

**Regular Meeting of the Board of Directors of the
Eastern Shore Broadband Authority
March 27th, 2025
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**
 - b. BEAD Application Status**
 - c. Discuss staff bonus formulation**
- 7. New Business**
 - a. Consider FY26 Budget**
- 8. Treasurers Report**
- 9. Board Comments**
- 10. Closed Session**
 - a. Contracted Revenue** (Section 2.2-3711 Paragraph 33) (2)
 - b. Personnel Discussion** (Section 2.2-3711 Paragraph 1) (1)
- 11. Adjournment**

Next Board Regular Meeting: May 22nd, 2025

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 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 23, 2025

Board members in attendance were: John Reiter, Elaine Meil, and Kelvin Pettit

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

Members of the public attending were: None

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

AGENDA ADOPTION

Ms. Meil moved to adopt the agenda. Mr. Pettit seconded. Motion passed unopposed.

PUBLIC COMMENT

None

REVIEW OF MINUTES

Ms. Meil moved to approve the Regular Board Meeting Minutes from November. Mr. Pettit 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 4414 active residential customers. He stated that there are 94 customers in service in Harborton, 31 in Bobtown,

- 235 in Church Neck, 67 in Sanford, 50 on Cheapside, 4 on Cobbs Station, 108 in Accomac, 15 in Townsend, 761 in Greenbackville, 96 in Atlantic, 82 in Wattsville/Horntown, 173 in Oak Hall, 121 in Hallwood, 102 in Painter/Quinby, 120 in Eastville, 185 in Nassawadox, 9 in Oyster, 404 in Exmore, 139 in Belle Haven, 45 in Cheriton, 59 in Wachapreague, 549 in Onancock, 461 in Cape Charles, 219 in Parksley, 4 in Nocks Landing, 48 in Saxis, 95 on Chincoteague, and 138 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 grants
 - a. Bailey Neck & Mt Nebo CDF- USDA issued release of funds and a field representatives met with ESVBA. The project is set to begin soon.
 - b. Custis Neck & Locustville- ESVBA is awaiting a response from USDA on the next steps.
 6. Assistance Programs- Mr. Bridgham presented a report showing details for all of the assistance programs.

OLD BUSINESS

- a. VATI FY22 Report- Mr. Bridgham provided a report for the board on the VATI update. He stated that the network is built, the routers are in, paperwork has been filed and they are just waiting on the Special Construction to be completed.
- b. BEAD application status- Mr. Bridgham gave an update on the status for BEAD. All areas have been reviewed and a network plan is being put in place. Both counties have provided a letter of support and Congresswoman Kiggans has also offered to provide a letter of support as well. BEAD requires a low cost residential bandwidth option, proof of commitment to fund the 25% match, and ESVBA is prohibited from charging special construction fees for a minimum of 12 months after broadband service is made available to a BEAD funded location.

Ms. Meil moved to advertise a product that is 100/20 for \$74.99 and hold a Rate Hearing in February, date to be determined after consulting with absent board members. Mr. Pettit seconded. Motion passed unopposed. Ms. Meil motioned to pledge what's on hand, not to exceed \$4M, and to

reconsider using other sources if necessary. Mr. Pettit seconded. Motion passed unopposed.

- c. Cybersecurity Audit Briefing- Mr. Ertle gave an overview of the Cybersecurity audit.

NEW BUSINESS

- a) Consider FY24 Audit-
Ms. Meil motioned to approve the FY24 Audit. Mr. Pettit seconded. Motion passed unopposed.

TREASURER'S REPORT

None

BOARD COMMENTS

Mr. Pettit suggested going after mobile home parks for easements.

ADJOURNMENT

Ms. Meil moved to adjourn at 3:53pm.

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

Presiding Officer

Copy teste:

Leah Hoopes, Secretary

MINUTES

Special Rate Hearing of the Board of Directors of the Eastern Shore of Virginia Broadband Authority

February 26, 2025

Board members in attendance were: 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: None

Ms. Meil called the meeting to order at 12:03 pm.

AGENDA ADOPTION

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

PUBLIC COMMENT

None

OLD BUSINESS

- a. Rate Hearing- Mr. Mason motioned to open the Rate Hearing. Mr. Kolakowski seconded. Motion passed unopposed.
Mr. Mason motioned to adopt the new rates as presented. Mr. Kolakowski seconded. Motion passed unopposed.
Mr. Kolakowski motioned to close the Rate Hearing. Mr. Mason seconded. Motion passed unopposed.*

ADJOURNMENT

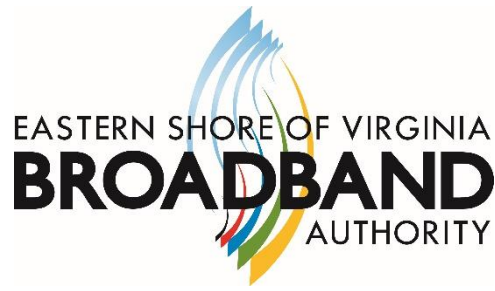
The meeting was adjourned at 12:04pm.

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

Presiding Officer

Copy teste:

Leah Hoopes, Secretary



Status Report March 2025

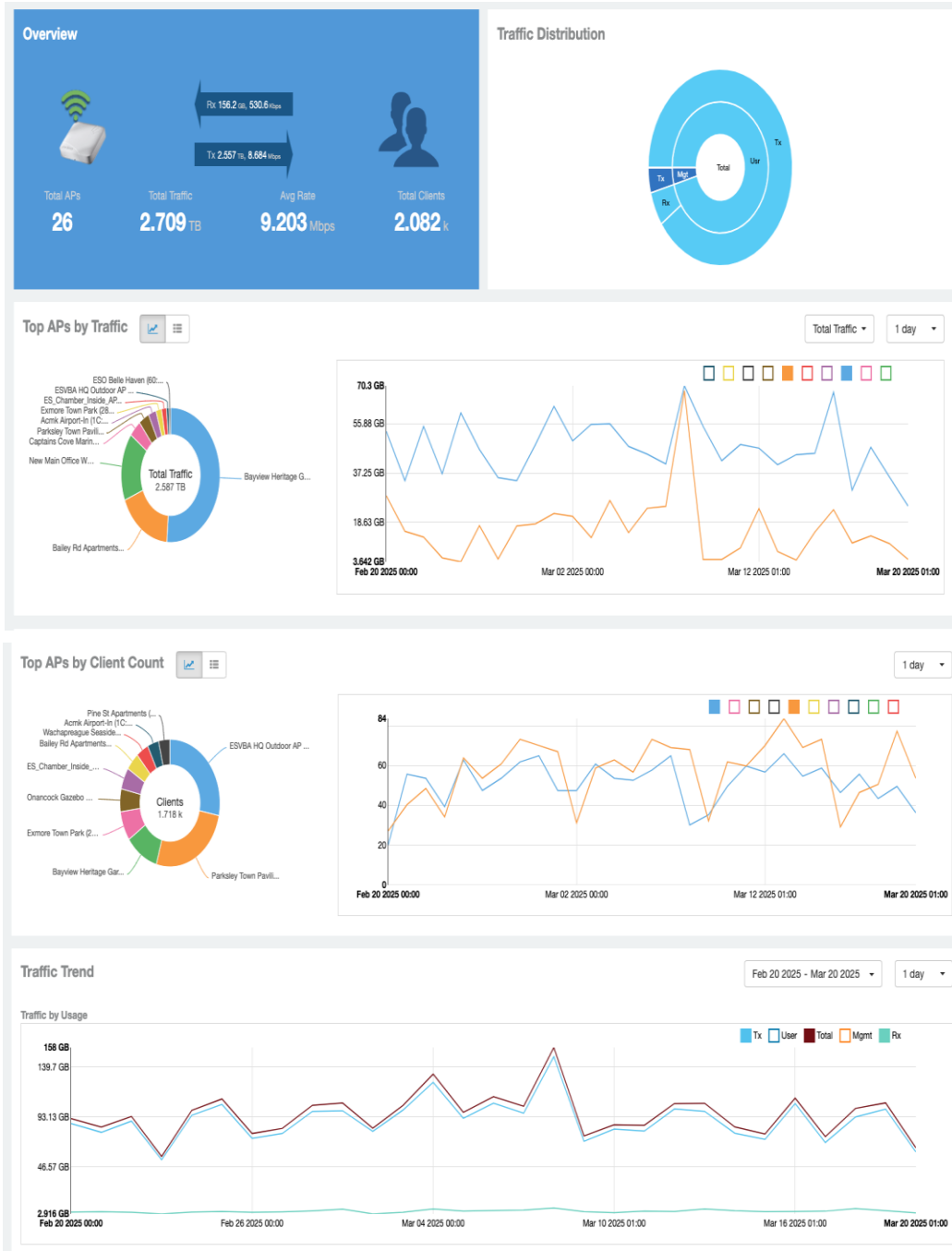
Status Report Topics

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

WiFi Hotspots

- 27 of 28 WiFi Hotspots online. Ebenezer Church is still offline.

ESVBA Wifi Hotspot Report: March 2025

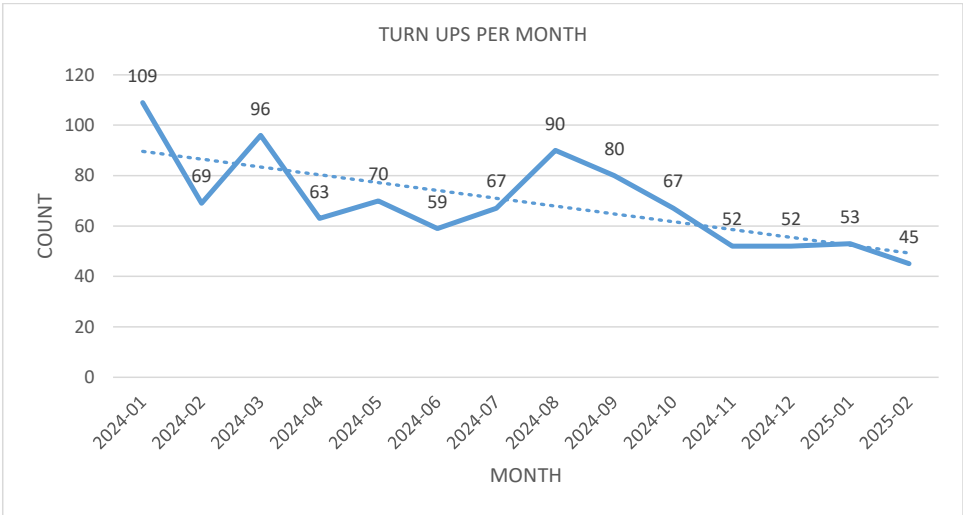
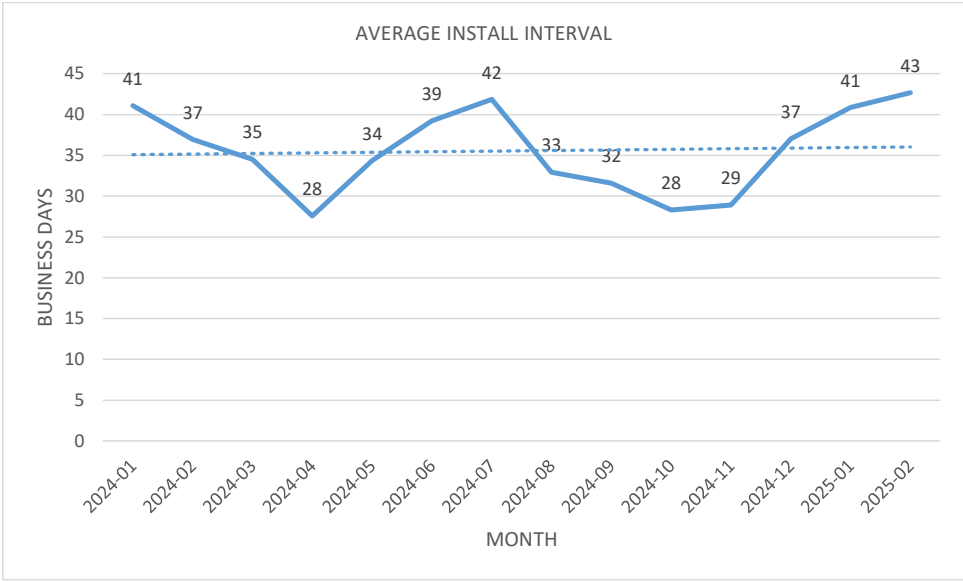


Residential Broadband

Residential Report as of 3/21/2025

Area	Date Opened	# of Servicable Homes (1/17/25)	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
Accomac	Dec-17	756	110	14.55%	1	0.13%	14.68%	0	0.00%
Atlantic	Mar-18	475	101	21.26%	0	0.00%	21.26%	0	0.00%
Belle Haven	Sep-18	1008	144	14.29%	6	0.60%	14.88%	1	0.10%
Bobtown/Pungoteague/Keller	Mar-17	1048	31	2.96%	0	0.00%	2.96%	0	0.00%
Cape Charles	Nov-18	1249	458	36.67%	7	0.56%	37.23%	0	0.00%
Cheapside	Dec-17	539	49	9.09%	0	0.00%	9.09%	0	0.00%
Cheriton	Oct-18	435	44	10.11%	0	0.00%	10.11%	0	0.00%
Chincoteague	Jan-19	5109	101	1.98%	3	0.06%	2.04%	1	0.02%
Church Neck	Mar-17	623	227	36.44%	2	0.32%	36.76%	1	0.16%
Cobbs Station	Dec-17	165	4	2.42%	0	0.00%	2.42%	0	0.00%
Eastville	Jun-18	994	115	11.57%	2	0.20%	11.77%	1	0.10%
Exmore	Sep-18	2298	388	16.88%	9	0.39%	17.28%	4	0.17%
Greenbackville	Jan-18	1260	758	60.16%	15	1.19%	61.35%	3	0.24%
Hallwood	May-18	1183	117	9.89%	1	0.08%	9.97%	0	0.00%
Harborton	Nov-16	284	87	30.63%	0	0.00%	30.63%	0	0.00%
Nassawadox	Aug-18	953	187	19.62%	7	0.73%	20.36%	0	0.00%
Nocks Landing	Jan-19	168	4	2.38%	0	0.00%	2.38%	0	0.00%
Oak Hall	May-18	474	168	35.44%	2	0.42%	35.86%	1	0.21%
Onancock	Nov-18	2208	541	24.50%	4	0.18%	24.68%	0	0.00%
Oyster	Aug-18	94	9	9.57%	0	0.00%	9.57%	0	0.00%
Parksley	Jan-19	1576	215	13.64%	4	0.25%	13.90%	2	0.13%
Quinby/Painter	Jun-18	880	97	11.02%	0	0.00%	11.02%	0	0.00%
Sanford	Dec-17	489	63	12.88%	0	0.00%	12.88%	0	0.00%
Saxis	May-20	249	50	20.08%	1	0.40%	20.48%	0	0.00%
Tangier	May-21	348	146	41.95%	6	1.72%	43.68%	1	0.29%
Townsend/Latimer Siding	Jan-18	369	15	4.07%	0	0.00%	4.07%	0	0.00%
Wachapreague	Oct-18	371	53	14.29%	3	0.81%	15.09%	0	0.00%
Wattsville-Horntown	Mar-18	585	80	13.68%	1	0.17%	13.85%	0	0.00%

Totals: 26,190 4,362 74 15



WISP EVPL Program

- Fifty-nine (59) sites in service and operational, no change.

Microcommunity Program

- There now 42 microcommunities in-service and operational, no change.

USDA Bailey Neck & Mt. Nebo CDF

- USDA issued release of funds and the staff met with the USDA field representative on 1/21/25 to discuss starting. The final contract required to start this project has been submitted to the engineers for review and execution.

USDA Custis Neck & Locustville CDF

- We had a call with USDA last week and they requested additional documentation that we had already supplied. We re-supplied the data and they said they believe we are close to having our funds released for this project as well.

Assistance Programs

ESVBA Assistance Programs Report

March-25

ESVBA Installation Assistance Program (IAP)

Active in 2021 and funded with \$189k

Number of subs enrolled:	145
Total funding from program:	<u>\$ 42,915</u>
Average Assistance / Sub:	<u>\$ 295.97</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:	11
Total funding from program:	<u>\$ 115,205</u>
Average Assistance / Sub:	<u>\$ 10,473</u>

ESVBA VATI FY22 Special Assistance

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

Number of subs enrolled:	249
Total funding from program:	<u>\$ 1,043,220</u>
Average Assistance / Sub:	<u>\$ 4,190</u>

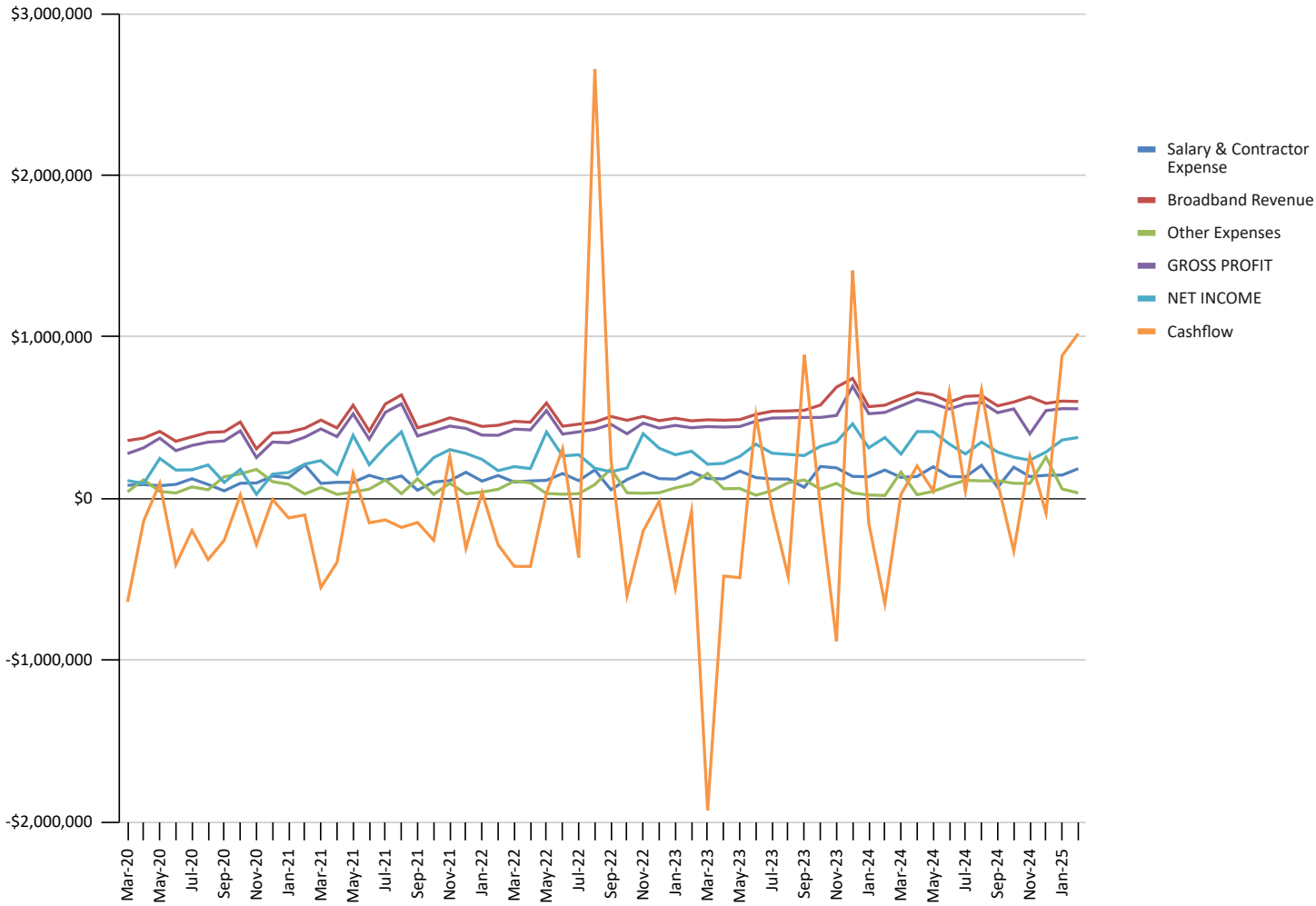
FCC ACP Program *

Number of subs enrolled:	163
Previous month's savings:	<u>\$ 4,890</u>

Total # of ESVBA Subscribers Assisted:	<u>568</u>
Total Assistive Funding Rendered:	<u>\$ 1,201,340</u>

* FCC ACP Program has sunset and users are no longer going to receive the benefit

Mar '20 to Feb '25 Financials

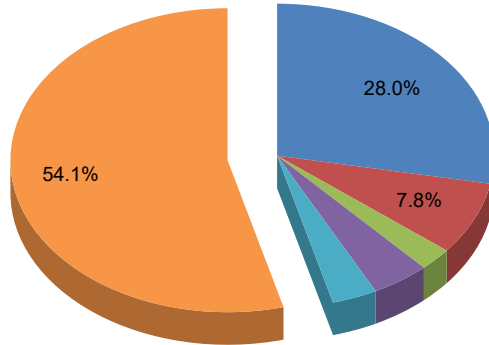


ESVBA Dashboard - Mar 2025

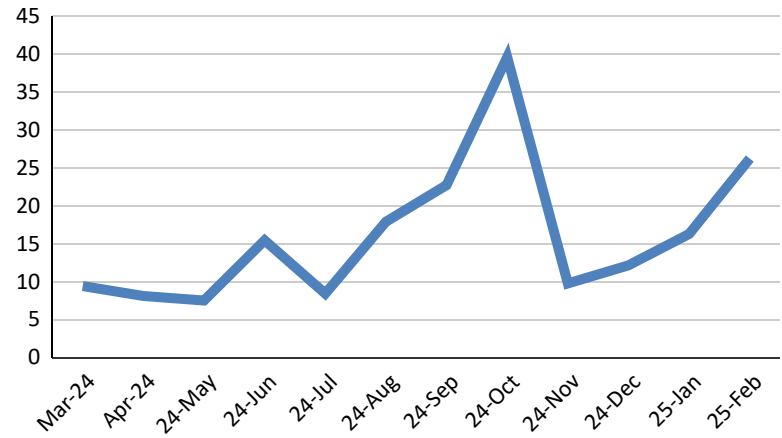
Financial Data

Revenue by Sector as of Feb 2025

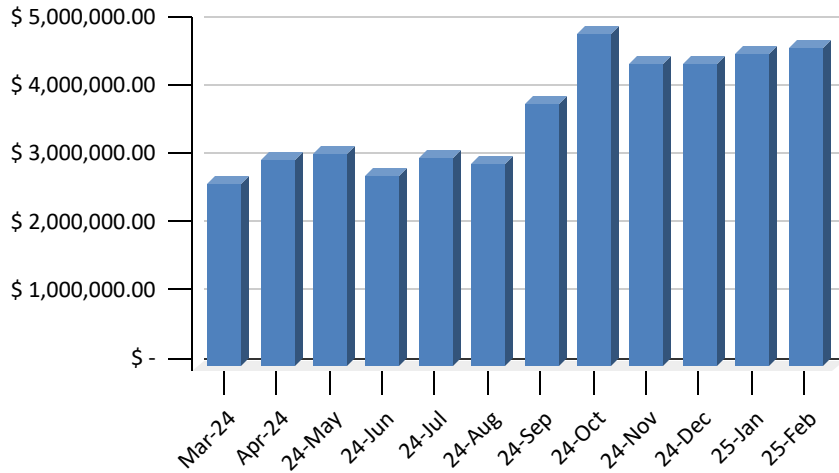
- Wholesale
- Enterprise
- Government
- Education
- Healthcare
- Residential



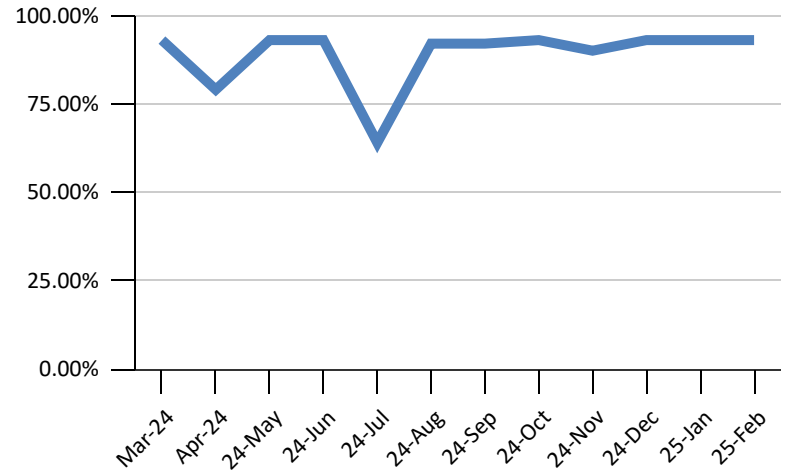
Quick Ratio



Cash & Cash Equivalents

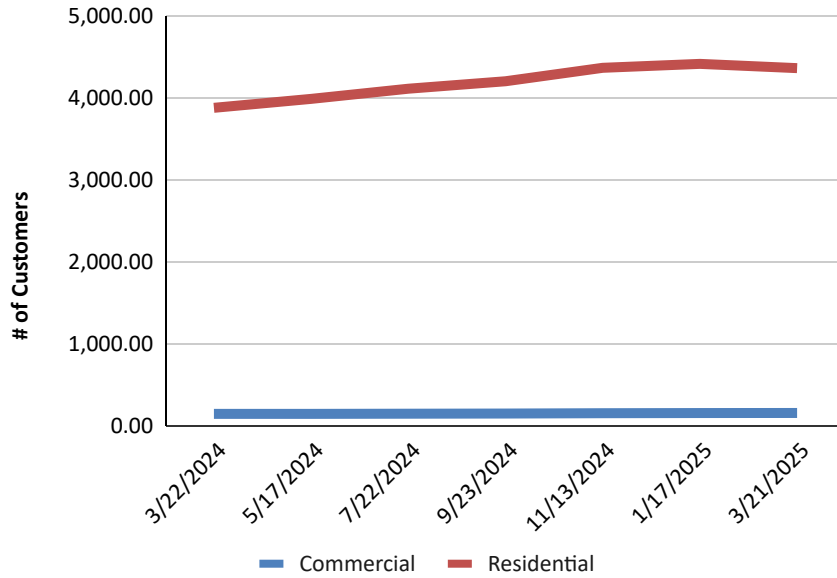


GROSS PROFIT MARGIN

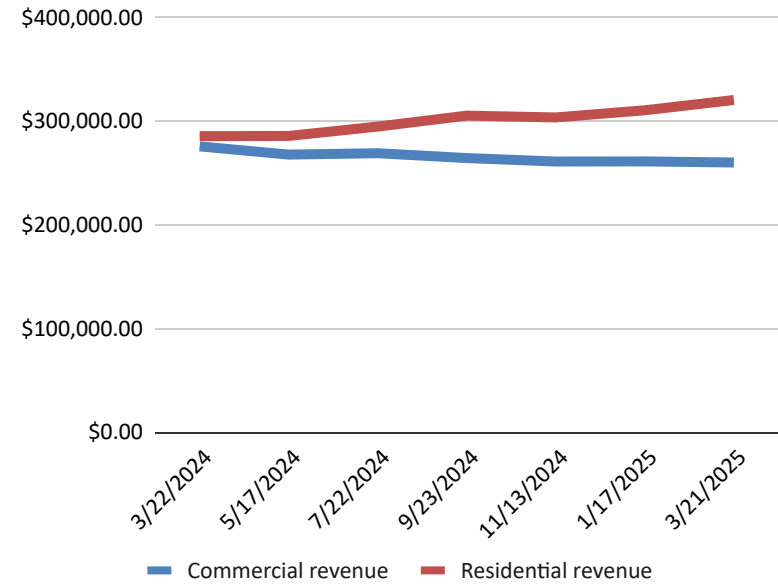


Customer Base

Customer Mix



Commercial vs. Residential Revenues



Eastern Shore of Virginia Broadband Authority
Board Income Statement
Jan 2025, Feb 2025

Financial Row	Jan 2025 Amount	Feb 2025 Amount	Total Amount
Income			
40000 - Broadband Income			
Education Income	\$24,523	\$24,523	\$49,046
Enterprise Income	\$44,194	\$44,134	\$88,328
Government Income	\$14,766	\$13,932	\$28,698
Medical Income	\$19,029	\$19,029	\$38,058
Other Income	\$2,080	\$12,373	\$14,454
Residential Income	\$304,663	\$307,531	\$612,194
Wholesale Income	\$158,692	\$158,802	\$317,494
Total - 40000 - Broadband Income	\$567,948	\$580,324	\$1,148,272
40900 - Installation Income			
Enterprise Income	\$500	\$1,150	\$1,650
Residential Income	\$50,225	\$29,985	\$80,210
Wholesale Income	\$1,051	\$1,051	\$2,102
Total - 40900 - Installation Income	\$51,776	\$32,186	\$83,962
46400 - Other Income			
Other Income	\$175	\$0	\$175
Wholesale Income	\$150	\$150	\$300
Total - 46400 - Other Income	\$325	\$150	\$475
46460 - Interest Income			
Other Income	\$2,124	\$1,929	\$4,053
Total - 46460 - Interest Income	\$2,124	\$1,929	\$4,053
Total - Income	\$622,173	\$614,589	\$1,236,761
Cost Of Sales			
50100 - Cost of Goods Sold:Internet Access	\$6,701	\$6,735	\$13,437
50300 - Cost of Goods Sold:3rd Party Dark service	\$27,583	\$27,583	\$55,166
50400 - Cost of Goods Sold:Utility Locates	\$353	\$289	\$642
50500 - Cost of Goods Sold:Pole Attachments	\$893	\$0	\$893
50600 - Cost of Goods Sold:3rd Party Transport	\$4,301	\$4,301	\$8,602
51010 - Cost of Goods Sold:Collocation/Hut Expense:Utilities	\$3,233	\$3,681	\$6,914
51020 - Cost of Goods Sold:Collocation/Hut Expense:Phone, Communic.	\$165	\$168	\$333
51030 - Cost of Goods Sold:Collocation/Hut Expense:Fuel	\$79	\$66	\$145
Total - Cost Of Sales	\$43,308	\$42,823	\$86,131
Gross Profit	\$578,864	\$571,766	\$1,150,631
Expense			
61200 - Payroll Expenses:Wages & Benefits	\$203,974	\$148,648	\$352,622
62200 - Sales and Marketing:Marketing and Promotions	\$2,230	\$1,881	\$4,111
62300 - Sales and Marketing:Marketing Materials	\$25	\$1,810	\$1,835
63200 - Travel and Meetings:Mileage/Tolls Reimbursement	\$0	\$510	\$510
63400 - Travel and Meetings:Meals & Entertainment	\$145	\$53	\$198
63500 - Travel and Meetings:Other Travel	\$136	\$953	\$1,089
64200 - Bank Charges & Fees	\$5,719	\$5,885	\$11,604
64280 - VATI Grant FY22 Special Construction	\$28,750	\$15,450	\$44,200
64290 - Line Extension Cust Assistance Program (LECAP)	\$13,550	\$0	\$13,550
64300 - Dues, Subscriptions, Books	\$400	\$1,313	\$1,713
64320 - Dumpster/Trash Removal	\$596	\$0	\$596
64370 - Janitorial Services	\$655	\$0	\$655

BoardIncomeStatement

64400 - Office Supplies & Expense	\$2,285	\$1,550	\$3,835
64420 - Printing and Copying	\$167	\$300	\$468
64450 - Postage, Mailing & Shipping	\$386	\$245	\$631
64460 - Office IT Hardware/Software	\$1,990	\$786	\$2,777
64470 - Office Maintenance & Repair	\$460	\$0	\$460
64480 - Rent or Lease Payments	\$3,250	\$3,350	\$6,600
64630 - Staff Development	\$3,738	\$60	\$3,798
64700 - Taxes	\$372	\$0	\$372
64750 - Telephone & Telecommunications	\$642	\$637	\$1,278
64760 - Mobile Phones	\$0	\$400	\$400
64800 - Utilities	\$87	\$87	\$174
65200 - Professional Services:Legal Fees	\$618	\$0	\$618
65300 - Professional Services: Business Development	\$0	\$2,405	\$2,405
67300 - Vehicle Fuel	\$2,134	\$2,849	\$4,983
67400 - Vehicle & Equip Maintenance & Repair Expenses	\$617	\$1,625	\$2,241
68100 - Physical Plant Maintenance/Agreements/Warranties/Software	\$13,225	\$26,908	\$40,133
68200 - Physical Plant Permits & Fees	\$1,440	\$0	\$1,440
68300 - Physical Plant Repairs	\$602	\$502	\$1,104
68330 - Physical Plant/Inventory Disposed Items	\$8	\$0	\$8
68400 - Physical Plant Tools & Safety Equipment	\$0	\$17	\$17
68500 - Physical Plant Shipping Freight & Delivery	\$2,440	\$646	\$3,086
Total - Expense	\$290,641	\$218,870	\$509,510
Net Income	\$288,224	\$352,896	\$641,120

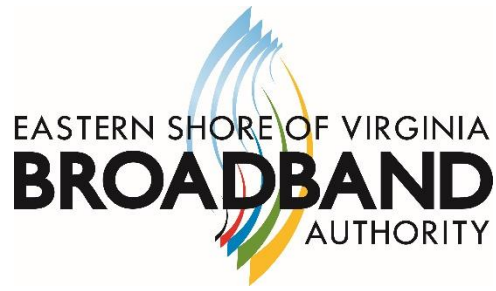
Eastern Shore of Virginia Broadband Authority
Board Balance Sheet
End of Feb 2025

Financial Row	Amount
ASSETS	
Current Assets	
Bank	
10010 - General Operating Account - BB&T (0720)	\$1,878,595.31
10020 - Capital Expansion Account - BB&T (0747)	\$780,621.47
10030 - Equipment Accrual - BB&T (0739)	\$635,483.73
10160 - Annual Accrual - BB&T (7622) Savings Acct	\$1,260,264.71
10165 - Expansion Proceeds BB&T Savings Acct (0070)	\$991.27
10180 - Merchant Services - BB&T (8016)	\$97,291.32
10990 - Petty Cash	\$250.00
Total Bank	\$4,653,497.81
Accounts Receivable	
11000 - Accounts Receivable	\$815,717.65
11001 - Accounts Receivable-Federal Grants Receivable	\$1,025,115.19
11010 - Reserve for Bad Debt	(\$173,444.84)
11020 - Due from Other Government (Retainage)	\$814,420.58
11030 - Performance Bond Escrow	(\$10,000.00)
Total Accounts Receivable	\$2,471,808.58
Other Current Asset	
11900 - Undeposited Funds	\$3,767.26
11920 - Customer overpayments	(\$88,414.07)
13100 - Inventory Asset	\$1,625,718.44
15000 - Plant in Service	\$33,304.93
Total Other Current Asset	\$1,574,376.56
Total Current Assets	\$8,699,682.95
Fixed Assets	
14100 - General Furniture Fixtures	\$64,788.41
14199 - Accumulated Depreciation - Furniture	(\$34,796.05)
14200 - Equipment:Computers, Printers, Equip, Software	\$138,633.77
14299 - Accumulated Depreciation - Equipment	(\$269,626.20)
15010 - Physical Plant Structure	\$36,506,849.26
15020 - Physical Plant Electronics	\$5,121,087.93
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	\$59,391.73
15098 - Accumulated Depreciation - Plant In Service	(\$12,428,384.72)
15100 - Physical Plant Network & Software	\$22,281.96
15199 - Accumulated Depreciation - Software	(\$64,303.09)
15200 - Vehicles & Equipment	\$1,049,674.21
15299 - Accumulated Depreciation - Vehicles	(\$477,071.43)
16000 - Railway Easement	\$250,000.00
17000 - Land	\$10,000.00
Total Fixed Assets	\$30,415,226.13
Other Assets	
15001 - GASB 87 leased assets	\$473,948.00
15002 - Accumulated Depreciation-GASB 87 leased assets	(\$166,319.58)

Financial Row	Amount
Total Other Assets	\$307,628.42
Total ASSETS	\$39,422,537.50
Liabilities & Equity	
Current Liabilities	
Accounts Payable	
20000 - Accounts Payable	\$93,268.67
20050 - Accrued Interest Payable	\$20,542.33
Total Accounts Payable	\$113,811.00
Credit Card	
21010 - BB&T Visa 5701 LH	\$1,384.51
21030 - BB&T Visa 0439 RB	\$496.44
21040 - BB&T Visa 7215 TE	\$2,524.23
21060 - BB&T Visa 5625 KB	\$243.84
Total Credit Card	\$4,649.02
Other Current Liability	
20010 - Accrued Purchases	(\$65,591.85)
24010 - Direct Deposit Liabilities:USAC Reimbursements Deposits	\$39,226.37
25000 - ESVBA Installation Assistance Program	(\$42,915.00)
26100 - USAC Tax Payable	\$17,927.92
26200 - Va Communications Tax	(\$15,150.18)
Total Other Current Liability	(\$66,502.74)
Total Current Liabilities	\$51,957.28
Long Term Liabilities	
27500 - BB&T Loan for Expansion	\$2,269,000.00
27700 - GASB 87 lease liability	\$301,928.36
28000 - Deferred Income	\$147,106.40
Total Long Term Liabilities	\$2,718,034.76
Equity	
Retained Earnings	\$32,240,917.34
Net Income	\$4,411,628.12
Total Equity	\$36,652,545.46
Total Liabilities & Equity	\$39,422,537.50

Eastern Shore of Virginia Broadband Authority
Board Cash Flow Statement
Jan 2025, Feb 2025

Financial Row	Jan 2025	Feb 2025
	Amount	Amount
Operating Activities		
Net Income	\$288,223.75	\$501,561.73
Adjustments to Net Income		
Accounts Receivable	\$125,816.66	(\$63,627.55)
Inventory Asset	(\$12,733.26)	\$13,209.62
Accounts Payable	(\$137,946.16)	(\$239,523.66)
Sales Tax Payable	(\$1,190.39)	\$6,810.98
Other Current Liabilities	\$30,613.48	(\$32,472.53)
Total Adjustments to Net Income	\$4,560.33	(\$315,603.14)
Total Operating Activities	\$292,784.08	\$185,958.59
Investing Activities		
Fixed Asset	(\$142,267.67)	(\$102,328.58)
Total Investing Activities	(\$142,267.67)	(\$102,328.58)
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	\$149,465.65	\$82,579.25
Cash at Beginning of Period	\$4,425,220.17	\$4,574,685.82
Cash at End of Period	\$4,574,685.82	\$4,657,265.07



VATI Update 1/17/25

All backbone construction for VATI was completed on or before 11/30/2024 including router upgrades. We are still awaiting final bills from vendors and are continuing to build Special Construction areas to onboard customers in VATI FY22 areas. We are working with DHCD to complete the Financial Compliance Review (FCR) which we are actively collating information to share with DHCD for their review)

Subscriber Update

We currently have 1,639 active subscribers (1,092 in Accomack and 547 in Northampton) that are in-service and using the network.

Financial Update

The VATI project has funds remaining unspent as we were under budget for the whole project. DHCD is working with us to consider expanding the scope of our VATI 22 project however, that is pending the outcome of the BEAD application.

Virginia - ESVBA BEAD Update

March 2025

Status:

The ESVBA's BEAD application was submitted on time on March 1, 2025. We did receive an inquiry about several sections of our application on March 19th to which we responded on March 21st with responses. At this time, we are still awaiting a determination by DHCD.

	System Maintenance & Repair													
		\$ 38,500	\$ 38,500	\$ 38,500	\$ 38,500	\$ 38,500	\$ 38,500	\$ 38,500	\$ 38,500	\$ 38,500	\$ 38,500	\$ 38,500	\$ 38,500	\$ 462,000
	Insurance													
	Other													
		\$ -	\$ -	\$ 63,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 63,000
	TOTAL OPERATING EXPENSES	\$ 133,025	\$ 133,025	\$ 196,025	\$ 133,025	\$ 133,025	\$ 133,325	\$ 133,525	\$ 133,525	\$ 133,525	\$ 133,525	\$ 133,525	\$ 133,525	\$ 1,662,600
	TOTAL SG&A EXPENSE	\$ 329,813	\$ 336,639	\$ 399,639	\$ 336,639	\$ 336,639	\$ 336,939	\$ 337,139	\$ 337,139	\$ 337,139	\$ 337,139	\$ 337,139	\$ 337,139	\$ 4,099,138
	OPERATING CASH FLOW	\$ 146,325	\$ 143,924	\$ 85,349	\$ 152,774	\$ 157,199	\$ 161,324	\$ 165,499	\$ 169,924	\$ 174,349	\$ 178,774	\$ 183,199	\$ 187,624	\$ 1,906,264
	EBITDA	\$ 146,325	\$ 143,924	\$ 85,349	\$ 152,774	\$ 157,199	\$ 161,324	\$ 165,499	\$ 169,924	\$ 174,349	\$ 178,774	\$ 183,199	\$ 187,624	\$ 1,906,264
	EBITDA (%)	26%	26%	15%	27%	28%	28%	29%	29%	30%	30%	31%	31%	28%
	Interest Payments					\$ 82,695						\$ 72,394		\$ 155,089
	Principal Payments					\$ 464,000								\$ 464,000
	Operating Income before Depreciation	\$ 146,325	\$ 143,924	\$ 85,349	\$ 152,774	\$ (389,496)	\$ 161,324	\$ 165,499	\$ 169,924	\$ 174,349	\$ 178,774	\$ 110,805	\$ 187,624	\$ 1,287,175
	Depreciation Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Pretax Income	\$ 146,325	\$ 143,924	\$ 85,349	\$ 152,774	\$ (389,496)	\$ 161,324	\$ 165,499	\$ 169,924	\$ 174,349	\$ 178,774	\$ 110,805	\$ 187,624	\$ 1,287,175
	Income Tax (0%)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	After Tax Income/(Loss)	\$ 146,325	\$ 143,924	\$ 85,349	\$ 152,774	\$ (389,496)	\$ 161,324	\$ 165,499	\$ 169,924	\$ 174,349	\$ 178,774	\$ 110,805	\$ 187,624	\$ 1,287,175
	OPERATING CASH FLOW less Financial Aciviti	\$ 146,325	\$ 143,924	\$ 85,349	\$ 152,774	\$ (389,496)	\$ 161,324	\$ 165,499	\$ 169,924	\$ 174,349	\$ 178,774	\$ 110,805	\$ 187,624	\$ 1,287,175
10030	Equipment Replacement Accrual	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 60,000
	<i>Balance as of 3-23-25 = \$640,484</i>													
10020	Capital Expansion Accrual	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 60,000
	<i>Balance as of 3-23-25 = \$785,621</i>													
	Quinquennial Pole Survey Accrual	\$ 1,833	\$ 1,833	\$ 1,833	\$ 1,833	\$ 1,833	\$ 1,833	\$ 1,833	\$ 1,833	\$ 1,833	\$ 1,833	\$ 1,833	\$ 1,833	\$ 22,000
	Capital Expenditures	\$ 83,750	\$ 83,750	\$ 83,750	\$ 83,750	\$ 83,750	\$ 83,750	\$ 83,750	\$ 83,750	\$ 83,750	\$ 83,750	\$ 83,750	\$ 83,750	\$ 1,005,000
	INCREASE (DECREASE) IN CASH	\$ 50,741	\$ 48,341	\$ (10,234)	\$ 57,191	\$ (485,079)	\$ 65,741	\$ 69,916	\$ 74,341	\$ 78,766	\$ 83,191	\$ 15,222	\$ 92,041	\$ 140,175
	Projected Beginning Cash Balance *	\$ 4,889,632	\$ 4,940,373	\$ 4,988,714	\$ 4,978,480	\$ 5,035,670	\$ 4,550,591	\$ 4,616,332	\$ 4,686,248	\$ 4,760,588	\$ 4,839,354	\$ 4,922,545	\$ 4,937,766	\$ 4,889,632
	Projected Ending Cash Balance	\$ 4,940,373	\$ 4,988,714	\$ 4,978,480	\$ 5,035,670	\$ 4,550,591	\$ 4,616,332	\$ 4,686,248	\$ 4,760,588	\$ 4,839,354	\$ 4,922,545	\$ 4,937,766	\$ 5,029,807	\$ 5,029,807

* Starting cash balance in July '25 is an approximation from the estimated cash balance at the end of Feb '25

Description	FY2025	FY2026	FY2027	FY2028	FY2029	FY2030	FY2031	
Continued deployment of FTTH Phase 1	\$ 79,000	\$ 74,000	\$ 70,000	\$ 60,000	\$ 40,000	\$ 40,000	\$ -	\$ 363,000
Deployment of subs from FY2018 Expansion (Phase 2)	\$ 160,000	\$ 140,000	\$ 80,000	\$ 70,000	\$ 60,000	\$ 60,000	\$ -	\$ 570,000
Deployment of subs from VATI FY22 (Phase 3)	\$ 300,000	\$ 300,000	\$ 150,000	\$ 90,000	\$ 80,000	\$ 80,000	\$ -	\$ 1,000,000
Deployment of subs (Phase 4)	\$ -	\$ -	\$ 50,000	\$ 150,000	\$ 30,000	\$ 30,000	\$ -	\$ 260,000
Microcommunity Funding	\$ 70,000	\$ 70,000	\$ 30,000	\$ 20,000	\$ 15,000	\$ -	\$ -	\$ 205,000
New Subdivisions in built areas	\$ 60,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 600,000
Diversity @Parksley Cabinet	\$ 70,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Tangier Submarine Cable	\$ -	\$ -	\$ 2,000,000	\$ 3,000,000	\$ 4,500,000	\$ 4,500,000	\$ -	\$ 14,000,000
Towers	\$ -	\$ -	\$ 200,000	\$ -	\$ -	\$ -	\$ -	\$ 200,000
	\$ 739,000	\$ 684,000	\$ 2,680,000	\$ 3,490,000	\$ 4,825,000	\$ 4,810,000	\$ 100,000	\$ 17,198,000

Other Equipment/Systems								
Hut Air Conditioner Replacements	\$ 26,000	\$ 26,000	\$ 12,000	\$ 12,000	\$ -	\$ -	\$ -	\$ 76,000
Virtual Server Upgrades	\$ 35,000	\$ -	\$ 30,000	\$ -	\$ -	\$ -	\$ -	\$ 65,000
Cisco 3560/2960/1200 Replacements	\$ 10,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000
Traffic Safety Equipment	\$ -	\$ 40,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 40,000
Backup Gensets	\$ 30,000	\$ 30,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30,000
Security Audit and Mitigation	\$ 20,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Network Security/Anti Intrusion	\$ -	\$ 40,000	\$ -	\$ 40,000	\$ -	\$ -	\$ -	\$ 80,000
OTDR	\$ -	\$ 10,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000
Battery Replacement	\$ -	\$ -	\$ -	\$ -	\$ 12,000	\$ 12,000	\$ 12,000	\$ 36,000
Vehicle Replacement/Addition	\$ 50,000	\$ 200,000	\$ -	\$ -	\$ 60,000	\$ 40,000	\$ -	\$ 350,000
Additional Hub Site	\$ 70,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 70,000
Core Router Upgrades	\$ -	\$ -	\$ 230,000	\$ -	\$ -	\$ -	\$ -	\$ 230,000
Office furniture	\$ 5,000	\$ 5,000	\$ -	\$ 5,000	\$ -	\$ -	\$ -	\$ 15,000
Office Copier/Printer	\$ -	\$ -	\$ 7,200	\$ -	\$ -	\$ -	\$ -	\$ 7,200
Office Computer Upgrades	\$ 5,000	\$ 10,000	\$ 1,500	\$ 7,000	\$ 7,000	\$ 7,000	\$ -	\$ 37,500
Office AC Replacements	\$ -	\$ 8,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,000
Office Upgrades	\$ 15,000	\$ 5,000	\$ -	\$ 5,000	\$ 5,000	\$ -	\$ -	\$ 30,000
	\$ 266,000	\$ 374,000	\$ 280,700	\$ 69,000	\$ 84,000	\$ 59,000	\$ 12,000	\$ 1,094,700
	\$ 1,005,000	\$ 1,058,000	\$ 2,960,700	\$ 3,559,000	\$ 4,909,000	\$ 4,869,000	\$ 112,000	\$ 18,292,700