

Pro Forma		Fiscal (October-September)										Proprietary and Confidential Information										Totals											
Total Network-Mixed		2020-2021	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026	2026-2027	2027-2028	2028-2029	2029-2030	2030-2031	2031-2032	2032-2033	2033-2034	2034-2035	2035-2036	2036-2037	2037-2038	2038-2039	2039-2040	2040-2041	2041-2042	2042-2043	2043-2044	2044-2045	2045-2046	2046-2047	2047-2048	2048-2049	2049-2050	Totals	
Year #		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30		
<b>Service Revenues</b>		-	-	248,160	1,184,930	2,075,850	2,515,200	2,668,110	2,774,880	2,837,770	2,901,720	2,937,930	2,946,000	2,954,070	2,962,140	2,970,210	2,978,280	2,987,520	2,995,590	3,003,660	3,011,730	3,019,800	3,027,870	3,035,940	3,044,010	3,052,080	3,060,150	3,068,220	3,076,290	3,084,360	3,092,430	77,433,340	
Residential		-	-	-	1,184,930	2,075,850	2,515,200	2,668,110	2,774,880	2,837,770	2,901,720	2,937,930	2,946,000	2,954,070	2,962,140	2,970,210	2,978,280	2,987,520	2,995,590	3,003,660	3,011,730	3,019,800	3,027,870	3,035,940	3,044,010	3,052,080	3,060,150	3,068,220	3,076,290	3,084,360	3,092,430	77,433,340	
Business		-	-	21,816	73,152	111,928	121,811	122,438	124,538	126,638	128,738	129,494	129,494	129,494	133,022	136,549	137,899	139,249	141,427	143,605	145,822	148,040	146,460	146,460	146,460	146,460	149,988	151,515	154,865	156,215	158,393	161,921	3,728,901
Community Anchor		-	-	42,240	84,480	84,480	228,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	9,379,200
Subtotal: Service Revenues		-	-	311,416	1,262,562	2,272,258	2,865,891	3,162,826	3,271,898	3,336,488	3,402,926	3,439,904	3,456,984	3,464,564	3,472,144	3,479,724	3,487,304	3,494,884	3,502,464	3,510,044	3,517,624	3,525,204	3,532,784	3,540,364	3,547,944	3,555,524	3,563,104	3,570,684	3,578,264	3,585,844	3,593,424	3,601,004	96,546,441
<b>Installation Revenues</b>		-	-	123,750	15,600	15,600	15,600	15,450	6,900	6,450	6,000	750	900	900	900	900	750	900	900	900	900	900	900	900	900	900	900	900	900	900	900	263,400	
Residential		-	-	123,750	15,600	15,600	15,600	15,450	6,900	6,450	6,000	750	900	900	900	900	750	900	900	900	900	900	900	900	900	900	900	900	900	900	900	263,400	
Business		-	-	-	3,600	4,500	1,200	300	-	-	300	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	13,200	
Anchor & Dedicated		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal: Installation Revenues		-	-	123,750	19,100	16,800	16,800	15,450	6,900	6,450	6,000	750	900	900	900	900	750	900	900	900	900	900	900	900	900	900	900	900	900	900	900	276,600	
<b>Equipment Rental Revenues</b>		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Residential		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Business		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Anchor & Dedicated		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal: Equipment Rental Revenues		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>TOTAL REVENUES</b>		-	-	315,016	1,390,812	2,347,108	2,880,991	3,178,476	3,278,498	3,342,938	3,409,166	3,440,654	3,468,874	3,479,944	3,481,288	3,488,208	3,496,184	3,504,160	3,512,136	3,520,112	3,528,088	3,536,064	3,544,040	3,552,016	3,560,000	3,568,000	3,576,000	3,584,000	3,592,000	3,600,000	3,608,000	96,823,041	
<b>Cost of Services</b>		-	-	316,028	323,448	333,151	343,146	353,448	364,044	374,965	386,214	397,881	409,774	422,026	434,687	447,728	461,150	474,994	489,244	493,207	499,856	516,611	530,647	547,169	564,182	581,788	601,708	621,759	638,353	657,504	677,220	697,545	13,493,622
1-Network & Headend Maintenance		-	-	49,952	70,831	72,248	73,693	75,167	76,670	78,203	79,767	81,363	82,990	84,648	86,327	88,027	89,748	91,489	93,250	95,031	96,832	98,653	100,494	102,355	104,236	106,137	108,058	110,000	111,961	113,942	115,943	117,964	119,995
2-OSP Maint (16mi) - moved to use of reserves		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3-Facilities Maintenance		-	-	18,000	18,200	18,400	18,600	18,800	19,000	19,200	19,400	19,600	19,800	20,000	20,200	20,400	20,600	20,800	21,000	21,200	21,400	21,600	21,800	22,000	22,200	22,400	22,600	22,800	23,000	23,200	23,400	23,600	23,800
4-Utilities		-	-	9,981	20,100	21,015	21,930	22,845	23,760	24,675	25,590	26,505	27,420	28,335	29,250	30,165	31,080	31,995	32,910	33,825	34,740	35,655	36,570	37,485	38,400	39,315	40,230	41,145	42,060	42,975	43,890	44,805	45,720
5-Software Maintenance (15% of purchase)		-	-	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	
6-Direct Internet Access (DIA)		-	-	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000	42,000
7-30GB Ethernet Transport		-	-	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000
8-Cloud Support OME (50% subs) (prog calculated)		-	-	1,518	6,751	12,558	15,177	16,143	16,778	17,152	17,535	17,752	17,800	17,955	18,110	18,265	18,420	18,575	18,730	18,885	19,040	19,195	19,350	19,505	19,660	19,815	19,970	20,125	20,280	20,435	20,590	20,745	20,900
9-Vehicle Maintenance (1% of purchase cost)		-	-	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500
10-Miscellaneous Cost of Services		-	-	99	2,262	2,334	2,412	2,490	2,568	2,646	2,724	2,802	2,880	2,958	3,036	3,114	3,192	3,270	3,348	3,426	3,504	3,582	3,660	3,738	3,816	3,894	3,972	4,050	4,128	4,206	4,284	4,362	4,440
11-Pole Attachments (632)		-	-	6,320	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640	12,640
Subtotal: Cost of Services		-	-	59,952	548,760	571,807	589,429	604,162	617,560	629,992	641,513	652,034	661,555	670,076	678,597	687,118	695,639	704,160	712,681	721,202	729,723	738,244	746,765	755,286	763,807	772,328	780,849	789,370	797,891	806,412	814,933	823,454	831,975
<b>GROSS PROFIT</b>		-	-	(59,952)	(233,753)	819,005	1,797,679	2,276,428	2,566,918	2,647,967	2,698,426	2,790,751	2,768,119	2,742,880	2,751,286	2,748,461	2,745,025	2,738,558	2,731,336	2,724,776	2,718,059	2,711,233	2,704,384	2,697,465	2,690,506	2,683,547	2,676,588	2,669,629	2,662,670	2,655,711	2,648,752	2,641,793	69,130,572
<b>Sales, General &amp; Administrative Expenses</b>		-	-	230,549	474,931	489,178	503,852	518,969	534,539	550,575	567,092	584,104	601,627	619,676	638,266	657,414	677,137	697,452	718,375	739,926	762,123	784,988	808,557	832,793	857,777	883,518	910,015	937,316	965,435	994,398	1,024,230	1,054,958	20,619,742
1-Staffing Agency Costs (see personal tab)		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2-Sales and Marketing Startup (first 2 yrs)		-	-	50,000	50,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3-Ongoing Sales/Mktg (2% gross rev; yr 3+)		-	-	-	25,251	4																											







Service Revenues

Fiscal (October-September)

Proprietary and Confidential Information

	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	Totals		
Year #	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30				
<b>Residential Service Revenues</b>																																		
I-25x25MB (LifeLine) **Not currently offered (0.0%)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
I-25x25MB **Not currently offered (0.0%)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
I-1x1G (50.0%)	-	208,380	929,430	1,747,080	2,116,230	2,244,570	2,334,960	2,388,990	2,441,910	2,472,270	2,479,170	2,486,070	2,492,970	2,499,870	2,506,770	2,513,670	2,520,570	2,527,470	2,534,370	2,541,270	2,548,170	2,555,070	2,561,970	2,568,870	2,575,770	2,582,670	2,589,570	2,596,470	2,603,370	2,610,270	2,617,170	2,624,070	65,161,530	
I-10x10G (10.0%)	-	39,780	175,500	328,770	398,970	423,540	439,920	449,280	459,810	465,660	466,830	468,000	469,170	471,510	472,680	473,850	475,020	476,190	477,360	478,530	479,700	480,870	482,040	483,210	484,380	485,550	486,720	487,890	489,060	490,230	491,400	492,570	12,276,810	
M-Managed Svcs **Now combined w/ Internet (0.0%)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Subtotal: Residential Service Revenues</b>	-	-	248,160	1,104,930	2,075,850	2,515,200	2,668,110	2,774,880	2,837,370	2,901,720	2,937,930	2,946,000	2,954,070	2,962,140	2,971,380	2,979,450	2,987,520	2,995,590	3,003,660	3,011,730	3,019,800	3,027,870	3,035,940	3,045,180	3,053,250	3,061,320	3,069,390	3,077,460	3,084,840	3,087,600		77,438,340		
<b>Business Service Revenues</b>																																		
I-25x25MB SMB (56.0%)	-	-	9,450	29,700	43,200	47,250	48,600	48,600	48,600	49,950	51,300	51,300	51,300	52,650	54,000	55,350	56,700	56,700	56,700	58,050	59,400	59,400	59,400	60,750	62,100	63,450	64,800	64,800	64,800	66,150		1,494,450		
I-1x1G SMB (36.0%)	-	-	8,400	29,400	44,100	46,200	46,200	48,300	50,400	50,400	50,400	50,400	50,400	52,500	54,600	54,600	54,600	56,700	58,800	58,800	58,800	58,800	58,800	60,900	63,000	63,000	63,000	65,100	67,200	67,200	67,200		1,491,000	
I-10x10G SMB (5.0%)	-	-	2,700	5,400	8,100	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800		286,200	
I-25x25MB Dedicated **not currently offered (0.0%)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
I-1x1G Dedicated (3.0%)	-	-	-	7,176	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352	14,352		380,328	
I-10x10G Dedicated **not currently offered (0.0%)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
M-Managed Services (50.0%)	-	466	1,476	2,176	2,409	2,486	2,486	2,486	2,486	2,564	2,642	2,642	2,642	2,720	2,797	2,797	2,797	2,875	2,953	3,030	3,108	3,186	3,186	3,186	3,186	3,263	3,263	3,263	3,341	3,419	3,419		76,923	
<b>Subtotal: Business Service Revenues</b>	-	-	21,016	73,152	111,928	121,011	122,438	124,538	126,638	128,666	129,494	129,494	129,494	133,022	136,549	137,899	139,249	141,427	143,605	145,822	146,460	146,460	146,460	149,988	153,515	154,865	156,215	158,393	160,571	161,921		3,728,901		
<b>Anchor &amp; Dedicated Revenues</b>																																		
I-Anchor 1Gx1G DIA (0.0%)	-	-	15,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000		825,000
I-Anchor 10Gx10G DIA (0.0%)	-	-	-	-	72,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000		3,528,000
X-Anchor 200M Transport (0.0%)	-	-	15,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000		825,000
X-Anchor 1G Transport (0.0%)	-	-	12,240	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480	24,480		673,200
X-Anchor 10G Transport (0.0%)	-	-	-	-	72,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000		3,528,000
<b>Subtotal: Anchor &amp; Dedicated Revenues</b>	-	-	42,240	84,480	84,480	228,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480		9,379,200	
<b>Total Revenues - Res</b>	-	-	248,160	1,104,930	2,075,850	2,515,200	2,668,110	2,774,880	2,837,370	2,901,720	2,937,930	2,946,000	2,954,070	2,962,140	2,971,380	2,979,450	2,987,520	2,995,590	3,003,660	3,011,730	3,019,800	3,027,870	3,035,940	3,045,180	3,053,250	3,061,320	3,069,390	3,077,460	3,084,840	3,087,600		77,438,340		
<b>Total Revenues - Bus</b>	-	-	21,016	73,152	111,928	121,011	122,438	124,538	126,638	128,666	129,494	129,494	129,494	133,022	136,549	137,899	139,249	141,427	143,605	145,822	146,460	146,460	146,460	149,988	153,515	154,865	156,215	158,393	160,571	161,921		3,728,901		
<b>Total Revenues - Anchor</b>	-	-	42,240	84,480	84,480	228,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480	372,480		9,379,200	
<b>Total Revenues</b>	-	-	311,416	1,262,562	2,272,258	2,864,691	3,163,028	3,271,898	3,336,488	3,402,266	3,439,904	3,447,974	3,456,044	3,464,114	3,472,184	3,480,254	3,488,324	3,496,394	3,504,464	3,512,534	3,520,604	3,528,674	3,536,744	3,544,814	3,552,884	3,560,954	3,569,024	3,577,094	3,585,164	3,593,234	3,601,304		90,546,441	
<b>Percent of Revenues - Res</b>	-	-	79.7%	87.5%	91.4%	87.8%	84.4%	84.8%	85.0%	85.3%	85.4%	85.4%	85.5%	85.4%	85.4%	85.4%	85.4%	85.4%	85.3%	85.3%	85.3%	85.4%	85.4%	85.4%	85.3%	85.3%	85.3%	85.3%	85.3%	85.3%		85.2%		
<b>Percent of Revenues - Bus</b>	-	-	6.7%	5.8%	4.9%	4.2%	3.9%	3.8%	3.8%	3.8%	3.8%	3.8%	3.7%	3.8%	3.9%	4.0%	4.0%	4.0%	4.1%	4.1%	4.1%	4.1%	4.1%	4.2%	4.3%	4.3%	4.4%	4.4%	4.4%	4.4%		4.5%		
<b>Percent of Revenues - Anchor</b>	-	-	13.6%	6.7%	3.7%	8.0%	11.8%	11.4%	11.2%	10.9%	10.8%	10.8%	10.8%	10.7%	10.7%	10.7%	10.6%	10.6%	10.6%	10.5%	10.5%	10.5%	10.4%	10.4%	10.4%	10.4%	10.3%	10.3%	10.3%	10.3%		10.3%		
<b>Total Percent</b>	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%		100.0%		
<b>Total Revenue (Service+Install+Equip): Res</b>	-	-	248,160	1,228,680	2,149,500	2,530,000	2,683,560	2,781,180	2,843,820	2,908,320	2,938,680	2,946,000	2,954,820	2,963,040	2,972,280	2,980,200	2,988,420	2,996,340	3,004,560	3,012,480	3,020,700	3,028,620	3,036,840	3,046,080	3,054,000	3,062,220	3,070,140	3,078,360	3,085,440	3,087,600		77,701,		

Installation Revenues

Fiscal (October-September)

Proprietary and Confidential Information

No Ins Fee	Fiscal (October-September)																														Totals
	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026	2026-2027	2027-2028	2028-2029	2029-2030	2030-2031	2031-2032	2032-2033	2033-2034	2034-2035	2035-2036	2036-2037	2037-2038	2038-2039	2039-2040	2040-2041	2041-2042	2042-2043	2043-2044	2044-2045	2045-2046	2046-2047	2047-2048	2048-2049	2049-2050	
Year #	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
<b>Residential Installation Revenues</b>																															
I-25x25MB (LifeLine) **Not currently offered (0.0%)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
I-25x25MB **Not currently offered (0.0%)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
I-1x1GB (90.0%)	-	-	-	111,450	66,300	13,950	13,950	5,700	5,850	5,850	750	750	750	750	750	750	750	750	750	750	750	750	750	750	750	750	750	750	600	-	
I-10x10GB (10.0%)	-	-	-	12,300	7,350	1,650	1,500	600	600	750	-	150	-	150	150	-	150	-	150	-	150	-	150	150	-	150	-	150	-	-	
M-Managed Svcs **Now combined w/ Internet (0.0%)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Subtotal: Residential Installation Revenues</b>	-	-	-	123,750	73,650	15,600	15,450	6,300	6,450	6,600	750	900	750	900	900	750	900	750	900	750	900	750	900	750	900	750	900	750	600	-	
<b>Business Installation Revenues</b>																															
I-25x25MB SMB (56.0%)	-	-	2,100	2,400	600	300	-	-	-	300	-	-	-	300	-	300	-	-	-	300	-	-	-	300	-	-	-	-	-	-	
I-1x1GB SMB (36.0%)	-	-	1,200	1,800	300	-	-	300	-	-	-	-	-	300	-	-	-	300	-	-	-	-	300	-	-	-	-	-	-	-	
I-10x10GB SMB (5.0%)	-	-	300	-	300	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
I-25x25MB Dedicated **not currently offered (0.0%)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
I-1x1GB Dedicated (3.0%)	-	-	-	300	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
I-10x10GB Dedicated **not currently offered (0.0%)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
M-Managed Services (50.0%)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Subtotal: Business Installation Revenues</b>	-	-	3,600	4,500	1,200	300	-	300	-	300	-	-	600	-	300	-	300	-	300	-	300	-	600	-	300	-	300	-	300	300	
<b>Anchor &amp; Dedicated Installation Revenues</b>																															
I-Anchor 10x1G DIA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
I-Anchor 10Gx10G DIA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
X-Anchor 200M Transport	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
X-Anchor 1G Transport	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
X-Anchor 10G Transport	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Subtotal: Anchor &amp; Dedicated Installation Revenues</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Total Installation Revenues - Residential</b>	-	-	-	123,750	73,650	15,600	15,450	6,300	6,450	6,600	750	900	750	900	900	750	900	750	900	750	900	750	900	750	900	750	900	750	600	-	
<b>Total Installation Revenues - Business</b>	-	-	3,600	4,500	1,200	300	-	300	-	300	-	-	600	-	300	-	300	-	300	-	300	-	600	-	300	-	300	-	300	300	
<b>Total Installation Revenues - Anchor &amp; Dedicated</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Total Installation Revenues</b>	-	-	3,600	128,250	74,850	15,900	15,450	6,600	6,450	6,900	750	900	750	1,500	900	1,050	900	1,050	900	1,050	900	1,500	750	900	1,500	750	1,200	750	1,200	600	300

237,150
26,250
7,500
4,800
600
300
13,200
263,400
13,200
276,600

**\*\* Demand is manually built using the Cumulative Demand tab.**

**Anchor Demand Forecast**

Fiscal (October-September)

Proprietary and Confidential Information

Total Network-Mixed		Uptake	0%	0%	50%	50%	50%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%		
Rollout Yr	Area (see Anchor List tab)	All Anchors	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026	2026-2027	2027-2028	2028-2029	2029-2030	2030-2031	2031-2032	2032-2033	2033-2034	2034-2035	2035-2036	2036-2037	2037-2038	2038-2039	2039-2040	2040-2041	2041-2042	2042-2043	2043-2044	2044-2045	2045-2046	2046-2047	2047-2048	2048-2049	2049-2050
		Year #	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
3	City Facilities (Internet/Transport)	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8
4	Schools (Internet/Transport)	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8
<b>Available Passings</b>		16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	
Cumulative Ins		-	-	8	8	8	8	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16

Growth Rate  Fixed <-- select growth type (dropdown)

Year to Start Growth

Model Total Anchor   
 Model Core Only Anchors

Business Demand Forecast

Fiscal (October-September)

Proprietary and Confidential Information

Total Network-Mixed		Uptake	0.00%	0.00%	22.00%	49.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	
Rollout Yr	Zone	All Bus Premises	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026	2026-2027	2027-2028	2028-2029	2029-2030	2030-2031	2031-2032	2032-2033	2033-2034	2034-2035	2035-2036	2036-2037	2037-2038	2038-2039	2039-2040	2040-2041	2041-2042	2042-2043	2043-2044	2044-2045	2045-2046	2046-2047	2047-2048	2048-2049	2049-2050
		Year #	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
2	Zone 1	38	38	39	39	40	40	41	41	42	42	43	43	44	44	45	45	46	46	47	47	48	48	49	49	50	50	51	51	52	52	53
3	Zone 2	13	13	14	14	15	15	16	16	17	17	18	18	19	19	20	20	21	21	22	22	23	23	24	24	25	25	26	26	27	27	28
Available Passings		51	51	53	53	55	55	57	57	59	59	61	61	63	63	65	65	67	67	69	69	71	71	73	73	75	75	77	77	79	79	81
Cumulative Ins		-	-	12	27	30	31	31	32	32	34	34	35	35	36	36	37	37	38	38	39	39	40	40	41	41	42	42	43	43	45	

Growth Rate per Zone  Fixed <-- select growth type (dropdown)

Year to Start Growth

Model Total Network Businesses  new number from Lucas; original number was 54; reduction of 4  
 Model Core Only Businesses

Buildout Zones	75%		25%		Zone 3	Zone 4	Zone 5	Total	Calc Splits
	Zone 1	Zone 2	Zone 1	Zone 2					
Uptake	38		13		0	0	0	51	
Year									
1	-	-	-	-	-	-	-	-	-
2	-	-	-	-	-	-	-	-	-
3	30%	11	-	-	-	-	11	22%	
4	25%	10	30%	4	-	-	14	27%	
5	-	25%	3	-	-	-	3	6%	
6	-	-	-	-	-	-	-	-	-
7	-	-	-	-	-	-	-	-	-
8	-	-	-	-	-	-	-	-	-
9	-	-	-	-	-	-	-	-	-
10	-	-	-	-	-	-	-	-	-
11	-	-	-	-	-	-	-	-	-
12	-	-	-	-	-	-	-	-	-
13	-	-	-	-	-	-	-	-	-
14	-	-	-	-	-	-	-	-	-
	55%	21	55%	7	-	-	0	28	55.00%
		55%		54%		0%			55%



Residential Demand Forecast

Fiscal (October-September)

Proprietary and Confidential Information

Total Network-Mixed		Uptake %	0.00%	0.00%	12.03%	40.09%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%	55.00%
Rollout Yr	Zone	All Res Premises	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026	2026-2027	2027-2028	2028-2029	2029-2030	2030-2031	2031-2032	2032-2033	2033-2034	2034-2035	2035-2036	2036-2037	2037-2038	2038-2039	2039-2040	2040-2041	2041-2042	2042-2043	2043-2044	2044-2045	2045-2046	2046-2047	2047-2048	2048-2049	2049-2050			
		Year #	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30			
2	Zone 1	983	1,038	1,093	1,148	1,203	1,258	1,352	1,446	1,485	1,525	1,570	1,575	1,580	1,585	1,590	1,595	1,600	1,605	1,610	1,615	1,620	1,625	1,630	1,635	1,640	1,645	1,650	1,655	1,660	1,665				
3	Zone 2	1,475	1,529	1,583	1,638	1,693	1,747	1,840	1,933	1,972	2,011	2,050	2,055	2,060	2,065	2,070	2,075	2,080	2,085	2,090	2,095	2,100	2,105	2,110	2,115	2,120	2,125	2,130	2,135	2,140	2,145	2,150			
<b>Available Passings</b>		<b>2,458</b>	<b>2,567</b>	<b>2,676</b>	<b>2,786</b>	<b>2,896</b>	<b>3,005</b>	<b>3,192</b>	<b>3,379</b>	<b>3,457</b>	<b>3,536</b>	<b>3,615</b>	<b>3,625</b>	<b>3,635</b>	<b>3,645</b>	<b>3,655</b>	<b>3,665</b>	<b>3,675</b>	<b>3,685</b>	<b>3,695</b>	<b>3,705</b>	<b>3,715</b>	<b>3,725</b>	<b>3,735</b>	<b>3,745</b>	<b>3,755</b>	<b>3,765</b>	<b>3,775</b>	<b>3,785</b>	<b>3,795</b>	<b>3,805</b>	<b>3,815</b>			
		Cumulative Ins	-	-	335	1,161	1,653	1,756	1,858	1,901	1,945	1,988	1,994	1,999	2,005	2,010	2,016	2,021	2,027	2,032	2,038	2,043	2,049	2,054	2,060	2,065	2,071	2,076	2,082	2,087	2,093	2,098			
582	Estimated Manual Increase by Zone (10 yrs)		55	55	55	55	55	94	94	39	40	40																							
575	Growth Rate Per Zone		54	54	55	55	54	93	93	39	39	39																							
		5.00	Fixed		← select growth type (dropdown)																														

Year to Start Growth  
11

Model Total Network Households: 2,458  
 Model Core Only Households: -  
 Occupancy Rate: 100%  
 new number from Lucas; previous was 2717; reduction of 259  
 N/A

Buildout Zones	40%	60%	Zone 3	Zone 4	Zone 5	Total	Calc Splits
55% Uptake	983	1,475	0	0	0	2,458	
Year 1	-	-	-	-	-	-	-
Year 2	-	-	-	-	-	-	-
Year 3	30%	295	-	-	-	295	12.03%
Year 4	25%	246	30%	443	-	689	28.06%
Year 5	-	-	25%	369	-	369	14.91%
Year 6	-	-	-	-	-	-	-
Year 7	-	-	-	-	-	-	-
Year 8	-	-	-	-	-	-	-
Year 9	-	-	-	-	-	-	-
Year 10	-	-	-	-	-	-	-
Year 11	-	-	-	-	-	-	-
Year 12	-	-	-	-	-	-	-
Year 13	-	-	-	-	-	-	-
Year 14	-	-	-	-	-	-	-
	55%	541	55%	812	-	1,353	55.00%
		55%		55%	0%	0%	55%

Calculated Rates Based on Rollout Schedule

Capital Plan

Capital Plan		Fiscal (October-September)		Proprietary and Confidential Information																																																																																																																																																																																																																																																																																																																									
Total Network-Mixed		2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	28-year totals																																																																																																																																																																																																																																																																																												
Total Network-Mixed		\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879																																																																																																																																																																																																																																																																																												
Full Network Backhaul/Resiliency		\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879	\$ 711,879																																																																																																																																																																																																																																																																																											
Core Construction Costs		\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200	\$ 20,200																																																																																																																																																																																																																																																																																											
Premises Connected (Groups) INTERNET		\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679	\$ 691,679																																																																																																																																																																																																																																																																																										
Building Improvements		\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000																																																																																																																																																																																																																																																																																										
General Equipment/Other Capex		\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000																																																																																																																																																																																																																																																																																									
Wireless Equipment (Assumed not needed)		\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0																																																																																																																																																																																																																																																																																									
Subtotal Categories Annual		\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081																																																																																																																																																																																																																																																																																									
Commitment by Year Categories		\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081																																																																																																																																																																																																																																																																																									
Subtotal Type Annual		\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081																																																																																																																																																																																																																																																																																									
Total Annual Capital		\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081	\$ 21,995,081																																																																																																																																																																																																																																																																																									
Total Cumulative Capital		\$ 21,995,081	\$ 43,990,162	\$ 65,985,243	\$ 87,980,324	\$ 109,975,405	\$ 131,970,486	\$ 153,965,567	\$ 175,960,648	\$ 197,955,729	\$ 219,950,810	\$ 241,945,891	\$ 263,940,972	\$ 285,936,053	\$ 307,931,134	\$ 329,926,215	\$ 351,921,296	\$ 373,916,377	\$ 395,911,458	\$ 417,906,539	\$ 439,901,620	\$ 461,896,701	\$ 483,891,782	\$ 505,886,863	\$ 527,881,944	\$ 549,877,025	\$ 571,872,106	\$ 593,867,187	\$ 615,862,268	\$ 637,857,349	\$ 659,852,430	\$ 681,847,511	\$ 703,842,592	\$ 725,837,673	\$ 747,832,754	\$ 769,827,835	\$ 791,822,916	\$ 813,817,997	\$ 835,813,078	\$ 857,808,159	\$ 879,803,240	\$ 901,798,321	\$ 923,793,402	\$ 945,788,483	\$ 967,783,564	\$ 989,778,645	\$ 1,011,773,726	\$ 1,033,768,807	\$ 1,055,763,888	\$ 1,077,758,969	\$ 1,099,754,050	\$ 1,121,749,131	\$ 1,143,744,212	\$ 1,165,739,293	\$ 1,187,734,374	\$ 1,209,729,455	\$ 1,231,724,536	\$ 1,253,719,617	\$ 1,275,714,698	\$ 1,297,709,779	\$ 1,319,704,860	\$ 1,341,699,941	\$ 1,363,695,022	\$ 1,385,690,103	\$ 1,407,685,184	\$ 1,429,680,265	\$ 1,451,675,346	\$ 1,473,670,427	\$ 1,495,665,508	\$ 1,517,660,589	\$ 1,539,655,670	\$ 1,561,650,751	\$ 1,583,645,832	\$ 1,605,640,913	\$ 1,627,635,994	\$ 1,649,631,075	\$ 1,671,626,156	\$ 1,693,621,237	\$ 1,715,616,318	\$ 1,737,611,399	\$ 1,759,606,480	\$ 1,781,601,561	\$ 1,803,596,642	\$ 1,825,591,723	\$ 1,847,586,804	\$ 1,869,581,885	\$ 1,891,576,966	\$ 1,913,572,047	\$ 1,935,567,128	\$ 1,957,562,209	\$ 1,979,557,290	\$ 2,001,552,371	\$ 2,023,547,452	\$ 2,045,542,533	\$ 2,067,537,614	\$ 2,089,532,695	\$ 2,111,527,776	\$ 2,133,522,857	\$ 2,155,517,938	\$ 2,177,513,019	\$ 2,199,508,100	\$ 2,221,503,181	\$ 2,243,498,262	\$ 2,265,493,343	\$ 2,287,488,424	\$ 2,309,483,505	\$ 2,331,478,586	\$ 2,353,473,667	\$ 2,375,468,748	\$ 2,397,463,829	\$ 2,419,458,910	\$ 2,441,453,991	\$ 2,463,449,072	\$ 2,485,444,153	\$ 2,507,439,234	\$ 2,529,434,315	\$ 2,551,429,396	\$ 2,573,424,477	\$ 2,595,419,558	\$ 2,617,414,639	\$ 2,639,409,720	\$ 2,661,404,801	\$ 2,683,399,882	\$ 2,705,394,963	\$ 2,727,390,044	\$ 2,749,385,125	\$ 2,771,380,206	\$ 2,793,375,287	\$ 2,815,370,368	\$ 2,837,365,449	\$ 2,859,360,530	\$ 2,881,355,611	\$ 2,903,350,692	\$ 2,925,345,773	\$ 2,947,340,854	\$ 2,969,335,935	\$ 2,991,331,016	\$ 3,013,326,097	\$ 3,035,321,178	\$ 3,057,316,259	\$ 3,079,311,340	\$ 3,101,306,421	\$ 3,123,301,502	\$ 3,145,296,583	\$ 3,167,291,664	\$ 3,189,286,745	\$ 3,211,281,826	\$ 3,233,276,907	\$ 3,255,271,988	\$ 3,277,267,069	\$ 3,299,262,150	\$ 3,321,257,231	\$ 3,343,252,312	\$ 3,365,247,393	\$ 3,387,242,474	\$ 3,409,237,555	\$ 3,431,232,636	\$ 3,453,227,717	\$ 3,475,222,798	\$ 3,497,217,879	\$ 3,519,212,960	\$ 3,541,208,041	\$ 3,563,203,122	\$ 3,585,198,203	\$ 3,607,193,284	\$ 3,629,188,365	\$ 3,651,183,446	\$ 3,673,178,527	\$ 3,695,173,608	\$ 3,717,168,689	\$ 3,739,163,770	\$ 3,761,158,851	\$ 3,783,153,932	\$ 3,805,149,013	\$ 3,827,144,094	\$ 3,849,139,175	\$ 3,871,134,256	\$ 3,893,129,337	\$ 3,915,124,418	\$ 3,937,119,499	\$ 3,959,114,580	\$ 3,981,109,661	\$ 4,003,104,742	\$ 4,025,099,823	\$ 4,047,094,904	\$ 4,069,090,000	\$ 4,091,085,080	\$ 4,113,080,161	\$ 4,135,075,242	\$ 4,157,070,323	\$ 4,179,065,404	\$ 4,201,060,485	\$ 4,223,055,566	\$ 4,245,050,647	\$ 4,267,045,728	\$ 4,289,040,809	\$ 4,311,035,890	\$ 4,333,030,971	\$ 4,355,026,052	\$ 4,377,021,133	\$ 4,399,016,214	\$ 4,421,011,295	\$ 4,443,006,376	\$ 4,465,001,457	\$ 4,487,000,000	\$ 4,509,000,000	\$ 4,531,000,000	\$ 4,553,000,000	\$ 4,575,000,000	\$ 4,597,000,000	\$ 4,619,000,000	\$ 4,641,000,000	\$ 4,663,000,000	\$ 4,685,000,000	\$ 4,707,000,000	\$ 4,729,000,000	\$ 4,751,000,000	\$ 4,773,000,000	\$ 4,795,000,000	\$ 4,817,000,000	\$ 4,839,000,000	\$ 4,861,000,000	\$ 4,883,000,000	\$ 4,905,000,000	\$ 4,927,000,000	\$ 4,949,000,000	\$ 4,971,000,000	\$ 4,993,000,000	\$ 5,015,000,000	\$ 5,037,000,000	\$ 5,059,000,000	\$ 5,081,000,000	\$ 5,103,000,000	\$ 5,125,000,000	\$ 5,147,000,000	\$ 5,169,000,000	\$ 5,191,000,000	\$ 5,213,000,000	\$ 5,235,000,000	\$ 5,257,000,000	\$ 5,279,000,000	\$ 5,301,000,000	\$ 5,323,000,000	\$ 5,345,000,000	\$ 5,367,000,000	\$ 5,389,000,000	\$ 5,411,000,000	\$ 5,433,000,000	\$ 5,455,000,000	\$ 5,477,000,000	\$ 5,499,000,000	\$ 5,521,000,000	\$ 5,543,000,000	\$ 5,565,000,000	\$ 5,587,000,000	\$ 5,609,000,000	\$ 5,631,000,000	\$ 5,653,000,000	\$ 5,675,000,000	\$ 5,697,000,000	\$ 5,719,000,000	\$ 5,741,000,000	\$ 5,763,000,000	\$ 5,785,000,000	\$ 5,807,000,000	\$ 5,829,000,000	\$ 5,851,000,000	\$ 5,873,000,000	\$ 5,895,000,000	\$ 5,917,000,000	\$ 5,939,000,000	\$ 5,961,000,000	\$ 5,983,000,000	\$ 6,005,000,000	\$ 6,027,000,000	\$ 6,049,000,000	\$ 6,071,000,000	\$ 6,093,000,000	\$ 6,115,000,000	\$ 6,137,000,000	\$ 6,159,000,000	\$ 6,181,000,000	\$ 6,203,000,000	\$ 6,225,000,000	\$ 6,247,000,000	\$ 6,269,000,000	\$ 6,291,000,000	\$ 6,313,000,000	\$ 6,335,000,000	\$ 6,357,000,000	\$ 6,379,000,000	\$ 6,401,000,000	\$ 6,423,000,000	\$ 6,445,000,000	\$ 6,467,000,000	\$ 6,489,000,000	\$ 6,511,000,000	\$ 6,533,000,000	\$ 6,555,000,000	\$ 6,577,000,000	\$ 6,599,000,000	\$ 6,621,000,000	\$ 6,643,000,000	\$ 6,665,000,000	\$ 6,687,000,000	\$ 6,709,000,000	\$ 6,731,000,000	\$ 6,753,000,000	\$ 6,775,000,000	\$ 6,797,000,000	\$ 6,819,000,000	\$ 6,841,000,000	\$ 6,863,000,000	\$ 6,885,000,000	\$ 6,907,000,000	\$ 6,929,000,000	\$ 6,951,000,000





1.2 increased by 2%

EMPLOYER DEDUCTIONS/OVERHEADS  
Use detailed deductions/overheads (cols L-Q) or flat rat Flat C-----

ANNUAL WITH YEARLY INCREASE BEFORE OVERHEAD

Compensation	(H) Hourly (\$/hour)	(F) Full Time	Hourly rate or Salary	Annual	Total Pay	Annual Employee Pd by Employer		Net Employer % Total 7.65%	Social Security	Retirement % Total 16.20%	Insurance (note A)	Workman's Comp * % Annual 0.310%	Auto Allowance	Misc Overhead % Annual 0.00%	Flat % % Annual 34.00%	Total Benefits and Overheads	Fully Loaded Cost	Overhead %	Yearly Incr	Staffing Agency Cost	Notes
						% Total 7.65%	% Total 16.20%														
FTE-A-Telecom Mgr/ OSP Engineering Supervisor	S	F	116,400.00	116,400	116,400	-	-	-	-	-	-	-	-	-	-	39,576	155,976	34.00%	IS	Haverly Salary number	
FTE-A-Sales & Marketing Manager	S	F	90,000.00	90,000	90,000	-	-	-	-	-	-	-	-	-	-	30,600	120,600	34.00%	IS	Haverly Salary number	
FTE-A-Headend/Network Mgr	S	F	84,000.00	84,000	84,000	-	-	-	-	-	-	-	-	-	-	28,560	112,560	34.00%	IS	Haverly Salary number	
FTE-A-Customer Support Rep	H	F	21.00	43,680	43,680	-	-	-	-	-	-	-	-	-	-	14,851	58,531	34.00%	IS		
FTE-D-Network/NOX Technician (Data Center/Inside)	H	F	34.00	72,384	72,384	-	-	-	-	-	-	-	-	-	-	24,611	96,995	34.00%	IS		
FTE-D-Technical Service Rep	H	F	21.00	43,680	43,680	-	-	-	-	-	-	-	-	-	-	14,851	58,531	34.00%	IS		
FTE-D-Field Services Technician (In-house)	H	F	11.20	64,896	64,896	-	-	-	-	-	-	-	-	-	-	22,065	86,961	34.00%	IS		
FTE-D-Field Locates Technician (In-house)	H	F	19.20	39,936	39,936	-	-	-	-	-	-	-	-	-	-	13,578	53,514	34.00%	IS		
				554,976	554,976	-	-	-	-	-	-	-	-	-	-	188,692	743,668	34.00%			

Notes: A Assumes everyone takes family option. Total is reduced by \$8 that the employee pays

2020-	2021-	2022-	2023-	2024-	2025-	2026-	2027-	2028-	2029-	2030-	2031-	2032-	2033-	2034-	2035-	2036-	2037-	2038-	2039-	2040-	2041-	2042-	2043-	2044-	2045-	2046-	2047-	2048-	2049-	2050-
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
116,400	119,892	123,489	127,193	131,009	134,940	138,988	143,157	147,452	151,876	156,432	161,125	165,959	170,937	176,065	181,347	186,788	192,391	198,163	204,108	210,231	216,538	223,034	229,725	236,617	243,716	251,027	258,558	266,315	274,304	
90,000	92,700	95,411	98,145	101,296	104,835	108,689	112,809	117,490	122,839	128,962	135,981	143,918	152,888	161,995	172,354	183,079	194,186	205,691	217,611	230,062	243,060	256,623	270,768	285,512	300,873	316,878	333,555	350,932	369,048	
84,000	86,520	89,116	91,789	94,541	97,375	100,298	103,309	106,409	109,601	112,889	116,276	120,764	125,357	130,060	134,879	139,819	144,886	150,085	155,421	160,899	166,524	172,299	178,229	184,319	190,574	197,000	203,603	210,390	217,368	
43,680	44,990	46,340	47,730	49,162	50,637	52,156	53,721	55,333	56,992	58,702	60,463	62,277	64,146	66,070	68,052	70,094	72,196	74,362	76,593	78,891	81,258	83,695	86,206	88,792	91,456	94,200	97,026	99,937	102,935	
72,384	74,556	76,792	79,096	81,469	83,913	86,430	89,023	91,694	94,445	97,278	100,196	103,202	106,298	109,487	112,772	116,155	119,640	123,229	126,926	130,734	134,656	138,695	142,856	147,142	151,556	156,103	160,786	165,609	170,578	
43,680	44,990	46,340	47,730	49,162	50,637	52,156	53,721	55,333	56,992	58,702	60,463	62,277	64,146	66,070	68,052	70,094	72,196	74,362	76,593	78,891	81,258	83,695	86,206	88,792	91,456	94,200	97,026	99,937	102,935	
64,896	66,843	68,848	70,914	73,041	75,232	77,489	79,814	82,208	84,675	87,215	89,811	92,466	95,182	97,963	100,813	103,736	106,736	110,819	114,981	119,226	123,559	127,985	132,508	137,122	141,831	146,639	151,551	156,571	161,704	
39,936	41,134	42,368	43,639	44,948	46,297	47,686	49,116	50,588	52,107	53,671	55,281	56,939	58,647	60,407	62,219	64,086	66,008	67,988	70,028	72,129	74,293	76,522	78,817	81,182	83,617	86,126	88,709	91,371	94,112	
554,976	571,625	588,774	606,437	624,630	643,369	662,670	682,550	703,027	724,118	745,841	768,217	791,263	815,001	839,451	864,635	890,574	917,291	944,809	973,154	1,002,348	1,032,419	1,063,391	1,095,293	1,128,152	1,161,997	1,196,856	1,232,762	1,269,743	1,307,837	

Analysis:

Count	Annual	Total	SS	Retirement	Insurance	Work Comp	Auto	Misc	Flat	Total	Full Load	Staffing
Full Time Job Sectors: 8	554,976	554,976	-	-	-	-	-	-	188,692	743,668	743,668	-
Part Time Job Sectors: 0	-	-	-	-	-	-	-	-	-	-	-	-
Salaried: 3	290,400	290,400	-	-	-	-	-	290,400	98,736	389,136	389,136	-
Hourly: 5	264,576	264,576	-	-	-	-	-	89,296	154,332	423,908	423,908	-
FTE-A (Admin): 4	114,000	114,000	-	-	-	-	-	113,587	113,587	227,587	227,587	-
FTE-D (Direct): 4	220,896	220,896	-	-	-	-	-	75,105	290,001	510,901	510,901	-