

BTOP Comprehensive Community Infrastructure Project Plan and Build-out Timeline

Please complete the Project Plan and Build-out Timeline templates below. Note that these templates may be modified by applicants in order to provide the most effective presentation of the data for their specific project. Applicants should ensure, however, that they provide at least as much detail as the provided templates require.

For system stability reasons, it is recommended that you provide this upload in PDF format. This instruction page need not be included in the upload.

PROJECT PLAN

- Use the following table to list the major network build-out phases and milestones that can demonstrate that your entire project will be substantially complete by the end of Year 2 and fully complete by the end of Year 3. This is to be done at the aggregate level (combining all proposed funded service areas.)
- Indicated how the milestones listed below will demonstrate these completion objectives. The applicant should consider such project areas as: a) network design; b) securing all relevant licenses and agreements; c) site preparation; d) inside plant deployment; e) outside plan deployment; f) deployment of business & operational support systems; g) network testing; f) network operational. The applicant may provide any other milestones that it believes showcase progress.
- Project inception (Year 0) starts at the date when the applicant receives notice that the project has been approved for funding.
- In the table, provide any information (e.g., facts, analysis) to: a) demonstrate the reasonableness of these milestones; b) substantiate the ability to reach the milestones by the quarters indicated.

Time Period	Quarter	Milestones	Support for Reasonableness/Data Points
Year 0	Qtr. 3	<ul style="list-style-type: none"> • Finalize Grant Funding • Initiate Project Detail Engineering for fiber network. • Initiate Project Detail Engineering for Wireless systems • Initiate and complete Project Management • Initiate Site Acquisition 	<ul style="list-style-type: none"> • Grant announcement required to kick off project implementation • The proposed engineering consulting firm has verified that adequate staff is available to complete this assignment in less than six weeks, beginning with one week notice.
Year 0	Qtr. 4	<ul style="list-style-type: none"> • Initiate City permits, as required • Initiate and Finalize DOT permits for submittal • Material cost(s) detailed and compared 	<ul style="list-style-type: none"> • In association with the collaborative efforts of the project, local governments have pre-screened the requirements and are prepared to expedite the permitting process. • Material lists have been developed as part of the application process with moderated refinement required.
Year 1	Qtr. 1	<ul style="list-style-type: none"> • Fiber detail engineering complete • Wireless detail engineering complete • City administration permits received, as required • Material vendor(s) selected and orders completed for fiber materials and wireless materials • Fiber cable construction contracts bid and awarded • Site preparation bidding completed • Tower sites and Fiber building sites finalized and acquisitions completed 	<ul style="list-style-type: none"> • Potential vendors have been involved in the initial phases of developing this application and have advanced notice of the required timelines. • Pre-bid conferences will be held using the preliminary design. The bid will be due 15 days after final engineering. • Preliminary network design reflects 75% utilization of local government sites, as part of the collaborative effort for tower sites and fiber buildings. Project Management staff have site acquisition personnel prepared for contract negotiations.
	Qtr. 2	<ul style="list-style-type: none"> • Network Management Systems, OSS and other systems installation timelines and materials initiated 	<ul style="list-style-type: none"> • Only state of AL DOT permitting is required for state highway construction.

		<ul style="list-style-type: none"> • DOT permits received • Cable Materials inventoried and Construction plans released and initiated 	<ul style="list-style-type: none"> • Material lead time varies from 1 week to 6 weeks.
	Qtr. 3	<ul style="list-style-type: none"> • Fiber construction-30% complete • Tower Site Preparation complete 	<ul style="list-style-type: none"> • Fiber plowing crews can average 1 mile a day. Boring crews can average 1,000 feet per day. • 75% of tower sites will be placed on existing utility sites with minimum site prep required. Each existing site is estimated at one week. If necessary, multiple grading and excavation crews may be contracted.
	Qtr. 4	<ul style="list-style-type: none"> • Identify sales/marketing plans for customer premise equipment orders • Fiber Placement-50% 	<ul style="list-style-type: none"> • Fiber plow can average 1 mile a day and boring can average 1,000 feet per day. Multiple crews may be utilized.
Year 2	Qtr. 1	<ul style="list-style-type: none"> • Radio and fiber backbone optronics installation complete • Network NMS installed • Fiber Placement-80% 	<ul style="list-style-type: none"> • Experienced crew can average two radio sites per week requiring only 8 weeks to complete the project. Optronics installers require 2 days per site or eight days. • Commercially available systems requiring minimum customization will require less than 30 days for installation and testing. The Project Management Team has extensive experience in NMS/OSS systems and managing the required sub-contractors.
	Qtr. 2	<ul style="list-style-type: none"> • Customer Premise optronics for partners installed • System test and activation begins • Fiber (Backbone Complete) 	<ul style="list-style-type: none"> • Customer locations will be prepped well in advance and only require 3.5 man hours per site for installation. Approximately 60 sites will be required for a total of six man weeks. Subcontractor has a minimum of 4 technicians available for the project.
	Qtr. 3	<ul style="list-style-type: none"> • System Test and Activation continues • 1st wholesale customer activated 	<ul style="list-style-type: none"> • Estimated 30 days for test and debugging and final acceptance.
	Qtr. 4	<ul style="list-style-type: none"> • System Test and Acceptance complete 	<ul style="list-style-type: none"> •
Year 3	Qtr. 1	<ul style="list-style-type: none"> • Customer Installation continues • Project cleanup and final inspection 	<ul style="list-style-type: none"> •
	Qtr. 2	<ul style="list-style-type: none"> • Finalize Documentation 	<ul style="list-style-type: none"> •

	Qtr. 3	<ul style="list-style-type: none">• Close Project	<ul style="list-style-type: none">•
	Qtr. 4		<ul style="list-style-type: none">•

Proposed Last Mile Service Offerings

Name of Service Tier	Advertised Speeds		Estimated Average Speeds		Average Latency	Pricing Plan (\$ per month)	Other Comments/Description/Features or Limitations
	Downstream Mbps	Upstream Mbps	Downstream Mbps	Upstream Mbps	@ End User CPE milliseconds		
Bronze	0.768	0.256	TBD	TBD	TBD	\$25.00	
Silver	3	1	TBD	TBD	TBD	\$30.00	
Gold	4	2	TBD	TBD	TBD	\$40.00	
BEAR Business	6	6	6	6		\$75.00	

Explanation of Average Speed Calculations:

These service plans are to be offered by the End User Provider. M² Connections plans to wholesale services to entities such as Main Street Broadband, CommuniComm Services and other potential clients.

Competitor Data

Competitor Data - Last Mile Service Providers

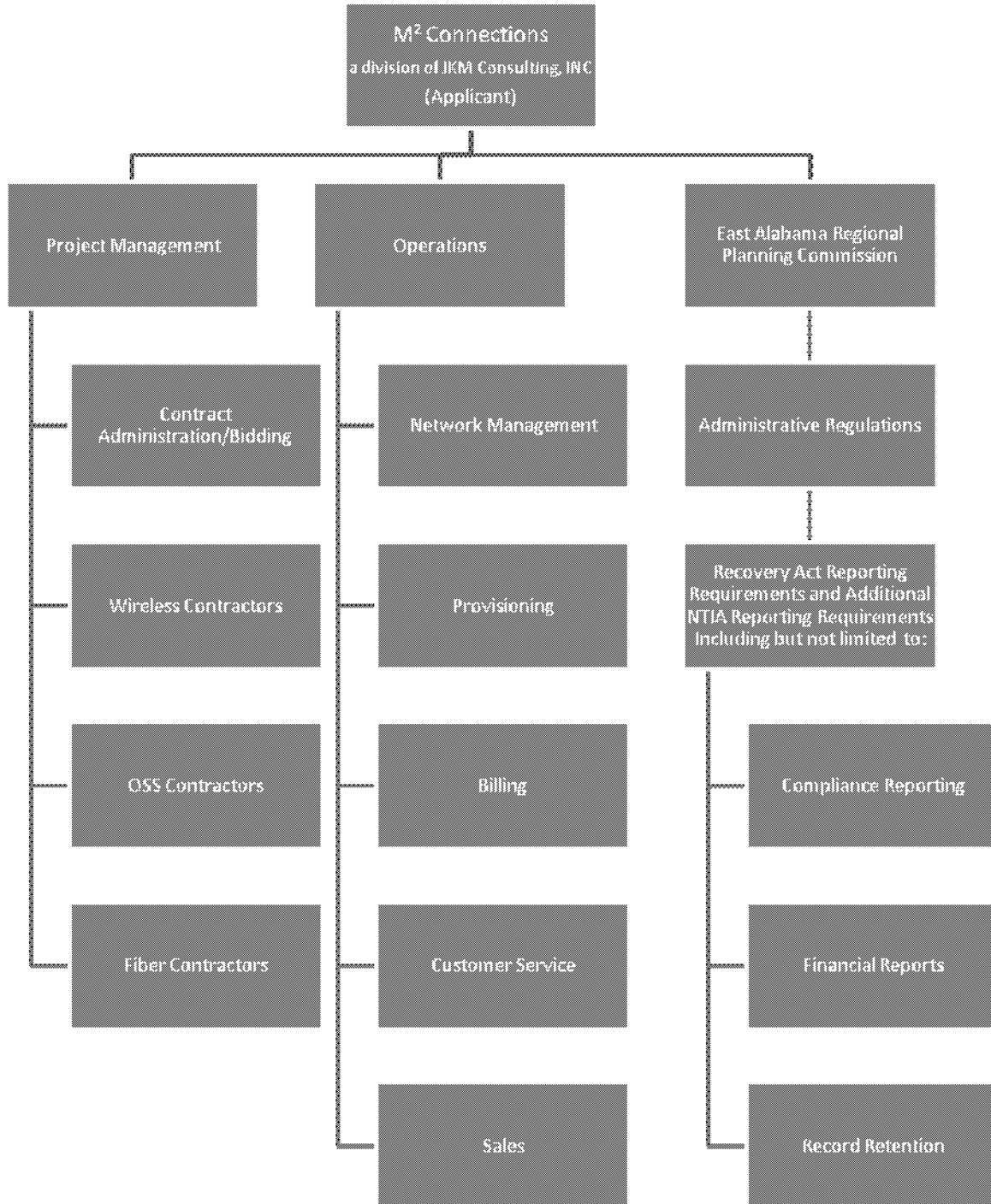
Service Provider	Service Areas Where Service Available	Technology Platform	Service Tiers	Distance Band or Point-to-Point	Minimum Peak Load Network Bandwidth Capacity	Pricing	Other Comments/Description/Features or Limitations
AT&T Wireless	Area I: Pleasant Valley, Area II: Munford, Area III: Talladega, Area IV: Anniston	3G Wireless	Entry Level Plan	DB	variable	\$35.00	
			Highest Speed Plan	DB	variable	\$60.00	
			Other Plans				
Verizon Wireless	Area I: Pleasant Valley, Area II: Munford, Area III: Talladega, Area IV: Anniston	3G Wireless	Entry Level Plan	DB	variable	\$39.99	
			Highest Speed Plan	DB	variable	\$59.99	
			Other Plans				
CommuniComm	Area V: Wadley, Area VI: Roanoke, Area VII: Wedowee, Area VIII: Clay County	Cable Modem	Entry Level Plan	P-P	1.5	\$24.95	
			Highest Speed Plan	P-P	1.5	\$24.95	
			Other Plans				
Cable One	Area I: Pleasant Valley, Area II: Munford, Area IV: Anniston	Cable Modem	Entry Level Plan	P-P	1.5	\$26.00	
			Highest Speed Plan	P-P	10 mbps	\$60.00	
			Other Plans				
CenturyTel	Area III: Talladega, Area V: Wadley, Area VI: Roanoke, Area VII: Wedowee, Area VIII: Clay County	DSL	Entry Level Plan	P-P	0.512	\$31.20	
			Highest Speed Plan	P-P	1.5	\$41.20	
			Other Plans				
AT&T/Bellsouth	Area I: Pleasant Valley, Area II: Munford, Area III: Talladega, Area IV: Anniston	DSL	Entry Level Plan	P-P	768 kbps	\$19.95	12 mo. Contract
			Highest Speed Plan	P-P	3 mbps	\$37.95	12 mo. Contract
			Other Plans				

Competitor Data - Middle Mile Service Providers

Service Provider	Service Areas Where Service Available	Technology Platform	Service Tiers	Distance Band or Point-to-Point	Minimum Peak Load Network Bandwidth Capacity	Pricing	Other Comments/Description/Features or Limitations
CenturyTel	Area III: Talladega, Area V: Wadley, Area VI: Roanoke, Area VII: Wedowee, Area VIII: Clay County	DSL	Entry Level Plan				Special Assembly
			Highest Speed Plan				Special Assembly
			Other Plans				Special Assembly
AT&T/Bellsouth	Area I: Pleasant Valley, Area II: Munford, Area III: Talladega, Area IV: Anniston	DSL	Entry Level Plan				
			Highest Speed Plan	P-P	10 mbps	\$1,250.00	Limited availability

	IV: Anniston		Other Plans	P-P	10 mbps	\$650.00	price per connection point-min. 2
Cable One	Area I: Pleasant Valley, Area II: Munford, Area IV: Anniston	Cable Modem	Entry Level Plan				Special Assembly
			Highest Speed Plan				Special Assembly
			Other Plans				Special Assembly

Organizational Chart



PROFESSIONAL PROFILE:

- More than twenty years executive management of network engineering, operations and technology experience with a demonstrated ability to manage various levels of personnel, including technical, engineering, sales, IT and accounting in groups as large as 900 staff members.
- Pioneered three companies to profitable and successful entities sold to larger corporations; integration of 48 companies into acquiring entities; incorporating structure into a failing company that is now one of the most profitable in its segment of industry; Capital budget management up to 300 million.

EXPERIENCE:**JKM Consulting, Inc.****Oxford, AL****March 2005 – Present***Vice President*

- Managed engineering and construction on one hundred eighty mile fiber optic project, constructed for Georgia Board of Regents to serve small colleges in rural Northwest Georgia. Goal for construction was exceeded 60 days.
- Network Operations development for statewide wireless project to provide wireless telecom (voice and data) to 175 remote villages throughout Alaska.
- Wireless broadband service design for Honda plant in rural Georgia.

ITC^DeltaCom/ITC SERVICE/Interstate FiberNet **June 1991 – Feb 2005****ITC^Deltacom/Interstate FiberNet****October 1994-Feb 2005***Senior Vice President of Network Services*

- Implemented network planning, engineering and operations.
- Selected data and voice technologies, holding management responsibilities following implementation.
- Implemented a ten thousand mile fiber network.
- Implemented multi-state, multi-switch competitive local network; state of the art data network, and data center; integration management of network and operations during five acquisitions.

ITC Services Company/Interstate FiberNet**June 1991 – October 1994***Senior Vice President and Chief Operations Officer*

- Assisted with the initial design of an analog cellular network and transitioned to the initial multi-state digital PCS network, now T-Mobile.
- Developed business plans; managed engineering and construction of the fiber optic network; provided sales and marketing services, responsible for all executive and management of a carriers carrier; now ITC^Deltacom.
- Implemented first broadband distance learning network in rural Alabama and west Georgia.

MCI/Telecom*USA/Southern-Net**September 1986 – June 1991***Director of Network Operations*

PROFESSIONAL PROFILE:

Accomplished manager with over twenty year's telecommunications experience in Industry Relations, Network Planning and Operations, Project Management and Customer Service.

EXPERIENCE:

JKM Consulting, Inc. Oxford, AL March 1998 – Present
President

- Successfully matching quality, highly technical personnel and Project Managers with various organizations.
- Managed site planning and contract negotiations for Competitive Local Exchange Carriers and Cellular providers.

ITC DeltaCom/Interstate FiberNet /ICG/ITC SERVICE 1992 – 1998

ITC Deltacom/Interstate FiberNet February 1992-March 1998
Senior Manager

- Project Managed implementation of southern fiber network build including network development and personnel responsible for installation of fiber and electronics.
- Management responsibilities for Network Operations Center monitoring maintenance and network support for 13 states fiber optic facilities.

ICG Communications Birmingham, Alabama November 1994-June 1995
Regional Network Manager – Southeast Region

- Administered strategic direction of network development for carrier integration into southeastern competition with Incumbent Local Exchange Carrier; BellSouth.
- Collaborated on design and selection of equipment sites throughout eight southeastern states.

MCI/Telecom*USA/Southern-Net Atlanta, GA October 1987 – February 1992
Manager III – Project Management and Network Services

- Led industry forum responsibilities for establishing guidelines on 800 services throughout the United States with long distance and local providers.
- Managed development of practices and personnel (over 60 specialized representatives) for the acquisition of Western Union's telecommunications.
- Project Managed integration of over 48 companies through merger/acquisition.

Meredith Kaye Caudle



mcaudle@jkmconsultinginc.com

Highlight of Qualifications

- *Over six year Grant Writing and Administration*
- *Grant Administration of the Model Family Program through the Children's Trust Fund of Alabama*
- *Government services specializing in Prevention and Job Readiness*
- *County School Special Education Administration*
- *Strong Computer and Organization Skills*
- *Community Trainer for Computer Skills and Microsoft programs.*

WORK HISTORY

April 2008 – Present

JKM Consulting, Inc. Oxford, AL
Office and Diversity Management

October 2002-April 2008

Clay County Department of Human Resources
Prevention Specialist and Job Readiness

March 2004 – August 2005

Clay County High School
Special Education Administration

EDUCATION and Language

Southern Union State Community College
Clay County High School

Wadley, AL
Ashland, Alabama

CERTIFICATIONS:

- ❖ Non-Profit Management
- ❖ Grant Writing and Compliance

Attachment A SCOPE OF SERVICES

- a. Meetings - Attend project meetings and provide technical assistance during project implementation; attend related meetings with grantor and other entities as necessary;
- b. Files - Design a records management system that can be easily used by grantee's personnel. Provide assistance in setting up and maintaining the program files to adequately demonstrate compliance with all pertinent grant requirements.
- c. Environmental Review - In accordance with Federal regulations, perform the environmental review, prepare the Environmental Review Record, and prepare and distribute the necessary notices.
- d. Contract for Architectural/Engineering Services - Develop appropriate contract documentation for architectural/engineering services and prepare the necessary justification statement for utilization of the architectural/engineering firm chosen by the GRANTEE. Said justification statement shall specifically include reasonableness and cost justification based upon the review of the proposals and selection of the firm by the GRANTEE . Fee negotiation will also be the responsibility of the GRANTEE .
- e. Accounting Systems - Design, implement, and maintain an accounting system to monitor construction expenditures to include all appropriate ledgers and journals.
- f. Labor Standards - Conduct the required preconstruction conference(s) and ensure that construction activities comply with Labor Standards regulations.
- g. Project Budgets and Schedules - Prepare project and program grant budgets and schedules and revisions thereto, as required.
- h. Contractor Status - Coordinate with the State to obtain information with respect to debarment status on selected architectural/engineering and construction firms to be engaged in EDA funded public improvement contracts.
- i. Contract Approval - Review and approve construction contracts for compliance with Federal regulations and requirements.

Attachment A SCOPE OF SERVICES

- j. Financial Management - Assist in approving grant related purchase requests with respect to programmatic and regulatory compliance. Prepare Requests for Payment. Monitor GRANTEE financial transactions and records.
- k. Equal Opportunity - Assist the GRANTEE in its implementation of equal opportunity provisions.
- l. Acquisition - In the event that construction activities call for the acquisition of easements or other parcels, provide guidance to the GRANTEE to ensure compliance with the Real Property Acquisition regulations.
- m. Project Management - Monitor generally the contract performance of the architectural/engineering firm and construction contractors with respect to project costs, schedules and performance.
- n. Grant Closeout - Assist the GRANTEE with arrangements to conduct the required grant audit and prepare the necessary Grantee Performance Report.
- o. General Administrative - The above activities notwithstanding, provide general assistance, as appropriate, and when needed to assure that the EDA grant program is performed and completed in a timely and competent manner. Responsibilities in this area shall include, but are not limited to, preparation of miscellaneous reports, correspondence and file documentation, meetings with various persons and agencies, and coordination specifically in response to requirements and requests of the EDA.

BTOP Comprehensive Community Infrastructure Pro Forma Financial Projections

Please complete the Income Statement, Balance Sheet, Cash Flows, and NPV-IRR Table worksheets. Key assumptions used to formulate these financial projections should be listed in the Key Assumptions worksheet. Please note that these are **project-specific** projections, in contrast to the historical financial information which is provided at the organizational level.

Please refer to the Comprehensive Community Infrastructure Grant Guidance for detailed instructions on the completing this attachment.

Applicants are required to provide this attachment as an Excel file, and not to convert it to a PDF when submitting a copy of their application on an appropriate electronic medium, such as a DVD, CD-ROM, or flash drive. Applicants may make adjustments to the format of the templates as necessary to provide the most effective presentation of the data for their specific project, but should not remove major headings (*e.g.* Revenues and Expenses on the Income Statement) or provide less detailed information than would be required to complete the provided templates.

Income Statement

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Revenues								
Broadband Offerings								
Wholesale Data	\$ -	\$ 11,903	\$ 202,775	\$ 253,107	\$ 264,861	\$ 276,615	\$ 288,369	\$ 300,123
Retail Data	\$ -	\$ 49,500	\$ 85,800	\$ 125,400	\$ 173,250	\$ 222,750	\$ 277,200	\$ 306,900
Dark Fiber	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Collocation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other (list specific services)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Network Driven Revenues								
Video Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Voice Services (local/toll/long distance)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other (list specific services)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Universal Service Fund	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Installation Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Revenues	\$ -	\$ 61,403	\$ 288,575	\$ 378,507	\$ 438,111	\$ 499,365	\$ 565,569	\$ 607,023
Expenses								
Backhaul		\$ 15,000	\$ 33,000	\$ 48,000	\$ 48,000	\$ 48,000	\$ 57,600	\$ 57,600
Network Maintenance/Monitoring	\$ -	\$ -	\$ 18,000	\$ 18,000	\$ 30,000	\$ 42,000	\$ 42,000	\$ 48,000
Utilities	\$ -	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,900	\$ 3,900	\$ 4,500	\$ 4,560
Leasing	\$ 4,500	\$ 22,800	\$ 22,800	\$ 22,800	\$ 24,000	\$ 24,000	\$ 25,200	\$ 27,000
Sales/Marketing	\$ 4,000	\$ 60,000	\$ 60,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 38,400	\$ 42,000
Customer Care	\$ 5,525	\$ 23,205	\$ 23,669	\$ 72,142	\$ 75,025	\$ 75,025	\$ 77,425	\$ 77,918
Billing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Corporate G&A	\$ -	\$ -	\$ 36,000	\$ 36,000	\$ 42,000	\$ 42,000	\$ 48,000	\$ 49,200
Other Operating Expense	\$ 1,500	\$ 13,800	\$ 6,000	\$ 21,300	\$ 26,520	\$ 26,520	\$ 30,900	\$ 34,500
Total	\$ 15,525	\$ 122,805	\$ 169,469	\$ 209,242	\$ 237,445	\$ 249,445	\$ 266,425	\$ 283,178
EBITDA	\$ (15,525)	\$ (61,403)	\$ 119,105	\$ 169,265	\$ 200,666	\$ 249,920	\$ 299,144	\$ 323,845
Depreciation	\$ -	\$ 253,886	\$ 761,657	\$ 1,015,543	\$ 921,366	\$ 924,224	\$ 927,081	\$ 927,081
Amortization	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Earnings Before Interest and Taxes	\$ (15,525)	\$ (315,288)	\$ (642,552)	\$ (846,278)	\$ (720,701)	\$ (674,304)	\$ (627,937)	\$ (603,236)
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Income Before Taxes	\$ (15,525)	\$ (315,288)	\$ (642,552)	\$ (846,278)	\$ (720,701)	\$ (674,304)	\$ (627,937)	\$ (603,236)
Property Tax	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Income Taxes	\$ -	\$ -	\$ 16,000	\$ 15,050	\$ 14,150	\$ 13,300	\$ 12,500	\$ 11,800
Net Income	\$ (15,525)	\$ (315,288)	\$ (658,552)	\$ (861,328)	\$ (734,851)	\$ (687,604)	\$ (640,437)	\$ (615,036)

Balance Sheet

Assets	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Current Assets								
Cash	\$ 735,475	\$ 1,363,264	\$ 77,709	\$ 193,270	\$ 221,221	\$ 220,653	\$ 225,859	\$ 229,038
Marketable Securities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Accounts Receivable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Notes Receivable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Inventory	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Prepayments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Assets	\$ 735,475	\$ 1,363,264	\$ 77,709	\$ 193,270	\$ 221,221	\$ 220,653	\$ 225,859	\$ 229,038
Non-Current Assets								
Long-Term Investments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amortizable Asset (Net of Amortization)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Plant in Service	\$ 2,579,540	\$ 5,379,540	\$ 8,199,737	\$ 8,219,737	\$ 8,239,737	\$ 8,259,737	\$ 8,279,737	\$ 8,299,737
Less: Accumulated Depreciation	\$ -	\$ (253,886)	\$ (761,657)	\$ (1,015,543)	\$ (921,366)	\$ (924,224)	\$ (927,081)	\$ (927,081)
Net Plant	\$ 2,579,540	\$ 5,125,654	\$ 7,438,080	\$ 7,204,194	\$ 7,318,371	\$ 7,335,513	\$ 7,352,656	\$ 7,372,656
Other	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Non-Current Assets	\$ 2,579,540	\$ 5,125,654	\$ 7,438,080	\$ 7,204,194	\$ 7,318,371	\$ 7,335,513	\$ 7,352,656	\$ 7,372,656
Total Assets	\$ 3,315,015	\$ 6,488,918	\$ 7,515,789	\$ 7,397,465	\$ 7,539,592	\$ 7,556,166	\$ 7,578,515	\$ 7,601,695
Liabilities and Owners' Equity								
Liabilities								
Current Liabilities								
Accounts Payable	\$ -	\$ 4,192	\$ 33,531	\$ 80,594	\$ 106,065	\$ 100,568	\$ 104,259	\$ 105,655
Notes Payable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Liabilities	\$ -	\$ 4,192	\$ 33,531	\$ 80,594	\$ 106,065	\$ 100,568	\$ 104,259	\$ 105,655
Long-Term Liabilities								
Long Term Notes Payable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Long Term Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Long-Term Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Liabilities	\$ -	\$ 4,192	\$ 33,531	\$ 80,594	\$ 106,065	\$ 100,568	\$ 104,259	\$ 105,655
Owner's Equity								
Capital Stock	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional Paid-In Capital	\$ 101,000	\$ 101,000	\$ 101,000	\$ 101,000	\$ 101,000	\$ 101,000	\$ 101,000	\$ 101,000
Patronage Capital Credits	\$ 3,229,540	\$ 6,729,540	\$ 8,148,737	\$ 8,148,737	\$ 8,148,737	\$ 8,148,737	\$ 8,148,737	\$ 8,148,737
Dividends	\$ 0	\$ 0	\$ 0	\$ (32,766)	\$ (162,952)	\$ (339,942)	\$ (559,972)	\$ (804,433)
Retained Earnings	\$ (15,525)	\$ (345,813)	\$ (767,479)	\$ (900,101)	\$ (653,258)	\$ (454,196)	\$ (215,509)	\$ 50,736
Total Equity	\$ 3,315,015	\$ 6,484,727	\$ 7,482,258	\$ 7,316,871	\$ 7,433,526	\$ 7,455,599	\$ 7,474,256	\$ 7,496,040

Total Liabilities and Owner's Equity	\$ 3,315,015	\$ 6,488,918	\$ 7,515,789	\$ 7,397,465	\$ 7,539,592	\$ 7,556,166	\$ 7,578,515	\$ 7,601,695

Statement of Cash Flows

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Beginning Cash	\$ -	\$ 735,475	\$ 1,363,264	\$ 77,709	\$ 193,270	\$ 221,221	\$ 220,653	\$ 225,859
CASH FLOWS FROM OPERATING ACTIVITIES:								
Net Income	(\$15,525)	(\$330,288)	(\$675,552)	(\$894,278)	(\$768,701)	(\$722,304)	(\$685,537)	(\$660,836)
<i>Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities</i>								
Add: Depreciation	-	253,886	761,657	1,015,543	921,366	924,224	927,081	927,081
Add: Amortization	-	-	-	-	-	-	-	-
<i>Changes in Current Assets and Liabilities:</i>								
Marketable Securities	-	-	-	-	-	-	-	-
Accounts Receivable	-	-	-	-	-	-	-	-
Inventory	-	-	-	-	-	-	-	-
Prepayments	-	-	-	-	-	-	-	-
Other Current Assets	-	-	-	-	-	-	-	-
Accounts Payable	-	4,192	29,339	47,063	25,472	(5,498)	3,691	1,396
Other Current Liabilities	-	-	-	-	-	-	-	-
Net Cash Provided (Used) by Operations	(\$15,525)	(\$72,211)	\$115,445	\$168,327	\$178,137	\$196,422	\$245,235	\$267,641
CASH FLOWS FROM INVESTING ACTIVITIES:								
Capital Expenditures	\$2,579,540	\$2,800,000	\$2,820,197	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000
Amortizable Asset (Net of Amortization)	-	-	-	-	-	-	-	-
Long-Term Investments	-	-	-	-	-	-	-	-
Net Cash Used by Investing Activities	\$2,579,540	\$2,800,000	\$2,820,197	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000
CASH FLOWS FROM FINANCING ACTIVITIES:								
Notes Receivable	-	-	-	-	-	-	-	-
Notes Payable	-	-	-	-	-	-	-	-
Principal Payments	-	-	-	-	-	-	-	-
New Borrowing	-	-	-	-	-	-	-	-
Additional Paid-in Capital	\$101,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Additions to Patronage Capital Credits	\$3,229,540	\$3,500,000	\$1,419,197	\$0	\$0	\$0	\$0	\$0
Payment of Dividends	\$0	\$0	\$0	(\$32,766)	(\$130,186)	(\$176,990)	(\$220,029)	(\$244,462)
Net Cash Used by Investing Activities	\$ 3,330,540	\$ 3,500,000	\$ 1,419,197	\$ (32,766)	\$ (130,186)	\$ (176,990)	\$ (220,029)	\$ (244,462)
Net Increase (Decrease) in Cash	\$735,475	\$627,789	(\$1,285,555)	\$115,562	\$27,951	(\$568)	\$5,206	\$3,180
Ending Cash	\$ 735,475	\$ 1,363,264	\$ 77,709	\$ 193,270	\$ 221,221	\$ 220,653	\$ 225,859	\$ 229,038

NPV/IRR Table

	Net Present Value	Internal Rate of Return
Without BTOP Funding	(\$2,850,967)	-16.77%
With BTOP Funding	\$1,833,554.66	5.80%

Revenue Assumptions	
Factor	Specific Metric Used in Analysis
Customers Passed	
Anchor Institutions - Segment A	139
Anchor Institutions - Segment B	
Businesses	3703
Households	52612
Last Mile Providers	5
Other	
Take Rate (should likely vary across 8-Year Forecast)	
Anchor Institutions - Segment A	25% across the 8 year period
Anchor Institutions - Segment B	
Businesses	
Households	155 of the addressable underserved over 8 yr.
Last Mile Providers	1
Direct Customer Connections	
Customer Segment A	44
Customer Segment B	
Other	
Average Revenue per User (may vary across 8-year forecast)	
Anchor Institutions - Segment A	550
Anchor Institutions - Segment B	
Businesses	12
Households	8
Last Mile Providers	
Other	

Expense Assumptions	
Factor	Specific Metric Used in Analysis
Network Expenses	
Backhaul	\$40 per meg for wholesale internet services
Maintenance	\$18,000 to \$48,000 per year

Utilities	0
Leasing	Office space \$1000 per month, colo space \$900
Depreciation	up to \$1,000,000 in yr 4
Other	
Sales & Marketing	
Advertising	\$36000 per year
Commissions	0
Salaries	0
Other	
Customer Care & Billing	
Systems	0
Personnel	\$25,000 per year
Other	
General & Administrative	
Professional Services	\$50,000 per year
Insurance	1000 per year
Non-Network Utilities	\$250 per month for office space:
Travel	\$2,000 - \$4,00 per year
Supplies	\$2,400 per year
Miscellaneous	\$3,000 to \$5,000 per year
Interest Expenses	
Debt Instrument A	None
Debt Instrument B	None
Taxes	
Federal Tax Rate	0
Other Tax Rates	\$ 0.004 per \$10000 of assed value

Rationale (Cite Basis)
count gathered from US Census, Choose Alabama website and personal knowledge
count gathered from US Census, Choose Alabama website and personal knowledge
census block data
PSC, Chamber of Commerce and web search research data sources
Because of the current economy with AI being cut (2 community centers and three schools just recently) opted for very conservative forecast
Anticipate early take from pentup demand, then taper as competition expands into portions of the market, leaving us to serve the most sparsely populated areas
Three of the 5 do not use non-owned networks, one has agreed and one is unknown.
market research via personal interviews identified these as the most probable to subscribe in the foreseeable future.
This is highly competitive to existing metro-e type service and anticipate price stability for the foreseeable future, but also believe it is price elastic and that significant reductions in price would be offset by increased demand.
We plan to wholesale our non-metro-e services to resellers that are more focused on sales and marketing than network operations
We plan to wholesale our non-metro-e services to resellers that are more focused on sales and marketing than network operations

Rationale (Cite Basis)
quote from Qwest tier 1 internet service provider
based on existing contracts and vendor quotes for service contracts

Network sites all have power furnished as part of lease or donated space
office space based on market rate: colo space based on three year lease quote from Southern Company for one rack at carrier hotel.
Professional Services and misc 3 yr schedule: Equip 7 years, Fiber and structures 15 yrs. Based on useful economic life
Professional services and corporate allocation of shared resources are included in income statement.
This is envisioned as billboards and local community newspapers, football programs etc. Mass media would not be cost effective in these areas
AI & wholesale sales will be handled by salaried management; mass market will be handled by reseller buying our wholesale products.
AI & wholesale sales will be handled by salaried management; mass market will be handled by reseller buying our wholesale products.
Use existing systems
Professional services and corporate allocation of shared resources are included in income statement.
Professional services are distributed across various expense categories: sales and marketing, customer care, network admin, etc
incremental add to existing policies.
based on historical experience.
estimate based on historical experience for this size project.
estimate of incremental add to ongoing operations
plug number
no tax rate applied , as sub-chapter S profits roll to individual stockholders and are not taxed at company level.
composite of ad valorem tax in the state, other taxes such as USF and gross receipts will be passed through.

BTOP CCI Community Anchor Institutions Detail Template

Title: **Project BEAR**
 Easy Grants ID: **6757**

Facility Name	Organization	Address Line 1	City	State	Zip	Facility Type	Minority Serving Institution Type	Project Role
Calhoun County EMA	Calhoun County	507 Francis Street West	Jacksonville	AL	36265	Public Safety Entity	N/A	Project Planning Participant
Jacksonville Medical Center	Jacksonville Medical Center	1701 Pelham Road South	Jacksonville	AL	36265	Medical or Healthcare Provider	N/A	Project Planning Participant
Jacksonville Public Library	City of Jacksonville	200 Pelham Road South	Jacksonville	AL	36265	Library	N/A	Project Planning Participant
Jacksonville State University	Jacksonville State University	700 Pelham Road North	Jacksonville	AL	36265	Other Institution of Higher Education	N/A	In-kind Contributor
Pleasant Valley High School	Calhoun County Board of Ed.	4141 Pleasant Valley Road	Jacksonville	AL	36257	School (k-12)	N/A	Project Planning Participant
Pleasant Valley Elementary	Calhoun County Board of Ed.	265 Mark Green Road	Jacksonville	AL	36257	School (k-12)	N/A	Project Planning Participant
Jacksonville Police Dept.	City of Jacksonville	116 Ladiga St SE	Jacksonville	AL	36265	Public Safety Entity	N/A	Public Safety
Baptist Health Center	Baptist Health Center	48 Cedars Road	Munford	AL	36268	Medical or Healthcare Provider	N/A	Future Customer
Munford Public Library	City of Munford	65 Mitchell Road	Munford	AL	36268	Library	N/A	Future Customer
Alabama Institute for Deaf and Blind	Alabama Institute for the Deaf and Blind	205 South Street	Talladega	AL	35161	School (k-12)	N/A	Future Customer
Central Alabama Community College	Central Alabama Community College	231 Haynes Street	Talladega	AL	35160	Community College	N/A	Project Planning Participant
Talladega College	Talladega College	627 Battle Steet	Talladega	AL	35160	Other Institution of Higher Education	Historically Black College or University	Future Customer
Anniston Museum of Natural History	Anniston Museum Complex	800 Museum Dr. Lagarde Park	Anniston	AL	36206	Other Community Support Organization	N/A	Project Planning Participant
Berman Museum of World History	Anniston Museum Complex	840 Museum Drive	Anniston	AL	36206	Other Community Support Organization	N/A	Project Planning Participant
Carver Community Center	City of Anniston	720 West 14th Street	Anniston	AL	36201	Public Housing	N/A	Project Planning Participant
Family Links-Success Academ	Calhoun County Board of Ed.	265 Rucker Street	McClellan	AL	36205	Other Community Support Organization	N/A	Project Planning Participant
Glen Addie Community Center	City of Anniston	426 Mulberry Avenue	Anniston	AL	36201	Public Housing	N/A	Project Planning Participant
Hodges Community Center	City of Anniston	3125 Spring Valley Road	Anniston	AL	36207	Other Community Support Organization	N/A	Project Planning Participant
JSU McClellan Campus	Jacksonville State University	100 Gamecock Drive	Anniston	AL	36205	Other Institution of Higher Education	N/A	In-kind Contributor
Lenlock Community Center	City of Anniston	2 Museum Drive	Anniston	AL	36201	Other Community Support Organization	N/A	Project Planning Participant
Anniston Public Library	City of Anniston	108 East 10th Street	Anniston	AL	36201	Library	N/A	Project Planning Participant
Anniston Library-Carver	City of Anniston	722 West 14th Street	Anniston	AL	36201	Library	N/A	Project Planning Participant
Regional Medical Center	Regional Medical Center	400 East 10th Street	Anniston	AL	36207	Medical or Healthcare Provider	N/A	Project Planning Participant
S. Highland Community Cen.	City of Anniston	229 South Allen Avenue	Anniston	AL	36207	Other Community Support Organization	N/A	Project Planning Participant
Stringfellow Mem. Hospital	Stringfellow Mem. Hospital	301 East 18th Street	Anniston	AL	36207	Medical or Healthcare Provider	N/A	Project Planning Participant
Wiggins Community Cen.	City of Anniston	2202 West 17th Street	Anniston	AL	36201	Other Community Support Organization	N/A	Project Planning Participant
Anniston Police Department	City Of Anniston	1200 Gurnee Avenue	Anniston	AL	36201	Public Safety Entity	N/A	Project Planning Participant
Calhoun County 911	Calhoun County	110 East 15th Street	Anniston	AL	36201	Public Safety Entity	N/A	Project Planning Participant

Facility Name	Organization	Address Line 1	City	State	Zip	Facility Type	Minority Serving Institution Type	Project Role
Calhoun County Admin. Build.	Calhoun County	1702 Noble Street	Anniston	AL	36201	Other Government Facility	N/A	Project Planning Participant
Weaver Police Department	City of Weaver	500 Anniston Street	Weaver	AL	36277	Public Safety Entity	N/A	Public Safety
Weaver High School	Calhoun County Board of Ed.	917 Clairmont Drive	Weaver	AL	36277	School (k-12)	N/A	Project Planning Participant
Weaver Elementary School	Calhoun County Board of Ed.	444 School Drive	Weaver	AL	36277	School (k-12)	N/A	Project Planning Participant
Southern Union State Community College	Southern Union State Community College	750 Roberts Street	Wadley	AL	362676	Community College	N/A	In-kind Contributor
Clay County Hospital	Clay County Hospital	83825 Highway 9	Ashland	AL	36251	Medical or Healthcare Provider	N/A	In-kind Contributor
Lineville Elementary School	Clay County Board of Ed.	88584 Highway 9	Lineville	AL	36266	School (k-12)	N/A	In-kind Contributor
Barfield Primary School	Clay County Board of Ed.	47 Barfield School Road	Lineville	AL	36266	School (k-12)	N/A	In-kind Contributor
Lineville High School	Clay County Board of Ed.	18 West Main Street	Lineville	AL	36266	School (k-12)	N/A	In-kind Contributor
Clay County High School	Clay County Board of Ed.	309 3rd Street West	Ashland	AL	36251	School (k-12)	N/A	In-kind Contributor
Ashland Elementary School	Clay County Board of Ed.	308 3rd Street	Ashland	AL	36251	School (k-12)	N/A	In-kind Contributor
Ashland Primary School	Clay County Board of Ed.	41375 Highway 77	Ashland	AL	36251	School (k-12)	N/A	In-kind Contributor
Lineville Police Department	City of Lineville	40 2nd Avenue	Lineville	AL	36266	Public Safety Entity	N/A	In-kind Contributor
Ashland Police Department	City of Ashland	54 Court Square	Ashland	AL	36251	Public Safety Entity	N/A	In-kind Contributor
Clay County EMA	Clay County	86838 Highway 9	Lineville	AL	36266	Public Safety Entity	N/A	In-kind Contributor
Clay County 911	Clay County	86838 Highway 9	Lineville	AL	36266	Public Safety Entity	N/A	In-kind Contributor
Ashland Public Library	City of Ashland	11 2nd Avenue North	Ashland	AL	36251	Library	N/A	In-kind Contributor
Lineville Public Library	City of Lineville	60119 Highway 49	Lineville	AL	36266	Library	N/A	In-kind Contributor

Table of Facility Types

School (k-12) Library Medical or Healthcare Provider Public Safety Entity Community College Public Housing Other Institution of Higher Education Other Community Support Organization Other Government Facility

Table of Minority Serving Institutions

N/A Historically Black College or University Tribal College or University Alaska Native Serving Institution Hispanic Serving Institution Native Hawaiian Serving Institution

BTOP CCI Network Points of Interest Detail Template

Title: **Project BEAR**

Easy Grants ID: **6757**

Facility Type	Address Line 1	City	State	Zip	Longitude	Latitude	Interconnection Available at this Location	Status in Proposed Network	Party Facility is/will be Owned By	Brief Description
Tower (cell site)					85.7329539	33.8372109	Yes	Existing - Leased from Third Party	Clahoun County EMA	Chimney Peak Tower
Tower (cell site)					85.259564	33.3556026	Yes	Existing - Applicant/Partner Owned	Clay County	Highland Tower
Tower (cell site)					86.0701375	33.1248027	Yes	Existing - Applicant/Partner Owned	Clay County	Bull Gap Tower
Tower (cell site)					85.8899074	33.2096100	Yes	Existing - Applicant/Partner Owned	Clay County	Millerville Tower
Tower (cell site)					85.7639455	33.3943176	Yes	Existing - Applicant/Partner Owned	Clay County	Delta Tower
Tower (cell site)					85.7449936	33.2916856	Yes	Existing - Applicant/Partner Owned	Clay County	Clay County EMA
Collocation Facility					85.763545	33.823949	Yes	Existing - Applicant/Partner Owned	Jacksonville State Un.	Jacksonville University
Collocation Facility					86.081107	33.433822	Yes	Existing - Applicant/Partner Owned	cen. AL. Com. College	Central Alabama Community College
Collocation Facility					86.112918	33.433047	Yes	Existing - Applicant/Partner Owned	Taladega College	Taladega College
Collocation Facility					85.570957	33.126881	Yes	Existing - Applicant/Partner Owned	south.un.st.com.college	Southern Union State Community College
Collocation Facility					85-48.125	33-37.298	Yes	Existing - Applicant/Partner Owned	Gad. St. Com College	Gadsden State Community College-Ayers Campus
Collocation Facility					85-47.6089	33-42.6132	Yes	Existing - Applicant/Partner Owned	Gad. St. Com College	Gadsden State Community College-McClellan Campus
Connection to Service Provider					85-50.1136					
Last Mile Network Access Point					85-22.87	33-39.3859	Yes	Existing - Applicant/Partner Owned	Southern Telecom	Southern Telecom-Carrier Hotel
Last Mile Network Access Point					85-29.20	33-9.53	Yes	Existing - Applicant/Partner Owned	James Cable	James Cable/CommuniComm-Cable Headend
Last Mile Network Access Point						33-18.55	Yes	Existing - Applicant/Partner Owned	James Cable	James Cable-CommuniComm-Cable Headend