

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

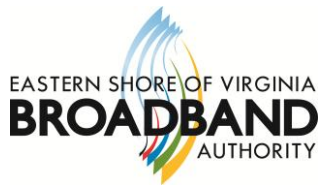
May 15th, 2025

2:00 p.m. at the ESVBA

2:00 p.m. at 4174 Lankford Hwy, Exmore, VA 23350

AGENDA

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



**Regular Meeting of the Board of Directors of the
Eastern Shore Broadband Authority
May 15th, 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**
- 7. New Business**
 - a. Review FY26 Budget**
- 8. Treasurers Report**
- 9. Board Comments**
- 10. Closed Session**
 - a. Contracted Revenue** (Section 2.2-3711 Paragraph 33) ⁽¹⁾
 - b. Review bonus formulation** (Section 2.2-3711 Paragraph 1) ⁽²⁾
- 11. Adjournment**

Next Board Regular Meeting: July 24th, 2025

1. 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.

2. 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.

MINUTES

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

March 27, 2025

Board members in attendance were: John Reiter, Elaine Meil, Mike Mason, Charles Kolakowski 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 amend the agenda to move BEAD status to Closed Session. Mr. Pettit seconded. Motion passed unopposed.

PUBLIC COMMENT

None

REVIEW OF MINUTES

Mr. Kolakowski moved to approve the Regular Board Meeting Minutes from January. Mr. Pettit seconded. Mr. Mason abstained. Motion passed unopposed. Ms. Meil moved to approve the Special Meeting Minutes from February. Mr. Mason seconded. Mr. Reiter abstained. 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 4362 active residential customers. He stated that there are 87 customers in service in Harborton, 31 in Bobtown, 227 in Church Neck, 63 in Sanford, 49 on Cheapside, 4 on Cobbs Station, 110 in Accomac, 15 in Townsend, 758 in Greenbackville, 101 in Atlantic, 80 in Wattsville/Horntown, 168 in Oak Hall, 117 in Hallwood, 215 in Painter/Quinby, 115 in Eastville, 187 in Nassawadox, 9 in Oyster, 388 in Exmore, 144 in Belle Haven, 44 in Cheriton, 53 in Wachapreague, 541 in Onancock, 458 in Cape Charles, 215 in Parksley, 4 in Nocks Landing, 50 in Saxis, 101 on Chincoteague, and 146 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 final contract has been submitted to the engineers for review and execution.
 - b. Custis Neck & Locustville- USDA requested additional documentation. These documents were resubmitted and funds should be released soon.
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 build has been completed and there are 1600 subscribers so far.
- 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.

- c. Discuss staff bonus formulation- the board discussed the potential requirements for future bonuses.

NEW BUSINESS

- a) Consider FY26 Audit– Mr. Bridgham gave an overview of the presented budget.

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 Ms. Meil, seconded by Mr. Mason. The following board members were present: Mr. Reiter, Ms. Meil, Mr. Mason, Mr. Pettit, and Mr. Kolakowski, and voted affirmative.

After closed session, the Chair reconvened the meeting. Motion was made by Ms. Meil, seconded by Mr. Mason 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, Mr. Pettit, and Mr. Kolakowski, and voted affirmative.

TREASURER'S REPORT

None

BOARD COMMENTS

None

ADJOURNMENT

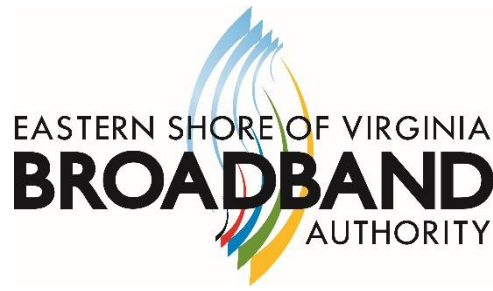
Ms. Meil moved to adjourn at 3:58pm.

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

Presiding Officer

Copy teste:

Leah Hoopes, Secretary



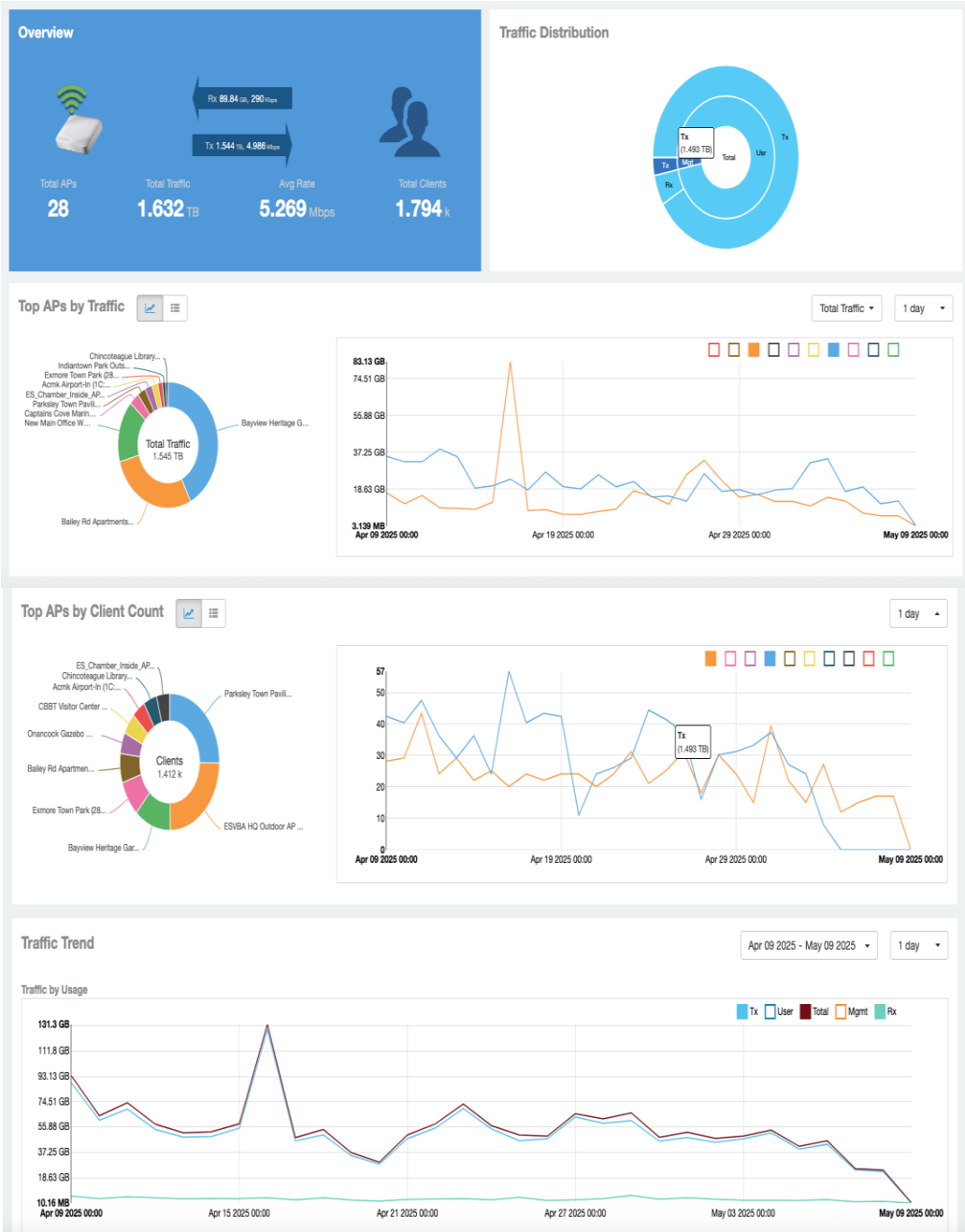
Status Report May 2025

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

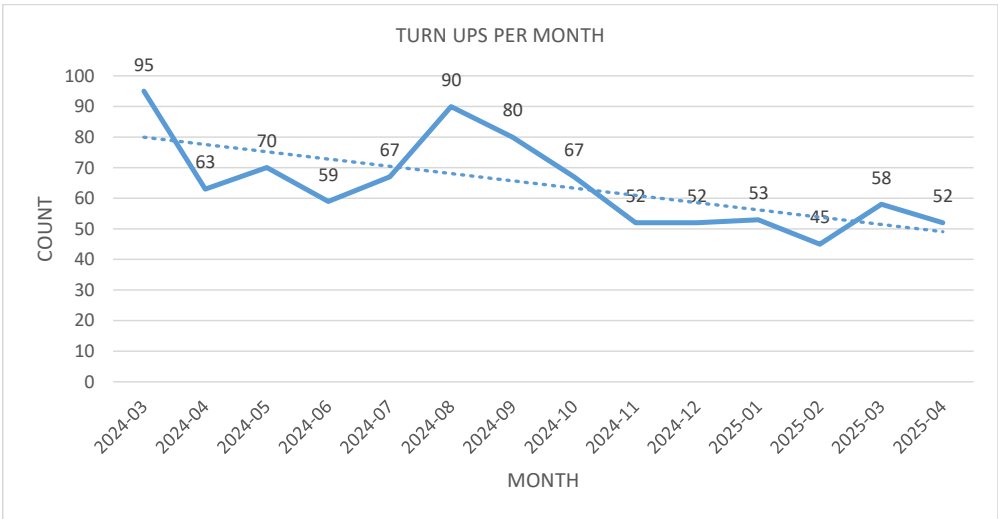
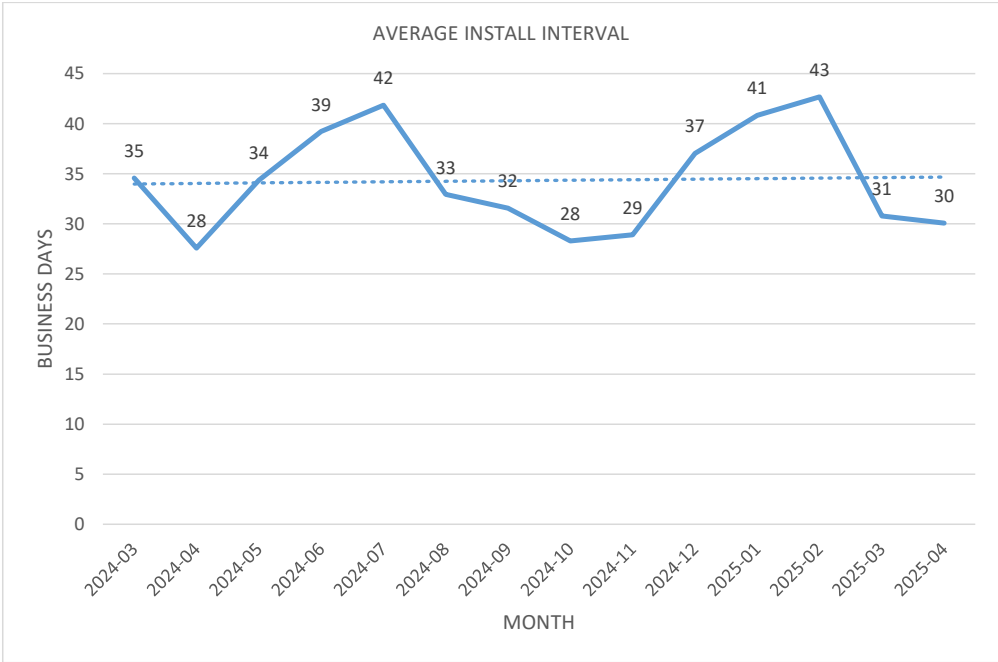
ESVBA Wifi Hotspot Report May 2025



Residential Broadband

Residential Report as of 5/8/2025

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	107	14.15%	1	0.13%	14.29%	0	0.00%
Atlantic	Mar-18	475	98	20.63%	0	0.00%	20.63%	0	0.00%
Belle Haven	Sep-18	1008	149	14.78%	2	0.20%	14.98%	0	0.00%
Bobtown/Pungoteague/Keller	Mar-17	1048	30	2.86%	0	0.00%	2.86%	0	0.00%
Cape Charles	Nov-18	1249	463	37.07%	3	0.24%	37.31%	0	0.00%
Cheapside	Dec-17	539	49	9.09%	0	0.00%	9.09%	0	0.00%
Cheriton	Oct-18	435	47	10.80%	0	0.00%	10.80%	1	0.23%
Chincoteague	Jan-19	5109	103	2.02%	3	0.06%	2.07%	1	0.02%
Church Neck	Mar-17	623	234	37.56%	3	0.48%	38.04%	0	0.00%
Cobbs Station	Dec-17	165	4	2.42%	0	0.00%	2.42%	0	0.00%
Eastville	Jun-18	994	120	12.07%	2	0.20%	12.27%	0	0.00%
Exmore	Sep-18	2298	395	17.19%	3	0.13%	17.32%	2	0.09%
Greenbackville	Jan-18	1260	777	61.67%	9	0.71%	62.38%	0	0.00%
Hallwood	May-18	1183	113	9.55%	0	0.00%	9.55%	0	0.00%
Harborton	Nov-16	284	87	30.63%	0	0.00%	30.63%	0	0.00%
Nassawadox	Aug-18	953	189	19.83%	0	0.00%	19.83%	0	0.00%
Nocks Landing	Jan-19	168	4	2.38%	0	0.00%	2.38%	0	0.00%
Oak Hall	May-18	474	169	35.65%	1	0.21%	35.86%	0	0.00%
Onancock	Nov-18	2208	543	24.59%	5	0.23%	24.82%	0	0.00%
Oyster	Aug-18	94	9	9.57%	0	0.00%	9.57%	0	0.00%
Parksley	Jan-19	1576	217	13.77%	3	0.19%	13.96%	1	0.06%
Quinby/Painter	Jun-18	880	98	11.14%	1	0.11%	11.25%	0	0.00%
Sanford	Dec-17	489	64	13.09%	0	0.00%	13.09%	0	0.00%
Saxis	May-20	249	48	19.28%	0	0.00%	19.28%	1	0.40%
Tangier	May-21	348	148	42.53%	5	1.44%	43.97%	0	0.00%
Townsend/Latimer Siding	Jan-18	369	15	4.07%	0	0.00%	4.07%	0	0.00%
Wachapreague	Oct-18	371	53	14.29%	0	0.00%	14.29%	0	0.00%
Wattsville-Horntown	Mar-18	585	79	13.50%	1	0.17%	13.68%	0	0.00%
Totals:		26,190	4,412		42			6	



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 continuing to request additional USDA contracts. Had a follow-up with USDA the week of 5/5 and we believe we are down to the final contract that is needed between ourselves and our labor vendors. We were released to order materials on 5/8 and the request for Buy American materials was submitted for procurement 5/9

USDA Custis Neck & Locustville CDF

- ESVBA had a call with USDA on 5/8 where the USDA requested we modify the build area to remove one segment from the network. We made these changes on 5/8 as requested and they are continuing with environmental review and approvals shortly. They also notified us that there are some additional new processes that didn't exist with the first project but they did not define them at this time.

Assistance Programs

ESVBA Assistance Programs Report

May-25

ESVBA Installation Assistance Program (IAP)

Active in 2021 and funded with \$189k

Number of subs enrolled:	147
Total funding from program:	\$ 44,065
Average Assistance / Sub:	\$ 299.76

Accomack Installation Assistance Program (IAP)

Active in 2021 and funded with \$50k

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

DHCD Line Extension Cust Assistance Program (LECAP)

Active as of: June 2022

Number of subs enrolled:	11
Total funding from program:	\$ 115,205
Average Assistance / Sub:	\$ 10,473

ESVBA VATI FY22 Special Assistance

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

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

FCC ACP Program *

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

Total # of ESVBA Subscribers Assisted:	570
Total Assistive Funding Rendered:	\$ 1,202,490

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

Eastern Shore of Virginia Broadband Authority
Board Income Statement
Mar 2025, Apr 2025

Financial Row	Mar 2025 Amount	Apr 2025 Amount	Total Amount
Income			
40000 - Broadband Income			
Education Income	\$24,523	\$24,523	\$49,046
Enterprise Income	\$48,263	\$43,004	\$91,267
Government Income	\$13,862	\$13,862	\$27,725
Medical Income	\$19,029	\$19,029	\$38,058
Other Income	\$2,800	\$6,874	\$9,674
Residential Income	\$314,357	\$318,251	\$632,608
Wholesale Income	\$158,537	\$155,629	\$314,166
Total - 40000 - Broadband Income	\$581,372	\$581,172	\$1,162,544
40900 - Installation Income			
Enterprise Income	\$250	\$0	\$250
Residential Income	\$11,400	\$9,075	\$20,475
Wholesale Income	\$1,051	\$1,051	\$2,102
Total - 40900 - Installation Income	\$12,701	\$10,126	\$22,827
46400 - Other Income			
Wholesale Income	\$150	\$150	\$300
Total - 46400 - Other Income	\$150	\$150	\$300
46420 - LECAP Reimbursement			
Other Income	\$14,850	\$10,100	\$24,950
Total - 46420 - LECAP Reimbursement	\$14,850	\$10,100	\$24,950
46460 - Interest Income			
Other Income	\$2,147	\$0	\$2,147
Total - 46460 - Interest Income	\$2,147	\$0	\$2,147
Total - Income	\$611,219	\$601,548	\$1,212,768
Cost Of Sales			
50100 - Cost of Goods Sold:Internet Access	\$6,701	\$6,701	\$13,402
50300 - Cost of Goods Sold:3rd Party Dark service	\$27,583	\$27,583	\$55,166
50400 - Cost of Goods Sold:Utility Locates	\$415	\$0	\$415
50600 - Cost of Goods Sold:3rd Party Transport	\$4,301	\$4,232	\$8,533
51010 - Cost of Goods Sold:Collocation/Hut Expense:Utilities	\$3,534	\$3,863	\$7,397
51020 - Cost of Goods Sold:Collocation/Hut Expense:Phone, Communic.	\$165	\$165	\$330
51030 - Cost of Goods Sold:Collocation/Hut Expense:Fuel	\$902	\$0	\$902
51090 - Cost of Goods Sold:Collocation/Hut Expense:Maintenance	\$75	\$0	\$75
Total - Cost Of Sales	\$43,676	\$42,545	\$86,221
Gross Profit	\$567,543	\$559,003	\$1,126,546
Expense			
61200 - Payroll Expenses:Wages & Benefits	\$148,718	\$0	\$148,718
62200 - Sales and Marketing:Marketing and Promotions	\$4,010	\$1,210	\$5,220
62300 - Sales and Marketing:Marketing Materials	\$1,707	\$0	\$1,707
63200 - Travel and Meetings:Mileage/Tolls Reimbursement	\$0	\$244	\$244
63400 - Travel and Meetings:Meals & Entertainment	\$56	\$0	\$56
63500 - Travel and Meetings:Other Travel	\$500	\$0	\$500
64200 - Bank Charges & Fees	\$5,914	\$0	\$5,914
64300 - Dues, Subscriptions, Books	\$1,641	\$0	\$1,641
64320 - Dumpster/Trash Removal	\$298	\$0	\$298
64360 - Insurance - Liability, D and O	\$5,152	\$0	\$5,152
64370 - Janitorial Services	\$1,200	\$0	\$1,200
64400 - Office Supplies & Expense	\$620	\$40	\$659
64420 - Printing and Copying	\$50	\$0	\$50
64450 - Postage, Mailing & Shipping	\$331	\$0	\$331
64460 - Office IT Hardware/Software	\$16,897	\$388	\$17,285
64480 - Rent or Lease Payments	\$3,350	\$3,350	\$6,700
64490 - Office Utilities	\$0	\$87	\$87
64630 - Staff Development	\$119	\$160	\$279

64700 - Taxes	\$371	\$0	\$371
64750 - Telephone & Telecommunications	\$626	\$94	\$719
64760 - Mobile Phones	\$380	\$100	\$480
64800 - Utilities	\$87	\$0	\$87
65100 - Professional Services:Accounting & Administration	\$11,750	\$0	\$11,750
65300 - Professional Services: Business Development	\$2,470	\$2,535	\$5,005
67300 - Vehicle Fuel	\$2,075	\$2,401	\$4,476
67400 - Vehicle & Equip Maintenance & Repair Expenses	\$4,908	\$685	\$5,593
68100 - Physical Plant Maintenance/Agreements/Warranties/Software	\$8,640	\$0	\$8,640
68200 - Physical Plant Permits & Fees	\$110	\$0	\$110
68300 - Physical Plant Repairs	\$5,629	\$7,699	\$13,328
68400 - Physical Plant Tools & Safety Equipment	\$41	\$0	\$41
68500 - Physical Plant Shipping Freight & Delivery	\$101	\$0	\$101
Total - Expense	\$227,753	\$18,991	\$246,744
Net Income	\$339,790	\$540,012	\$879,802

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

Financial Row	Amount
ASSETS	
Current Assets	
Bank	
10010 - General Operating Account - BB&T (0720)	\$1,193,485.59
10020 - Capital Expansion Account - BB&T (0747)	\$791,248.40
10030 - Equipment Accrual - BB&T (0739)	\$645,994.75
10160 - Annual Accrual - BB&T (7622) Savings Acct	\$2,164,938.51
10165 - Expansion Proceeds BB&T Savings Acct (0070)	\$50,960.55
10180 - Merchant Services - BB&T (8016)	\$263,689.84
10200 - USDA - TowneBank (7682)	\$100.00
10990 - Petty Cash	\$150.00
Total Bank	\$5,110,567.64
Accounts Receivable	
11000 - Accounts Receivable	\$803,867.92
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	\$2,459,958.85
Other Current Asset	
11900 - Undeposited Funds	\$15,578.39
11920 - Customer overpayments	(\$88,414.07)
13100 - Inventory Asset	\$1,659,616.33
15000 - Plant in Service	\$33,304.93
Total Other Current Asset	\$1,620,085.58
Total Current Assets	\$9,190,612.07
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	\$36,733,091.04
15020 - Physical Plant Electronics	\$5,136,173.48
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	\$59,616.73
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	\$30,656,778.46
Other Assets	
15001 - GASB 87 leased assets	\$473,948.00
15002 - Accumulated Depreciation-GASB 87 leased assets	(\$166,319.58)
Total Other Assets	\$307,628.42
Total ASSETS	\$40,155,018.95
Liabilities & Equity	
Current Liabilities	
Accounts Payable	
20000 - Accounts Payable	(\$800.00)

20050 - Accrued Interest Payable	\$20,542.33
Total Accounts Payable	\$19,742.33
Credit Card	
21010 - BB&T Visa 5701 LH	(\$83.82)
21030 - BB&T Visa 0439 RB	(\$175.52)
21060 - BB&T Visa 5625 KB	(\$43.86)
Total Credit Card	(\$303.20)
Other Current Liability	
20010 - Accrued Purchases	(\$33,847.09)
24010 - Direct Deposit Liabilities:USAC Reimbursements Deposits	\$40,827.47
25000 - ESVBA Installation Assistance Program	(\$44,065.00)
26100 - USAC Tax Payable	\$15,600.68
26200 - Va Communications Tax	(\$15,150.18)
Total Other Current Liability	(\$36,634.12)
Total Current Liabilities	(\$17,194.99)
Long Term Liabilities	
27500 - BB&T Loan for Expansion	\$2,269,000.00
27700 - GASB 87 lease liability	\$301,928.36
28000 - Deferred Income	\$145,004.88
Total Long Term Liabilities	\$2,715,933.24
Equity	
Retained Earnings	\$32,240,977.33
Net Income	\$5,215,303.37
Total Equity	\$37,456,280.70
Total Liabilities & Equity	\$40,155,018.95

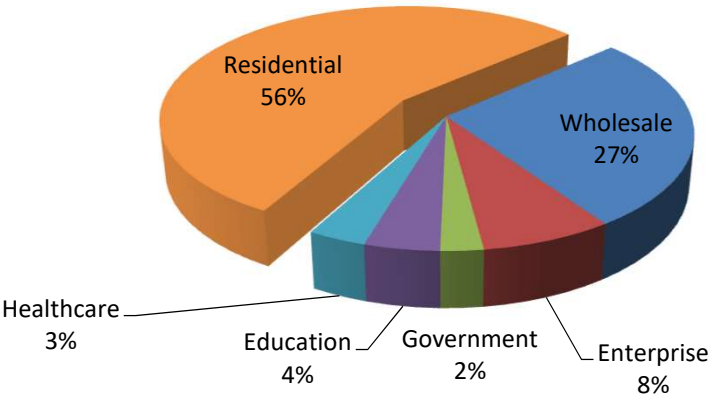
Eastern Shore of Virginia Broadband Authority
Board Cash Flow Statement
Mar 2024, Apr 2024

Financial Row	Amount
Operating Activities	
Net Income	\$476,499.05
Adjustments to Net Income	
Accounts Receivable	(\$97,116.76)
Inventory Asset	\$116,853.22
Accounts Payable	\$179,109.18
Sales Tax Payable	\$2,150.93
Other Current Liabilities	\$14,433.34
Total Adjustments to Net Income	\$215,429.91
Total Operating Activities	\$691,928.96
Investing Activities	
Fixed Asset	(\$731,240.93)
Total Investing Activities	(\$731,240.93)
Financing Activities	
Long Term Liabilities	(\$2,101.52)
Total Financing Activities	(\$2,101.52)
Net Change in Cash for Period	(\$41,413.49)
Cash at Beginning of Period	\$3,047,056.68
Cash at End of Period	\$3,005,643.19

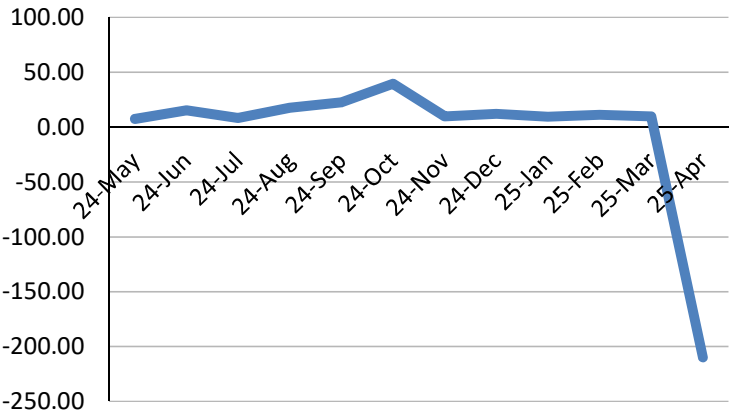
ESVBA Dashboard - May 2025

Financial Data

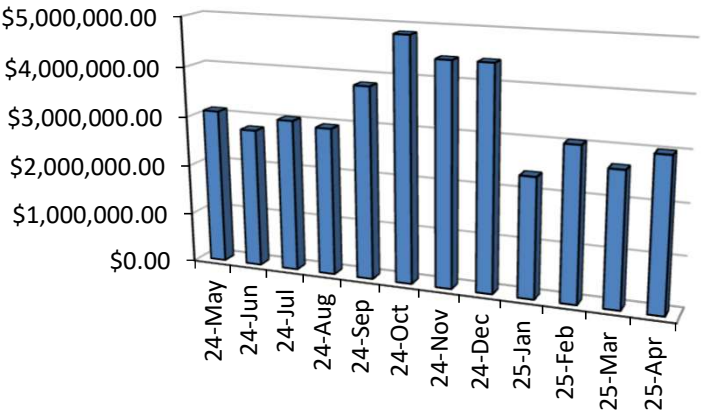
Revenue by Sector as of Apr 2024



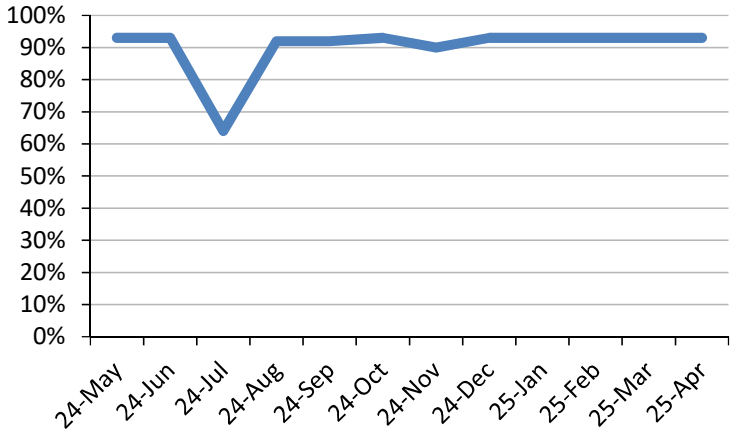
Quick Ratio



Cash & Cash Equivalents

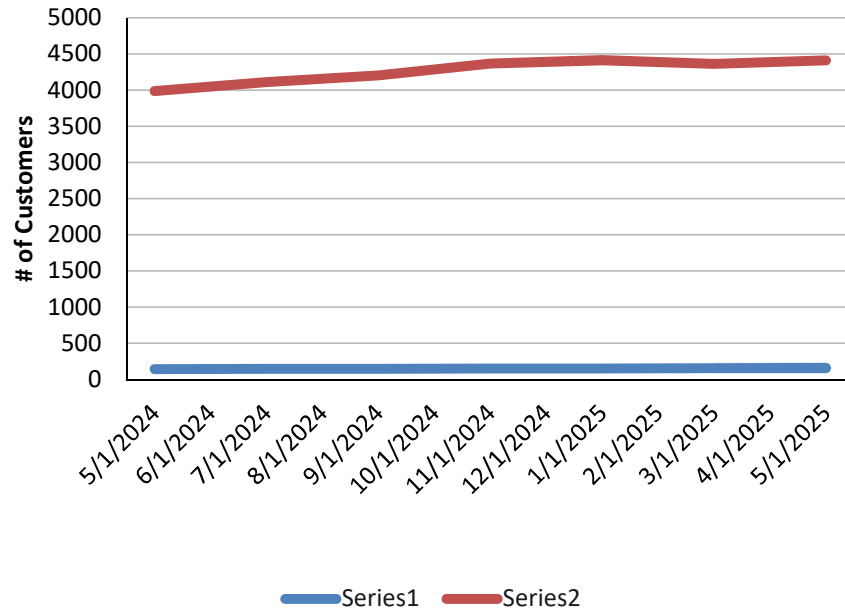


GROSS PROFIT MARGIN

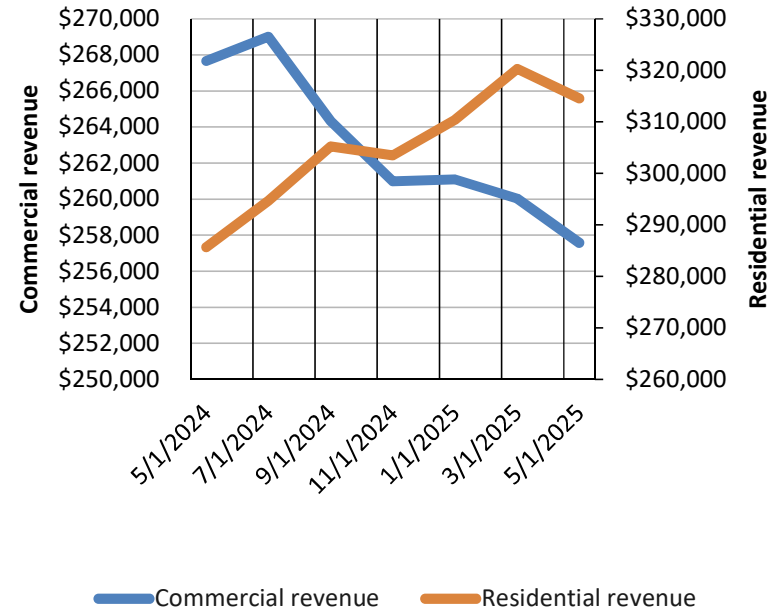


Customer Base

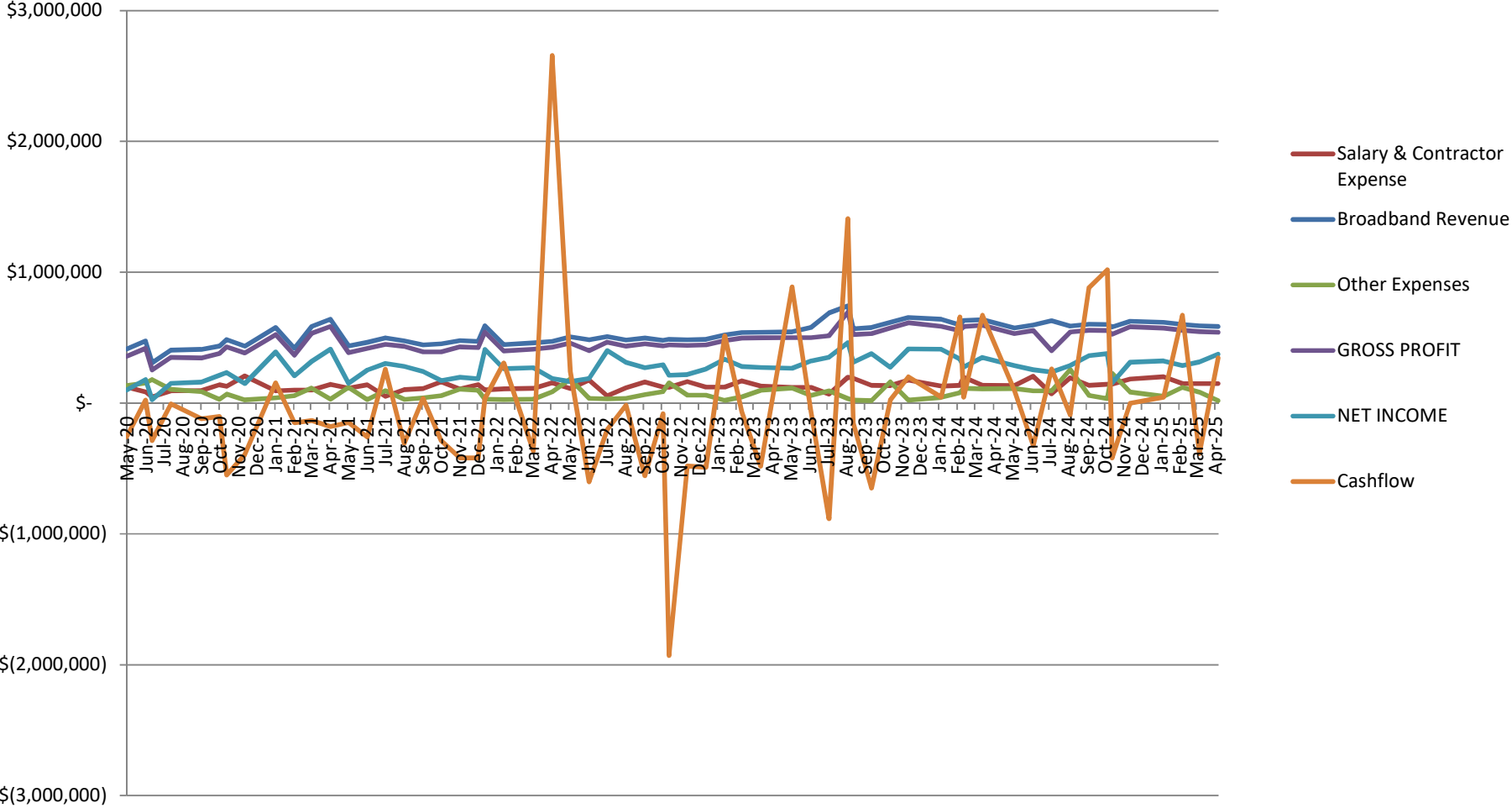
Customer Mix



Commercial vs. Residential Revenues



May '20 to April '25 Financials



		Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Feb-26	Mar-26	Apr-26	May-26	Jun-26	
Acct. #'s	Revenues													
	Total Revenue=	\$ 553,151	\$ 557,576	\$ 562,001	\$ 566,426	\$ 570,851	\$ 575,276	\$ 579,701	\$ 584,126	\$ 588,551	\$ 592,976	\$ 597,401	\$ 601,826	\$ 6,929,862

	Cost of Goods Sold													
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	Collocation/Hut Expense													
	Total Cost of Goods Sold=	\$ 77,013	\$ 77,013	\$ 77,013	\$ 77,013	\$ 77,013	\$ 77,013	\$ 77,063	\$ 77,063	\$ 77,063	\$ 77,063	\$ 77,063	\$ 77,063	\$ 924,460

	Gross Margin =	\$ 476,138	\$ 480,563	\$ 484,988	\$ 489,413	\$ 493,838	\$ 498,263	\$ 502,638	\$ 507,063	\$ 511,488	\$ 515,913	\$ 520,338	\$ 524,763	\$ 6,005,402
	Gross Margin (%) =	86%	86%	86%	86%	87%	87%	87%	87%	87%	87%	87%	87%	87%

	Wages & Benefits													
61200	Non-Sales Full Time Employees	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	
	Sub-Total Gross Wages of FT Non-Sales	\$ 120,815	\$ 120,815	\$ 120,815	\$ 120,815	\$ 120,815	\$ 120,815	\$ 120,815	\$ 120,815	\$ 120,815	\$ 120,815	\$ 120,815	\$ 120,815	\$ 1,449,785

	Part Time Employees	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	
	Sub-Total Gross Wages of PT Non-Sales	\$ 5,129	\$ 5,129	\$ 5,129	\$ 5,129	\$ 5,129	\$ 5,129	\$ 5,129	\$ 5,129	\$ 5,129	\$ 5,129	\$ 5,129	\$ 5,129	\$ 61,553

	Full Time Sales Employees	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	
	Sub-Total Gross Wages Sales	\$ 6,446	\$ 11,124	\$ 11,124	\$ 11,124	\$ 11,124	\$ 11,124	\$ 11,124	\$ 11,124	\$ 11,124	\$ 11,124	\$ 11,124	\$ 11,124	\$ 128,806
	Taxes & Benefits													
	Payroll Expense	\$ 191,496	\$ 198,322	\$ 198,322	\$ 198,322	\$ 198,322	\$ 198,322	\$ 198,322	\$ 198,322	\$ 198,322	\$ 198,322	\$ 198,322	\$ 198,322	\$ 2,373,038

	Contractors													
		\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 13,500
	Referral Sales Commissions/Bonus													
		\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 50,000

	TOTAL WAGES & BENEFITS	\$ 196,788	\$ 203,614	\$ 203,614	\$ 203,614	\$ 203,614	\$ 203,614	\$ 203,614	\$ 203,614	\$ 203,614	\$ 203,614	\$ 203,614	\$ 203,614	\$ 2,436,538
	Operating Expenses													
	Sales & Marketing													
		\$ 12,100	\$ 12,100	\$ 12,100	\$ 12,100	\$ 12,100	\$ 12,100	\$ 12,100	\$ 12,100	\$ 12,100	\$ 12,100	\$ 12,100	\$ 12,100	\$ 145,200
	Travel & Entertainment													
		\$ 5,770	\$ 5,770	\$ 5,770	\$ 5,770	\$ 5,770	\$ 5,770	\$ 5,770	\$ 5,770	\$ 5,770	\$ 5,770	\$ 5,770	\$ 5,770	\$ 69,240
	Office & Facilities													
		\$ 26,765	\$ 26,765	\$ 26,765	\$ 26,765	\$ 26,765	\$ 27,065	\$ 27,265	\$ 27,265	\$ 27,265	\$ 27,265	\$ 27,265	\$ 27,265	\$ 324,480
	Vehicle & Equipment Expenses													\$ -
		\$ 7,890	\$ 7,890	\$ 7,890	\$ 7,890	\$ 7,890	\$ 7,890	\$ 7,890	\$ 7,890	\$ 7,890	\$ 7,890	\$ 7,890	\$ 7,890	\$ 94,680

	Professional Services													
		\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 52,800
	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													
64360	VA Corp	\$ 1,600	\$ 1,600	\$ 1,600	\$ 1,600	\$ 1,600	\$ 1,600	\$ 1,600	\$ 1,600	\$ 1,600	\$ 1,600	\$ 1,600	\$ 1,600	\$ 19,200
	Other													
		\$ -	\$ -	\$ 63,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 63,000
	TOTAL OPERATING EXPENSES	\$ 97,025	\$ 97,025	\$ 160,025	\$ 97,025	\$ 97,025	\$ 97,325	\$ 97,525	\$ 97,525	\$ 97,525	\$ 97,525	\$ 97,525	\$ 97,525	\$ 1,230,600
	TOTAL SG&A EXPENSE	\$ 293,813	\$ 300,639	\$ 363,639	\$ 300,639	\$ 300,639	\$ 300,939	\$ 301,139	\$ 301,139	\$ 301,139	\$ 301,139	\$ 301,139	\$ 301,139	\$ 3,667,138
	OPERATING CASH FLOW	\$ 182,325	\$ 179,924	\$ 121,349	\$ 188,774	\$ 193,199	\$ 197,324	\$ 201,499	\$ 205,924	\$ 210,349	\$ 214,774	\$ 219,199	\$ 223,624	\$ 2,338,264
	EBITDA	\$ 182,325	\$ 179,924	\$ 121,349	\$ 188,774	\$ 193,199	\$ 197,324	\$ 201,499	\$ 205,924	\$ 210,349	\$ 214,774	\$ 219,199	\$ 223,624	\$ 2,338,264
	EBITDA (%)	33%	32%	22%	33%	34%	34%	35%	35%	36%	36%	37%	37%	34%
	Interest Payments					\$ 82,695						\$ 72,394		\$ 155,089
	Principal Payments					\$ 464,000								\$ 464,000
	Operating Income before Depreciation	\$ 182,325	\$ 179,924	\$ 121,349	\$ 188,774	\$ (353,496)	\$ 197,324	\$ 201,499	\$ 205,924	\$ 210,349	\$ 214,774	\$ 146,805	\$ 223,624	\$ 1,719,175
	Depreciation Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Pretax Income	\$ 182,325	\$ 179,924	\$ 121,349	\$ 188,774	\$ (353,496)	\$ 197,324	\$ 201,499	\$ 205,924	\$ 210,349	\$ 214,774	\$ 146,805	\$ 223,624	\$ 1,719,175
	Income Tax (0%)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	After Tax Income/(Loss)	\$ 182,325	\$ 179,924	\$ 121,349	\$ 188,774	\$ (353,496)	\$ 197,324	\$ 201,499	\$ 205,924	\$ 210,349	\$ 214,774	\$ 146,805	\$ 223,624	\$ 1,719,175
	OPERATING CASH FLOW less Financial Acivities	\$ 182,325	\$ 179,924	\$ 121,349	\$ 188,774	\$ (353,496)	\$ 197,324	\$ 201,499	\$ 205,924	\$ 210,349	\$ 214,774	\$ 146,805	\$ 223,624	\$ 1,719,175
			\$ -											
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
	Balance as of 3-23-25 = \$640,484													
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
	Balance as of 3-23-25 = \$785,621													
	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
	Balance as of 5-8-25 = \$62,333													
	Network Replacement Accrual	\$ 34,000	\$ 34,000	\$ 34,000	\$ 34,000	\$ 34,000	\$ 34,000	\$ 34,000	\$ 34,000	\$ 34,000	\$ 34,000	\$ 34,000	\$ 34,000	\$ 408,000
	New accrual													
	Capital Expenditures	\$ 84,417	\$ 84,417	\$ 84,417	\$ 84,417	\$ 84,417	\$ 84,417	\$ 84,417	\$ 84,417	\$ 84,417	\$ 84,417	\$ 84,417	\$ 84,417	\$ 1,013,000

INCREASE (DECREASE) IN CASH		\$ 52,075	\$ 49,674	\$ (8,901)	\$ 58,524	\$ (483,746)	\$ 67,074	\$ 71,249	\$ 75,674	\$ 80,099	\$ 84,524	\$ 16,555	\$ 93,374	\$ 156,175
	Projected Beginning Cash Balance *	\$ 4,905,884	\$ 4,957,959	\$ 5,007,633	\$ 4,998,732	\$ 5,057,256	\$ 4,573,510	\$ 4,640,584	\$ 4,711,833	\$ 4,787,507	\$ 4,867,606	\$ 4,952,130	\$ 4,968,685	\$ 4,905,884
	Projected Ending Cash Balance	\$ 4,957,959	\$ 5,007,633	\$ 4,998,732	\$ 5,057,256	\$ 4,573,510	\$ 4,640,584	\$ 4,711,833	\$ 4,787,507	\$ 4,867,606	\$ 4,952,130	\$ 4,968,685	\$ 5,062,059	\$ 5,062,059

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

Description	FY2025	FY2026	FY2027	FY2028	FY2029	FY2030	FY2031	
Continued deploymeny 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 Subdivisons 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
Core Router Upgrades	\$ -	\$ -	\$ 230,000	\$ -	\$ -	\$ -	\$ -	\$ 230,000
Office furniture	\$ 5,000	\$ 5,000	\$ -	\$ 5,000	\$ -	\$ -	\$ -	\$ 15,000
Office Copier/Printer	\$ 8,000	\$ -	\$ 8,000	\$ -	\$ -	\$ -	\$ -	\$ 16,000
Office Computer Upgrades	\$ 5,000	\$ 15,000	\$ 1,500	\$ 7,000	\$ 7,000	\$ 7,000	\$ -	\$ 42,500
Office AC Replacments	\$ -	\$ 8,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,000
Office Upgrades	\$ 15,000	\$ 5,000	\$ -	\$ 5,000	\$ 5,000	\$ -	\$ -	\$ 30,000
Professional Services to implement new GL/AR/AP system	\$ 70,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 70,000
	\$ 274,000	\$ 379,000	\$ 281,500	\$ 69,000	\$ 84,000	\$ 59,000	\$ 12,000	\$ 1,108,500
	\$ 1,013,000	\$ 1,063,000	\$ 2,961,500	\$ 3,559,000	\$ 4,909,000	\$ 4,869,000	\$ 112,000	\$ 18,306,500