% 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	284	80	28.17%	2	0.70%	28.87%	2	0.70%
Bobtown/Pungoteague/Keller	Mar-17	1048	33	3.15%	2	0.19%	3.34%	1	0.10%
Church Neck	Mar-17	352	188	53.41%	9	2.56%	55.97%	2	0.57%
Sanford	Dec-17	481	67	13.93%	2	0.42%	14.35%	0	0.00%
Cheapside	Dec-17	467	45	9.64%	0	0.00%	9.64%	1	0.21%
Cobbs Station	Dec-17	150	4	2.67%	0	0.00%	2.67%	0	0.00%
Accomac	Dec-17	736	106	14.40%	0	0.00%	14.40%	2	0.27%
Townsend/Latimer Siding	Jan-18	337	9	2.67%	0	0.00%	2.67%	0	0.00%
Greenbackville	Jan-18	891	435	48.82%	89	9.99%	58.81%	13	1.46%
Atlantic	Mar-18	475	75	15.79%	2	0.42%	16.21%	0	0.00%
Wattsville-Horntown	Mar-18	523	83	15.87%	0	0.00%	15.87%	0	0.00%
Oak Hall	May-18	454	112	24.67%	9	1.98%	26.65%	2	0.44%
Hallwood	May-18	1183	115	9.72%	2	0.17%	9.89%	2	0.17%
Quinby/Painter	Jun-18	528	82	15.53%	4	0.76%	16.29%	0	0.00%
Eastville	Jun-18	618	113	18.28%	3	0.49%	18.77%	2	0.32%
Nassawadox	Aug-18	710	128	18.03%	12	1.69%	19.72%	3	0.42%
Oyster	Aug-18	84	8	9.52%	0	0.00%	9.52%	0	0.00%
Exmore	Sep-18	1816	308	16.96%	0	0.00%	16.96%	10	0.55%
Belle Haven	Sep-18	775	111	14.32%	3	0.39%	14.71%	1	0.13%
Cheriton	Oct-18	435	42	9.66%	1	0.23%	9.89%	0	0.00%
Wachapreague	Oct-18	305	45	14.75%	1	0.33%	15.08%	1	0.33%
Onancock	Nov-18	2174	449	20.65%	9	0.41%	21.07%	4	0.18%
Cape Charles	Nov-18	1232	343	27.84%	27	2.19%	30.03%	5	0.41%
Parksley	Jan-19	1576	181	11.48%	3	0.19%	11.68%	2	0.13%
Nocks Landing	Jan-19	168	4	2.38%	0	0.00%	2.38%	0	0.00%
Chincoteague	Jan-19	5109	30	0.59%	4	0.08%	0.67%	0	0.00%
Saxis	May-20	249	44	17.67%	0	0.00%	17.67%	0	0.00%
Tangier	May-21	338	135	39.94%	5	1.48%	41.42%	6	1.78%

Totals: 23,498    3,375    189    59

Please note, there were two jobs turned-up in the latest set of reports that both exceeded 200 days (one exceeded 400 days which significantly skewed the latest set of install intervals).





### **WISP EVPL Program**

- Fifty-nine (59) sites in service and operational!

### **Microcommunity Program**

- There now 42 microcommunities in-service and operational. Two new micros have been submitted and are being evaluated by their perspective communities.

### **USDA Bailey Neck & Mt. Nebo CDF**

- The ESVBA submitted all requisite documents and filings as of 9/13 and are awaiting the USDA to review and either a draft contract for review or inquiries about our filings.

## Assistance Programs

### ESVBA Assistance Programs Report

September-23

#### ESVBA Installation Assistance Program (IAP)

*Active in 2021 and funded with \$189k*

Number of subs enrolled:	86
Total funding from program:	<u>\$ 25,015</u>
Average Assistance / Sub:	<u>\$ 290.87</u>

#### Accomack Installation Assistance Program (IAP)

*Active in 2021 and funded with \$50k*

Number of subs enrolled:	0
Total funding from program:	<u>\$ -</u>
Average Assistance / Sub:	<u>\$ -</u>

#### DHCD Line Extension Cust Assistance Program (LECAP)

*Active as of: June 2022*

Number of subs enrolled:	3
Total funding from program:	<u>\$ 22,050</u>
Average Assistance / Sub:	<u>\$ 7,350</u>

#### ESVBA VATI FY22 Special Assistance

*Active as of: June 2022 and funded with \$2.44M*

Number of subs enrolled:	101
Total funding from program:	<u>\$ 364,570</u>
Average Assistance / Sub:	<u>\$ 3,610</u>

#### FCC ACP Program

Number of subs enrolled:	136
Previous month's savings	<u>\$ 3,976</u>

<b>Total # of ESVBA Subscribers Assisted:</b>	<u>326</u>
<b>Total Assistive Funding Rendered:</b>	<u>\$ 411,635</u>

# ESVBA Wifi Hotspot Report: 21 September 2023

## ESVBA Sites

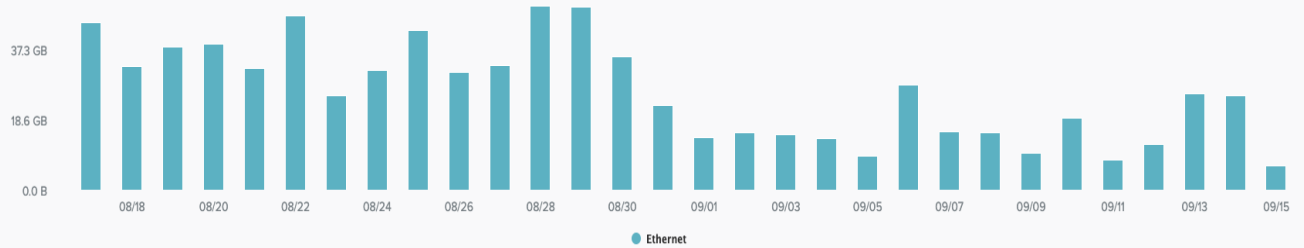
PRODUCT  
IBR900

NCOS VERSION  
7.22.40

ACCOUNT  
Accomack County School Dist, VA

Home GeoView Routers **Data Usage** Health Settings

Summary WAN Client



Router	Ethernet	W...	5G HI...	5G	L...	3G	2...	1G	Uncategorized	Total Data ↓
ESVBA McComas	3281 GB	-	-	-	-	-	-	-	-	3281 GB
ESVBA Petit Trailer Park Mappsville	201.2 GB	-	-	-	-	-	-	-	-	201.2 GB
ESVBA Johnson CT	101.2 GB	-	-	-	-	-	-	-	-	101.2 GB
ESVBA Dreamland 2 (Too)	96.9 GB	-	-	-	-	-	-	-	-	96.9 GB
ESVBA Seaside Trailer Park	39.3 GB	-	-	-	-	-	-	-	-	39.3 GB
ESVBA AS West Rd	20.2 GB	-	-	-	-	-	-	-	-	20.2 GB

Updated: 9/15/23 8:35 PM (UTC) ⚙️ ⚡

Average Clients Per Day

**18**

↓ 10.0%

Total Number of Clients

**108**

↑ 2.9%

Total Client Usage

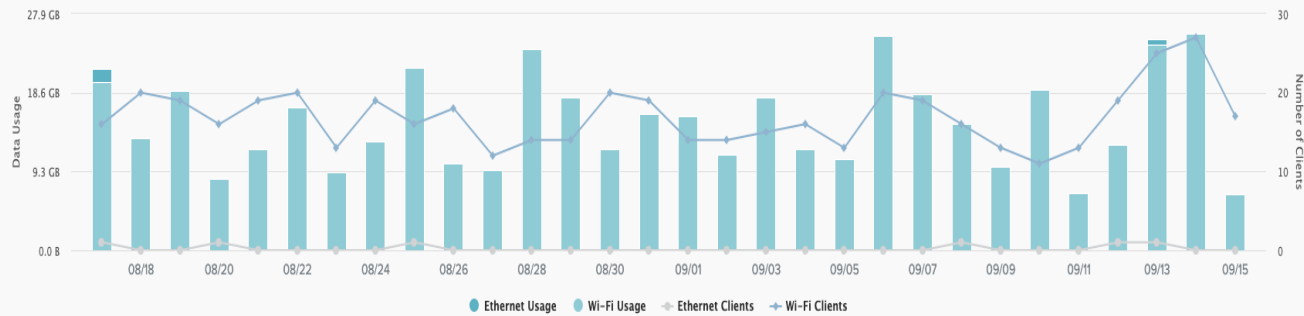
**456.4 GB**

↓ 26.6%

Average Usage Per Client

**4.2 GB**

↓ 28.6%



## Overview



Rx 197.4 GB, 618.4 Kbps

Tx 2.986 TB, 9.353 Mbps



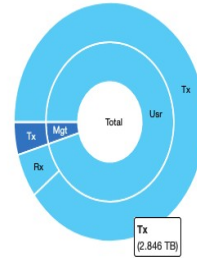
Total APs  
**26**

Total Traffic  
**3.179 TB**

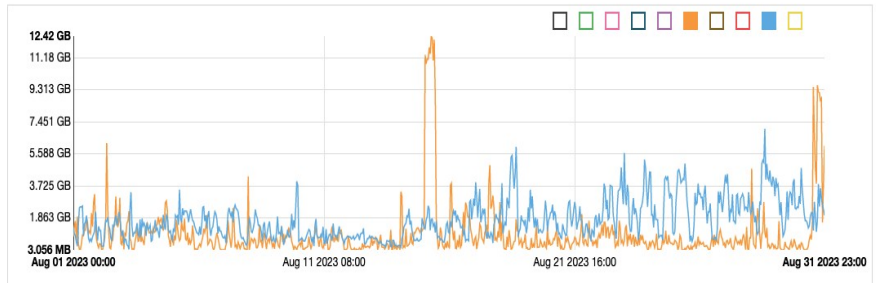
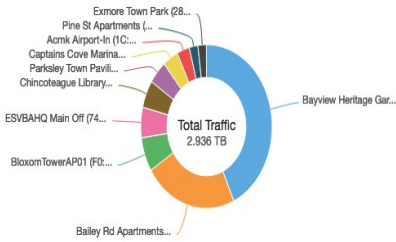
Avg Rate  
**9.957 Mbps**

Total Clients  
**2.784 k**

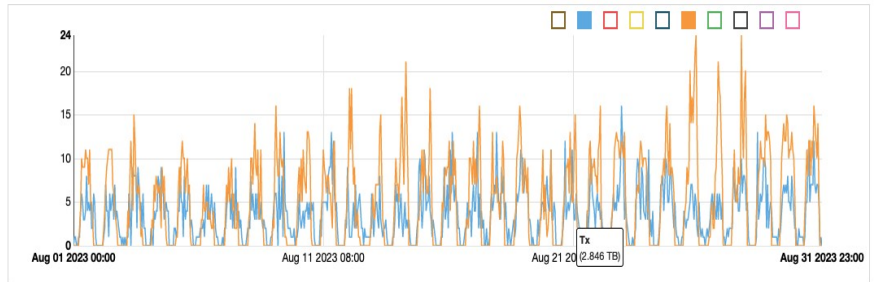
## Traffic Distribution



## Top APs by Traffic



## Top APs by Client Count

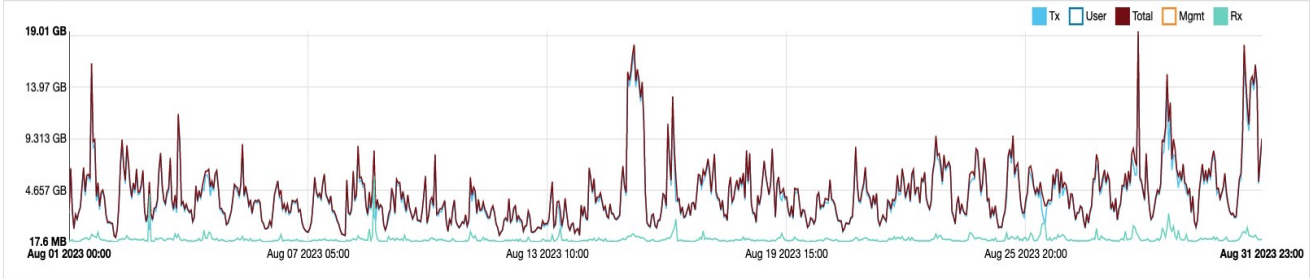


## Traffic Trend

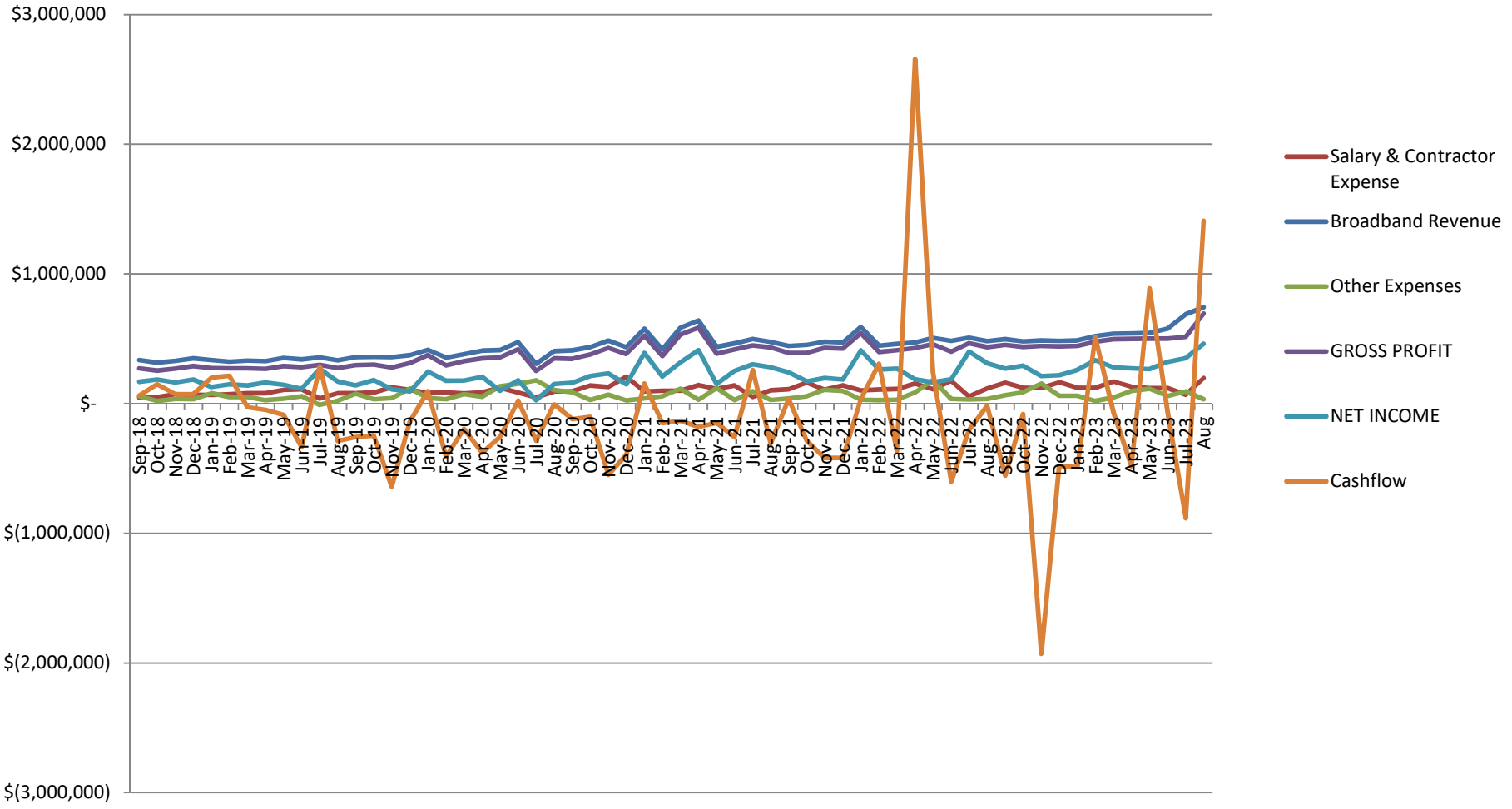
Aug 01 2023 - Aug 31 2023

1 hour

### Traffic by Usage



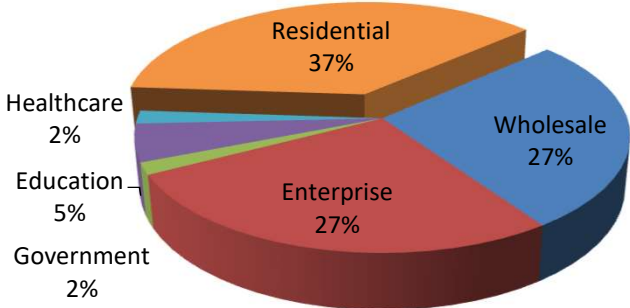
# Sept '18 to Aug '23 Financials



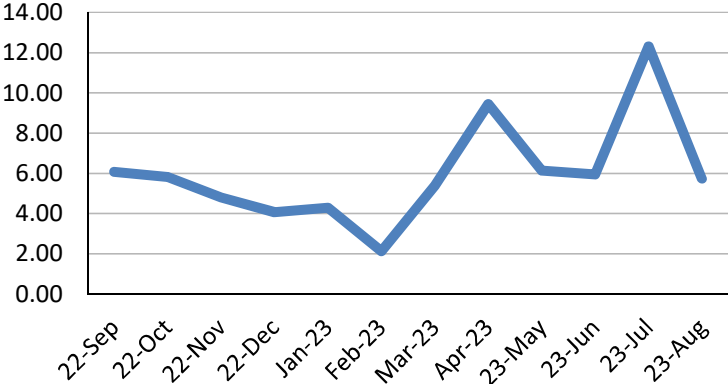
# ESVBA Dashboard - Sept 2023

## Financial Data

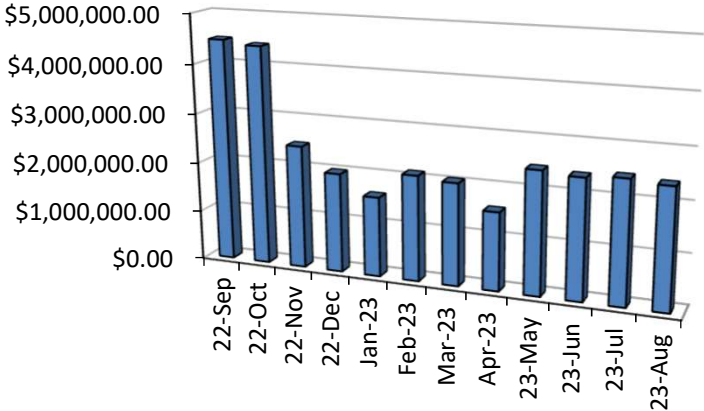
Revenue by Sector as of August 2023



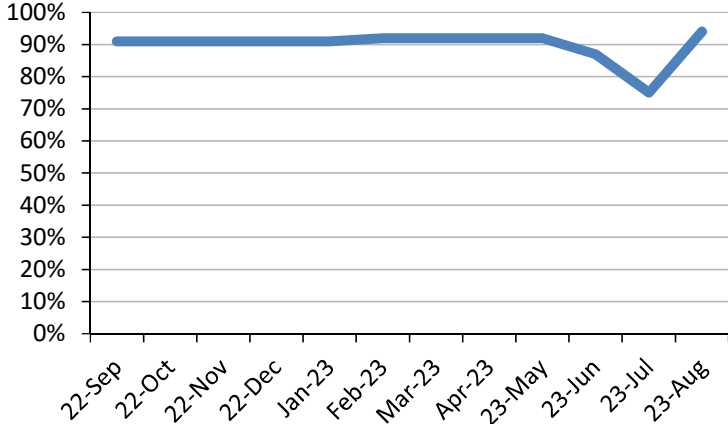
Quick Ratio



Cash & Cash Equivalents

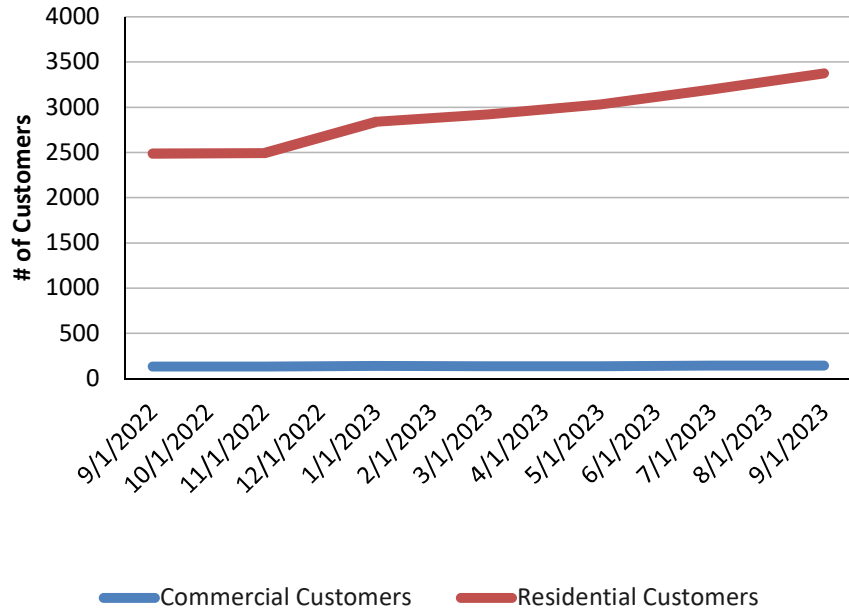


GROSS PROFIT MARGIN

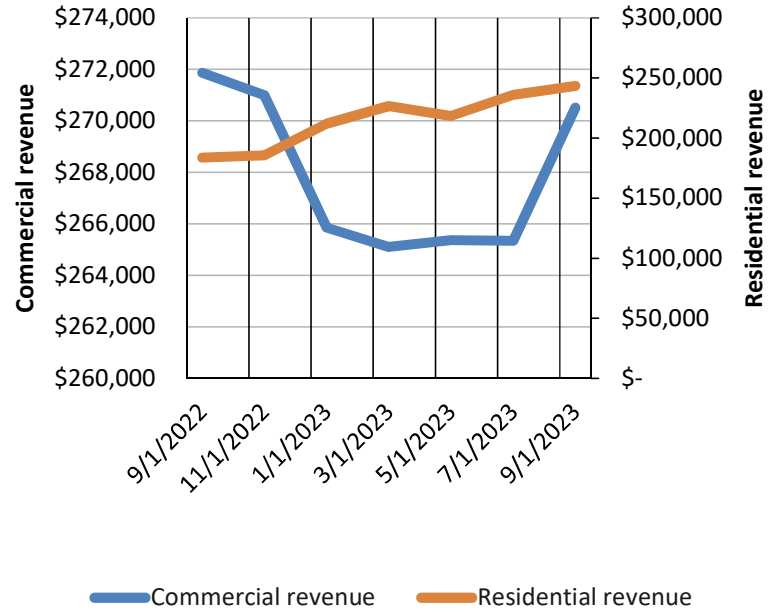


## Customer Base

### Customer Mix



### Commercial vs. Residential Revenues



**Eastern Shore of Virginia Broadband Authority**  
**Board Balance Sheet**  
**End of Aug 2023**

Financial Row	Amount
<b>ASSETS</b>	
Current Assets	
Bank	
10010 - General Operating Account - BB&T (0720)	\$1,383,451.61
10020 - Capital Expansion Account - BB&T (0747)	\$675,603.74
10030 - Equipment Accrual - BB&T (0739)	\$533,434.20
10160 - Annual Accrual - BB&T (7622) Savings Acct	\$58,240.70
10165 - Expansion Proceeds BB&T Savings Acct (0070)	\$938.35
10180 - Merchant Services - BB&T (8016)	\$189,542.33
10990 - Petty Cash	\$150.00
Total Bank	\$2,841,360.93
Accounts Receivable	
11000 - Accounts Receivable	\$970,808.91
11010 - Reserve for Bad Debt	(\$81,035.34)
Total Accounts Receivable	\$889,773.57
Other Current Asset	
11800 - Prepaid Items	\$62,400.00
11900 - Undeposited Funds	\$68,650.12
11920 - Customer overpayments	(\$117,140.43)
13100 - Inventory Asset	\$2,455,591.46
15000 - Plant in Service	\$20,592.56
Total Other Current Asset	\$2,490,093.71
Total Current Assets	\$6,221,228.21
Fixed Assets	
14100 - General Furniture Fixtures	\$82,889.15
14199 - Accumulated Depreciation - Furniture	(\$30,830.25)
14200 - Equipment:Computers, Printers, Equip, Software	\$102,386.30
14299 - Accumulated Depreciation - Equipment	(\$216,417.44)
15010 - Physical Plant Structure	\$30,420,218.29
15020 - Physical Plant Electronics	\$4,775,792.47
15040 - Physical Plant Towers	\$178,656.12
15050 - Physical Plant Mobile - (Mobile Carriers & Generators)	\$100,546.32
15060 - Physical Plant Huts	\$187,497.91
15070 - Physical Plant Tools & Equipment	\$31,008.62
15098 - Accumulated Depreciation - Plant In Service	(\$10,564,879.20)
15100 - Physical Plant Network & Software	\$22,281.96
15199 - Accumulated Depreciation - Software	(\$64,303.09)
15200 - Vehicles & Equipment	\$1,044,801.30
15299 - Accumulated Depreciation - Vehicles	(\$410,308.52)
16000 - Railway Easement	\$250,000.00
17000 - Land	\$10,000.00
Total Fixed Assets	\$25,919,339.94
Other Assets	
15001 - GASB 87 leased assets	\$473,948.00
15002 - Accumulated Depreciation-GASB 87 leased assets	(\$55,439.86)
Total Other Assets	\$418,508.14
Total ASSETS	\$32,559,076.29



Financial Row	Amount
Liabilities & Equity	
Current Liabilities	
Accounts Payable	
20000 - Accounts Payable	\$501,681.46
20050 - Accrued Interest Payable	\$270.00
Total Accounts Payable	\$501,951.46
Credit Card	
21010 - BB&T Visa 5701 LH	\$1,994.12
21030 - BB&T Visa 5340 RB	\$3,056.88
21040 - BB&T Visa 7215 TE	\$2,240.67
21060 - BB&T Visa 5625 KB	\$947.70
Total Credit Card	\$8,239.37
Other Current Liability	
20010 - Accrued Purchases	(\$14,096.41)
24010 - Direct Deposit Liabilities:USAC Reimbursements Deposits	\$16,810.77
24050 - USAC Prepaid	(\$39,072.30)
25000 - ESVBA Installation Assistance Program	(\$24,865.00)
26100 - USAC Tax Payable	\$75,558.99
26200 - Va Communications Tax	(\$15,204.14)
Total Other Current Liability	(\$868.09)
Total Current Liabilities	\$509,322.74
Long Term Liabilities	
27500 - BB&T Loan for Expansion	\$3,261,000.00
27700 - GASB 87 lease liability	\$419,378.29
28000 - Deferred Income	\$275,312.60
Total Long Term Liabilities	\$3,955,690.89
Equity	
Retained Earnings	\$26,181,921.78
Net Income	\$1,912,140.88
Total Equity	\$28,094,062.66
Total Liabilities & Equity	\$32,559,076.29

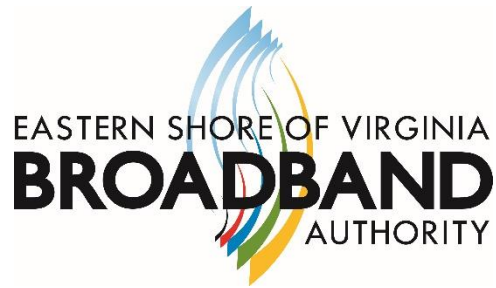
**Eastern Shore of Virginia Broadband Authority**  
**Board Income Statement**  
**Jul 2023, Aug 2023**

Financial Row	Jul 2023 Amount	Aug 2023 Amount	Total Amount
<b>Income</b>			
<b>40000 - Broadband Income</b>			
Education Income	\$26,191	\$33,151	\$59,342
Enterprise Income	\$46,391	\$45,511	\$91,902
Government Income	\$10,456	\$10,456	\$20,912
Medical Income	\$11,510	\$11,510	\$23,020
Other Income	\$4,380	-\$298	\$4,082
Residential Income	\$226,184	\$234,766	\$460,950
Wholesale Income	\$169,659	\$170,319	\$339,978
<b>Total - 40000 - Broadband Income</b>	<b>\$494,771</b>	<b>\$505,414</b>	<b>\$1,000,185</b>
<b>40900 - Installation Income</b>			
Other Income	\$0	\$7,373	\$7,373
Residential Income	\$74,463	\$103,725	\$178,188
Wholesale Income	\$1,051	\$1,051	\$2,102
<b>Total - 40900 - Installation Income</b>	<b>\$75,514</b>	<b>\$112,149</b>	<b>\$187,663</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>46410 - Grant Reimbursement</b>			
Other Income	\$1,468,071	\$0	\$1,468,071
<b>Total - 46410 - Grant Reimbursement</b>	<b>\$1,468,071</b>	<b>\$0</b>	<b>\$1,468,071</b>
<b>46460 - Interest Income</b>			
Other Income	\$1,620	\$1,601	\$3,220
<b>Total - 46460 - Interest Income</b>	<b>\$1,620</b>	<b>\$1,601</b>	<b>\$3,220</b>
<b>Total - Income</b>	<b>\$2,040,126</b>	<b>\$619,314</b>	<b>\$2,659,440</b>
<b>Cost Of Sales</b>			
50100 - Cost of Goods Sold:Internet Access	\$6,678	\$6,678	\$13,357
50300 - Cost of Goods Sold:3rd Party Dark service	\$27,502	\$27,502	\$55,004
50400 - Cost of Goods Sold:Utility Locates	\$372	\$471	\$843
50500 - Cost of Goods Sold:Pole Attachments	\$132,580	\$894	\$133,474
50600 - Cost of Goods Sold:3rd Party Transport	\$3,899	\$3,899	\$7,798
51010 - Cost of Goods Sold:Collocation/Hut Expense:Utilities	\$3,788	\$4,143	\$7,931
51020 - Cost of Goods Sold:Collocation/Hut Expense:Phone, Communic.	\$150	\$150	\$299
51030 - Cost of Goods Sold:Collocation/Hut Expense:Fuel	\$69	\$94	\$163
51090 - Cost of Goods Sold:Collocation/Hut Expense:Maintenance	\$614	\$4,365	\$4,979
<b>Total - Cost Of Sales</b>	<b>\$175,653</b>	<b>\$48,196</b>	<b>\$223,848</b>
<b>Gross Profit</b>	<b>\$1,864,473</b>	<b>\$571,118</b>	<b>\$2,435,591</b>
<b>Expense</b>			
61200 - Payroll Expenses:Wages & Benefits	\$69,021	\$198,027	\$267,048
63100 - Travel and Meetings:Conference, Convention, Meeting	\$0	\$220	\$220
63200 - Travel and Meetings:Mileage/Tolls Reimbursement	\$179	\$357	\$536
63400 - Travel and Meetings:Meals & Entertainment	\$0	\$38	\$38
63500 - Travel and Meetings:Other Travel	\$30	\$2,338	\$2,368
64100 - Advertising Expenses	\$2,025	\$1,021	\$3,046
64200 - Bank Charges & Fees	\$5,202	\$4,132	\$9,334
64280 - VATI Grant FY22 Special Construction	\$58,350	\$78,000	\$136,350
64290 - Line Extension Cust Assistance Program (LECAP)	\$0	-\$9,301	-\$9,301
64320 - Dumpster/Trash Removal	\$727	\$213	\$940
64350 - Interest Expense	-\$20,542	\$0	-\$20,542
64360 - Insurance - Liability, D and O	\$15,183	\$0	\$15,183
64370 - Janitorial Services	\$620	\$680	\$1,300
64400 - Office Supplies & Expense	\$2,110	\$756	\$2,866
64420 - Printing and Copying	\$600	\$0	\$600
64450 - Postage, Mailing & Shipping	\$115	\$29	\$144
64460 - Office IT Hardware/Software	\$8,960	\$553	\$9,513

64470 - Office Maintenance & Repair	\$480	\$907	\$1,387
64480 - Rent or Lease Payments	\$64,950	\$2,550	\$67,500
64490 - Office Utilities	\$79	\$79	\$159
64630 - Staff Development	\$0	\$1,449	\$1,449
64700 - Taxes	\$575	\$0	\$575
64750 - Telephone & Telecommunications	\$577	\$577	\$1,155
64760 - Mobile Phones	\$120	\$900	\$1,020
67300 - Vehicle Fuel	\$3,174	\$3,606	\$6,780
67400 - Vehicle & Equip Maintenance & Repair Expenses	\$1,319	\$1,597	\$2,916
68100 - Physical Plant Maintenance/Agreements/Warranties/Software	\$3,190	\$0	\$3,190
68200 - Physical Plant Permits & Fees	\$2,790	\$1,627	\$4,417
68300 - Physical Plant Repairs	\$1,893	\$1,175	\$3,068
68330 - Physical Plant/Inventory Disposed Items	\$0	\$9,655	\$9,655
68400 - Physical Plant Tools & Safety Equipment	\$40	\$130	\$170
68500 - Physical Plant Shipping Freight & Delivery	\$447	\$0	\$447
<b>Total - Expense</b>	<b>\$222,214</b>	<b>\$301,316</b>	<b>\$523,530</b>
<b>Net Income</b>	<b>\$1,642,259</b>	<b>\$269,802</b>	<b>\$1,912,061</b>

**Eastern Shore of Virginia Broadband Authority**  
**Board Cash Flow Statement**  
**Jul 2023, Aug 2023**

Financial Row	Jul 2023	Aug 2023
	Amount	Amount
Operating Activities		
Net Income	\$1,711,279.53	\$200,861.35
Adjustments to Net Income		
Accounts Receivable	(\$1,513,910.75)	\$1,420,806.50
Inventory Asset	\$57,016.31	\$50,312.58
Accounts Payable	(\$685,605.19)	\$159,572.83
Sales Tax Payable	(\$7,460.84)	\$5,428.57
Other Current Liabilities	\$21,870.35	\$54,042.25
Total Adjustments to Net Income	(\$2,128,090.12)	\$1,690,162.73
Total Operating Activities	(\$416,810.59)	\$1,891,024.08
Investing Activities		
Fixed Asset	(\$466,092.00)	(\$479,831.63)
Total Investing Activities	(\$466,092.00)	(\$479,831.63)
Financing Activities		
Long Term Liabilities	(\$1,050.76)	(\$1,050.76)
Total Financing Activities	(\$1,050.76)	(\$1,050.76)
Net Change in Cash for Period	(\$883,953.35)	\$1,410,141.69
Cash at Beginning of Period	\$2,383,822.71	\$1,499,869.36
Cash at End of Period	\$1,499,869.36	\$2,910,011.05



## VATI FY22 Status September '23

### AREA 1- Greenbackville/ Capt Cove

- EST is working on Phase 2 capt cove. Completing all fiber pulls by COB 9/22/23.
- EST will start on Phase 1 after completion of 2

### Area 2- Sign Post

- Underground pathways on Sign Post and Davis Rd are completed. Will start pulling the long underground section for Sign Post rd on 9/14/23. Will then complete the underground fiber pull for Davis Rd after. EST has been provided the fiber pull design.
- Fiber is ready for bulk splicing on Sign post rd and Fleming.
- Silverthorne can be spliced as well.

### Area 3- Sanford/Saxis

- Thompson Lane has been added to the build and given to Fiber up. Zach just finished clearing the pathway

### Area 4- Western Accomack Co.

- No work recently.
- Bad poles along Savannah and Cattail. Meeting with ANEC engineer 7/20 to finalize the pole problems.

### Area 5- Hacksneck/Harborton

- Completed

### Area 6- Coal Kiln Wachapreague

- Starting to build strand on the aerial portion

### Area 7- Quinby and Upshurs Neck

- ANEC has to do some tree trimming.
- Aerial build 90% complete
- Underground pathway 75% complete

### Area 8- Occohannock

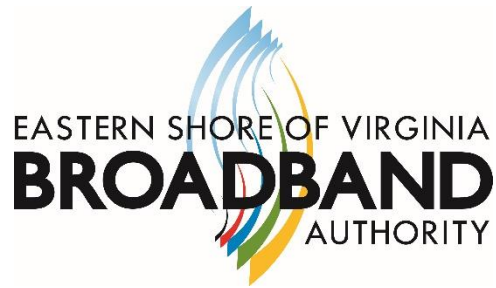
- Wardtown Rd, Thompson Lane, Milton Ames, Seaside Rd, Red Bank east of Seaside Rd, Bayside Rd/Cabarrus Dr, Gull Point, Overlook Rd, Grapeland Farm, Stewarts Wharf, Willis Wharf/Marsh Ln are ready for Bulk Splicing.
- Wolf has been working on the bulk splicing in this area.
- UGC focusing on pulling fiber and setting boxes at the Peacefuls week of 9/18/23

### Area 9- Birdsnest

- Sugar finishing aerial build. 2 weeks left.
- UGC will have fiber pulled in all of area 9 by the end of 9/22/23.
- Ready for bulk splicing

### Area 10- Cape Charles

- Heritage acres is the only location not finished with fiber placing.



Area 11- Seaview

- All fiber placing completed. All bulk splicing has been given to Wolf. Freedom and Forest is ready for bulk splicing

Area 13- Arlington

- Kiptopeke Condos complete

Area 14- Kiptopeke

- Hortense lane fiber was replaced 9/12/23.

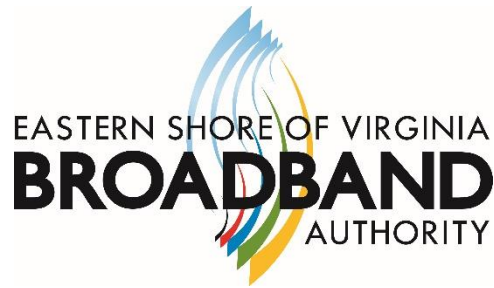
Overall the project is 71% complete build.

**Subscriber Update**

The ESVBA had constructed 947,958ft (~179miles) of usable fiber in the VATI FY22 area. This footage has provided for coverage of 5,699 (2,978 in Accomack and 2,721 in Northampton) homes that now currently have broadband coverage. In this same area, we currently have 692 active subscribers (468 in Accomack and 224 in Northampton) that are in-service and using the network.

**Financial Update**

As of July 23, the ESVBA had expended \$5,823,175 in funds that have been remitted to the state. Of that, we have received \$2,917,321 due to a 10% retainage that the state requires for the project. Our July remittance has been paid.



## VATI FY24 and BEAD Update

### VATI FY24:

Virginia DHCD's VATI FY24 program releases final guidelines on 9/20 and applications open on 9/21. DHCD has not set a specific date for awards however, the final date for application rescopes is April 23<sup>rd</sup>. We are working on redesigning the project based upon work we have done since last September and anticipate the total project to cost approximately \$12.7M where \$10M of the project will be in Accomack and \$2.7M of the project will be in Northampton.

The project will require a 20% match to be considered and will need to show funding for \$2.5M out of local funding for our application of which we would like to consider asking the counties to commit to the match requirement for our application.

The program is funded ~\$50M for the year and will be very competitive with funds strictly from the Virginia budget.

Applications are due December 19, 2023

### Broadband Equity Access and Deployment Program (BEAD):

The Virginia BEAD program is allocated \$1.48M and awaiting comments on their Volume 2 proposal. Upon completion and approval from NTIA, Virginia will soon thereafter open their application process. This project is funded by Infrastructure Act and has several requirements:

- The local match is set minimally at 25% of the project costs
- Bead requires a letter of credit for at least 25% of the project costs
- The project also has Build America, Buy America requirements that may create a longer interval for completion.
- DHCD Volume 2 proposal will also highly recommend that local governments should issue letters of support to their preferred ISP(s)  
(<https://www.dhcd.virginia.gov/sites/default/files/Docx/vati/2024/fy2024-vati-input-session-slides.pdf>)

The staff would like authority to apply for both programs (as per DHCD guidance to apply for both programs) and to request supportive funding and letters of support from Accomack and Northampton. The ESVBA should also look at additional funding options. We will have time prior to our next board meeting to firm up the project scope and any final changes we may need authority for.

