Mr. James (Jim) Collett will be the Connect Southwest Texas (CST) Grant Project Director. Mr. Collett has served as the Director of State and Federal Initiatives and Technology (SF & T) Component at Region 18 Education Service Center since March 2002. As S F & T Director, Jim manages an annual component budget of over \$5,000,000, which includes over 25 different federal, state, and local accounts. This component includes the Region 18 technology services. A significant portion of these services are provided to 33 school districts in a geographic area encompassing more than 37,000 square miles through the EDLINK18 Consortium, founded in 2000. EDLINK18 currently operates with a budget of over \$3,000,000 annually and has a fund balance of over \$14,000,000. Through Mr. Collett's leadership, the S F & T Component has received and successfully managed several grants, including a U.S. Department of Education, Emergency Response and Crisis Management Grant of over \$650,000 (the largest award in Texas in that cycle) and two No Child Left Behind Title II-D Technology Integration grants totaling over \$1,500,000. Mr. Collett holds a Master of Arts from the University of Texas and has 36 years of experience in education. As Project Director, Jim will spend 30% of his time on the CST project in overseeing and approving grant expenditures, managing time and activities of key personnel, supporting all planning and development activities, and working with the Project Coordinator Casey Ritchie and project staff and partners to ensure that all project goals are met by the end of the project period. In addition, Mr. Collett and the S F & T staff will provide assistance to the grant project with other resources from this component and the Education Service Center.

Mr. Casey Ritchie will be the Connect Southwest Texas (CST) Grant Project Coordinator. Mr. Ritchie has served as the Coordinator of Technology for Region 18 Education Service Center since September 2002. As the Coordinator of Technology, Mr. Ritchie manages the technology staff and the day to day operations of the technology department. The technology department at Region 18 Education Service Center is responsible managing the local area network (LAN) at Region 18 Education Service Center, as well as the wide area network (WAN) and infrastructure. The wide area network is a consortium between Region 18 Education Service Center and the 33 school districts in the region. This consortium, EDLINK18, was founded in 2000 and encompasses over 37,000 square miles. EDLINK18 currently operates with a budget of over \$3,000,000 annually and has a fund balance of over \$14,000,000. EDLINK18 provides telecommunications services, which may include but are not limited to Internet access, email and videoconferencing services to K-12 students, educators, and other educational entities throughout Region 18. Mr. Ritchie holds a Bachelor's degree in Computer Science from The University of Texas of the Permian Basin and has 15 years of experience in technology. As Project Coordinator, Mr. Ritchie will spend 50% of his time on the CST project coordinating project details, vendor contracts, engineering and planning.



Best In Class Total Solutions Provider

- Technology <
- Communications <
 - Security <

Company: Global Technology Solutions specializes in the design, implementation, and maintenance of integrated communications and security systems. GTS is a "best-in-class", leading edge technology solutions provider. Through our partnerships with the premier vendors in the communications and security industry, we deliver "turn-key" solutions on a global scale. Our principals are among the most experienced professionals in the Technology, Communications, and Security industry.

Industry Value Proposition: Both the communications and security industries are poised for massive upgrades. As Internet Protocol (IP) becomes *THE* common transport platform, our customers want solutions, not technology. The ability to combine these once desperate technologies into a comprehensive communications platform provides significant savings.

Our proven track record in integrating wireless and security platforms enables us to provide our clients with: *Delivering the right information, at the right time, to the right device.*

- ✓ Technology Assessment
- ✓ Program/Project Management
- ✓ Wireless Design, Engineering, and Installation
- ✓ Real-time transmission of security alerts
- ✓ secure communication of voice, video surveillance & data
- ✓ sensor management, command & control capability
- ✓ remote access
- ✓ mobile and portable wireless systems

Markets we serve:

Government (Local, State, Federal, DOD)	Gaming	Mass Transportation
Public Safety (Police, Fire, EMS)	Utility	Manufacturing
Healthcare	Cellular Carrier/OEM	Retail
Security	Enterprise	Education (K-12 and Universities)

Chief Executive Officer

Richard Schubiger has over 20 years of experience in the wireless communications industry and has been involved with all facets including sales, service, design, and project management. In 1995, Mr. Schubiger was the co-founder of Quality Communications and served as the company President/CEO. His leadership skills launched Quality Communications into one of the fastest growing wireless sales and engineering companies in the United States. In 2004, Quality Communications was acquired by WPCS International. Rich Schubiger held a Corporate Executive Vice President position with WPCS until his resignation in November 2008. Prior to establishing Quality Communications, Mr. Schubiger had a successful career with Motorola designing and supporting major wireless systems for commercial and government users. Rich also served proudly in the United States Marine Corps as a wireless engineering specialist involved with deployments throughout North America, Asia, and Europe.

Vice President of Operations

John Garth is a 20 year veteran of the wireless communications industry. Mr. Garth began his civilian career at Motorola maintaining and optimizing wireless solutions for commercial applications. In 1995, Mr. Garth accepted a position with Sprint Nextel; as SR Manager of Philadelphia Engineering Operations where his expertise as a proven leader and his extensive technical experience were instrumental in growing and maintaining two national networks. Mr. Garth is currently a decorated member of the United States Marine Corps Reserve with 22 years of proud and honorable service, where as a Master Gunnery Sergeant he has served two tours of duty in Iraq and one in Afghanistan. John's military experience started as a communications technician and has evolved to a Civil Affairs Team Leader assisting in governmental and infrastructure development and implementation.

Vice President of Business Development

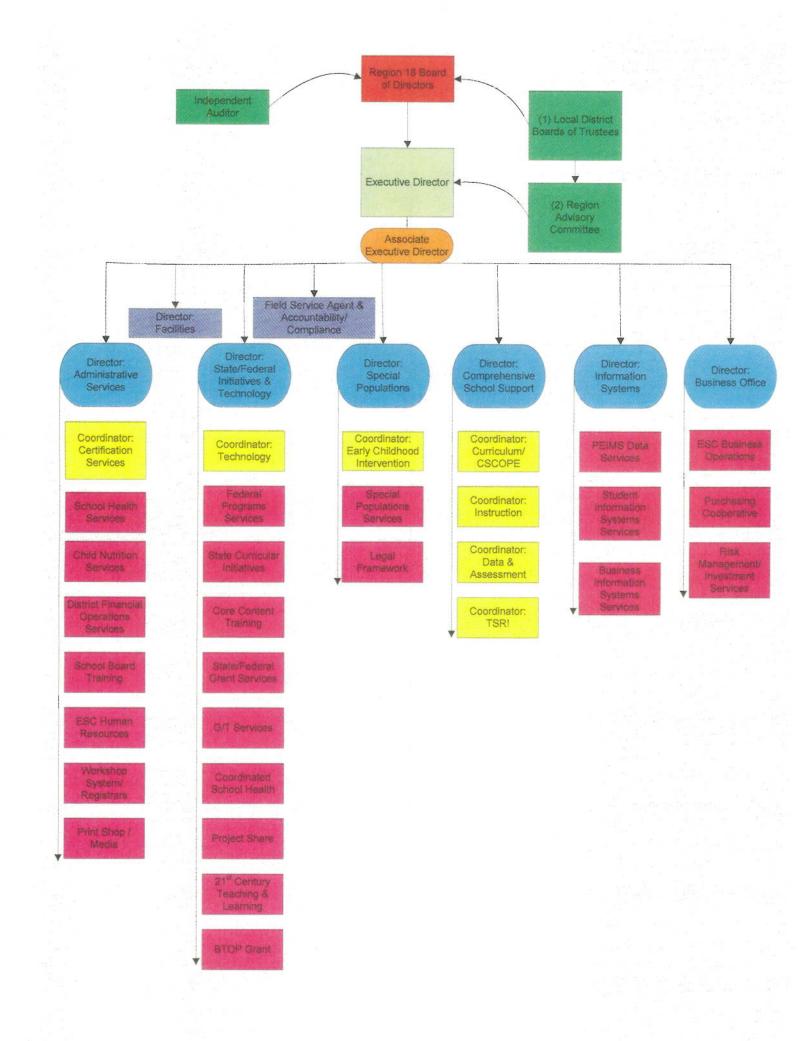
E.J. von Schaumburg,

Mr. von Schaumburg is an 20+ year veteran of the technology/wireless industry. Currently he is serving as Vice President of Business Development for GTS. Mr. von Schaumburg has held various product management, product marketing, program/project management roles within the technology sector.

During his 12 year tenure with AT&T/Lucent Technologies he held various positions, including finance, product management, product marketing and business development. Mr. von Schaumburg was the marketing manager and became Director of Business Development responsible for channel management, marketing and business development of the ORiNOCO, (formerly WaveLAN) product line in U.S. and Canada. While at ORinNOCO, Mr. von Schaumburg focused on charting a new channel/distribution course for the division, producing long-term growth through partnerships. Under his leadership, revenues for the region grew from approximately \$5 million to over \$200 million. Mr. von Schaumburg was also responsible for the pre-sales and post-sales customer support

organizations, including managing the technical field staff, customer training and the customer support center.

Mr. von Schaumburg also has strong international business experience in the Wireless Communications Technology sector, derived from experience gained while he served as CFO of Lucent Technologies wholly owned subsidiary, Wireless Communication and Networking Division, located in the Netherlands from 1994-1996.



BTOP Comprehensive Community Infrastructure Subscriber Estimates Template

Please complete the complete the Subscriber Estimates worksheet.

All applicants should indicate their 8-year subscriber forecasts with a breakdown by type of subscriber (residential/individual, businesses, community anchor institutions, third party service providers) and service offerings. The names of the service offerings should match those provided in the Service Offering and Competitor Data attachment, enabling reviewers to easily cross-reference between the two documents. The Year 0 column should be used to denote any existing customers within the Proposed Funded Service Area. In addition, applicants that project that they will have third party service provider customers should include a line for parties "Served by Third Party Service Providers," showing an estimate of how many residential/individual, community anchor institution, and business customers will be served by those service providers, as demonstrated in the example below. At the bottom of the table, applicants should provide customer totals across all service offerings, with and without customers indirectly served through a third party service provider (if applicable). Applicants should also include a brief discussion of their methodology for deriving these estimates.

In contrast to several other attachment templates in this application, the data provided via this template will NOT be subject to automated processing. Applicants are permitted to modify the template layout in order to provide the most effective presentation of the date for their specific project, but such modifications are generally discourages. Applicants should, in any case, ensure that they provide at least as much detail as the provided templates requires. To the extent that you modify these templates, please ensure that the print layouts are adjusted so that rows do not break across pages in a manner that will be difficult to understand. It is recommended that you provide these documents in PDF format when submitting a copy of your application on an appropriate electronic medium, such as a DVD, CD-ROM, or flash drive.

EXAMPLE

Name of Service Offering	Customer Type	Year 0	Cumulative/		Yea	ar 1			Yea	ar 2	
Name of Service Offering	customer Type	rear o	Net Add	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4
	Community Anchor Inst.	0	Cumulative	0	0	0	0	5	10	17	26
	community Anchor hist.	0	Net Add	0	0	0	0	5	5	7	9
Mega-Metro E - 100 Mbps	Business	0	Cumulative	0	0	0	0	12	27	52	82
Mega-Metro E - 100 Mbbs	Busiliess	U	Net Add	0	0	0	0	12	15	25	30
	Third Party Service Provider	0	Cumulative	0	0	0	0	1	2	4	6
	Third Party Service Provider		Net Add	0	0	0	0	1	1	2	2
	Indirect - Res./Ind.	0	Cumulative	0	0	0	0	1000	3000	5000	10000
	indirect - Res./Ind.	0	Net Add	0	0	0	0	1000	2000	2000	5000
Served by Third Party Service	ved by Third Party Service Providers Indirect - Business	0	Cumulative	0	0	0	0	2	8	18	30
Providers		U	Net Add	0	0	0	0	2	6	10	12
	Indianat. Come Analyze Inst	0	Cumulative	0	0	0	0	0	2	3	5
	Indirect - Com. Anchor Inst.	0	Net Add	0	0	0	0	0	2	1	2

Broadband Subscriber Estimates

Name of Service Offering	Customer Type	Year 0	Cumulative/		Yea	ar 1			Ye	ar 2			Ye	ar 3			Yea
Name of Service Offering	customer rype	rear u	Net Add	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2
Mega-Metro E 100 (Region 18 ISD)	Community Anchor Inst.		Cumulative	32	32	32	32	32	32	32	32	32	32	32	32	32	32
Mega-Metro L 100 (Region 1813D)	Community Anchor mist.		Net Add														
Mega-Metro E 100 (NON-SCHOOL)	Business		Cumulative	9	9	10	11	11	11	12	12	13	13	13	14	14	14
Wega-Wetto E 100 (NON-SCHOOL)	Dusiness		Net Add			1	1			1		1			1		
			Cumulative					,									
			Net Add							<u> </u>				1			
		1	Cumulative		ļ					 				ļ			
			Net Add														
		l	Cumulative		ļ				İ	İ				ļ	İ	L	
		ļ	Net Add														
		Ì	Cumulative							.				↓			
		<u> </u>	Net Add							1				1			
	Residential/Individual	<u></u>	Total							ļ				Ļ			
Cumulative Totals (excluding	Business	<u> </u>	Total	9	9	10	11	11	11	12	12	13	13	13	14	14	14
Indirect)	Community Anchor Inst.	İ	Total	32	32	32	32	32	32	32	32	32	32	32	32	32	32
	Third Party Service Provider		Total														
Cumulative Totals (including	Residential/Individual		Total														
Indirect)	Business	<u> </u>	Total		L				<u> </u>	<u> </u>		<u> </u>		<u> </u>	L	L	
	Community Anchor Inst.		Total														

Table of Customer Types

Residential/Individual Business Community Anchor Inst. Third Party Service Provider Indirect - Res./Ind. Indirect - Business Indirect - Com. Anchor Inst.

Explanation of Methodology:

Subscriber "add" estimates for this worksheet was based on the projections of each of our partner's network areas.

Name of Service Offering	Customer Type	ır 4			Ye	ar 5			Ye	ar 6			Yea	ar 7			Yea	ar 8
Name of Service Offering	customer type	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3
Mega-Metro E 100 (Region 18 ISD)	Community Anchor Inst.	32	32	32	32	32	32	32	32	32	32	32	32	32	32	32	32	32
Mega-Metro E 100 (NON-SCHOOL)	Business	14	15	15	15	16	17	17	18	18	19	19	19	20	21	21	21	22
Mega-Metro E 100 (NON-SCHOOL)	Busiliess	0	1			1	1		1		1			1	1			1
										_		 		 	 			
																		į
																		ļ
																		<u> </u>
																		<u> </u>
	Residential/Individual				1	1												
Cumulative Totals (excluding	Business	14	15	15	15	16	17	17	18	18	19	19	19	20	21	21	21	22
Indirect)	Community Anchor Inst.	32	32	32	32	32	32	32	32	32	32	32	32	32	32	32	32	32
	Third Party Service Provider																	
Cumulative Totals (including	Residential/Individual																	
Indirect)	Business					ļ				ļ								
	Community Anchor Inst.																	

Table of Customer Types

Residential/Individual Business Community Anchor Inst. Third Party Service Provider Indirect - Res./Ind. Indirect - Business Indirect - Com. Anchor Inst.

Name of Service Offering	Customer Type	
Name of Service Offering	customer type	Qtr 4
Mega-Metro E 100 (Region 18 ISD)	Community Anchor Inst.	32
Mega-Metro E 100 (NON-SCHOOL)	Business	22
	Residential/Individual	
Cumulative Totals (excluding	Business	22
Indirect)	Community Anchor Inst.	32
	Third Party Service Provider	
Cumulative Totals (including	Residential/Individual	
Cumulative Totals (including Indirect)	Business	
maneety	Community Anchor Inst.	

Table of Customer Types

Residential/Individual Business Community Anchor Inst. Third Party Service Provider Indirect - Res./Ind. Indirect - Business Indirect - Com. Anchor Inst.

BTOP Grant 2010 Capital Asset Depreciation Schedule [Date]

Year to calculate 2010

Capital asset classification	Description	Initial cost	Depreciable life (in years)	Date purchased	Number of depreciable months in current year	Current year depreciation expense
IT Communication	Routers/Switches	1,531,000	5	08/01/10	5	\$51,033
Transportation	Corporate vehicle	500,000	7	08/01/10	5	\$28,274
Buried Fiber	Outside Piping and Wiring	11,609,561	15	08/01/10	5	\$145,120
TOTAL ANNUAL DEP	PRECIATION EXPENSE	•				\$224,427
depreciation	1	2	3	4	6	7

\$51,033	\$167,134	\$261,546	\$306,200	\$255,167	\$139,066
\$28,274	\$67,857	\$67,857	\$67,857	\$67,857	\$67,857
\$145,120	\$461,158	\$683,674	\$773,971	\$773,971	\$773,971
\$224,427	\$696,149	\$1,013,077	\$1,148,028	\$1,096,995	\$980,894

investment	\$612,400	\$1,148,250	\$1,531,000	\$1,531,000	\$1,531,000	\$1,531,000
	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000
	\$5,224,302	\$9,287,649	\$11,609,561	\$11,609,561	\$11,609,561	\$11,609,561
	\$6,336,702	\$10,935,899	\$13,640,561	\$13,640,561	\$13,640,561	\$13,640,561

Net asset value at beginning of year	Remaining value at end of year
\$1,531,000	1,479,967
\$500,000	471,726
\$11,609,561	11,464,441
\$13,640,561	\$13,416,134

8
\$44,654
\$39,583
\$773,971
\$858,208
\$1,531,000
\$500,000

\$11,609,561 \$13,640,561

total	year
\$224,427	1
\$696,149	2
\$1,013,077	3
\$1,148,028	4
\$1,148,028	5
\$1,096,995	6
\$841,828	7
\$813,554	8

14908_500057.xlsx-5-Year Asset

assumes 40/30/30 deployment

BTOP Grant Depreciation schedule - Routers/Switches [Date]

User input	
Fixed asset	Routers/Switches
Initial cost	\$1,531,000
Date placed in service	08/01/10
Number of months owned in first year	5

End of year	Annual depreciation	Remaining value
2010	\$127,583	\$1,403,417
2011	306,200	1,097,217
2012	306,200	791,017
2013	306,200	484,817
2014	306,200	178,617
2015	178,617	0
TOTAL	\$1,531,000	

Fixed asset		Routers/Switches
Initial cost	1,531,000	
Date placed in s	service	08/01/10
Number of mon	ths owned in first ye	5
End of year	Innual depreciatio	Remaining value
2010	\$31,548	\$498,452

User input

id of year	innual depreciatio	Remaining value
2010	\$31,548	\$498,452
2011	75,714	422,738
2012	75,714	347,024
2013	75,714	271,310
2014	75,714	195,595
2015	75,714	119,881
2016	75,714	44,167
2017	44,167	0
TOTAL	\$530,000	
	2010 2011 2012 2013 2014 2015 2016 2017	2010 \$31,548 2011 75,714 2012 75,714 2013 75,714 2014 75,714 2015 75,714 2016 75,714 2017 44,167

		Resale		year 1	year 2	year 3	year 4	year 5	year 6	year 7	year 8	
	Base	Value	Depreciation	2010	2011	2012	2013	2014	2015	2016	2017	2018
40%	\$612,400	\$0.00	\$612,400	\$51,033	\$122,480	\$122,480	\$122,480	\$122,480	\$71,447	\$0	\$0	\$0.00
35%	\$535,850	\$0.00	\$535,850	0	\$44,654	\$107,170	\$107,170	\$107,170	\$107,170	\$62,515.83	0	0
25%	\$382,750	\$0.00	\$382,750	0	\$0	\$31,896	\$76,550	\$76,550	\$76,550	\$76,550	\$44,654	\$0
	\$1,531,000	\$0	\$1,531,000	\$51,033	\$167,134	\$261,546	\$306,200	\$306,200	\$255,167	\$139,066	\$44,654	\$0
	Acquisition co	ost EOY		\$612,400	\$612,400	\$612,400	\$612,400	\$612,400	\$612,400	\$612,400	\$612,400	
				0	\$535,850	\$535,850	\$535,850	\$535,850	\$535,850	\$535,850	\$535,850	
			-	0	0	\$382,750	\$382,750	\$382,750	\$382,750	\$382,750	\$382,750	
				\$612,400	\$1,148,250	\$1.531.000	\$1.531.000	\$1.531.000	\$1.531.000	\$1.531.000	\$1.531.000	

 $\$612,400 \hspace{0.1in} \$1,148,250 \hspace{0.1in} \$1,531,000 \hspace{0.1in} \$1,531$

BTOP Grant Depreciation schedule - Corporate vehicle [Date]

User input	
Fixed asset	Corporate vehicle
Initial cost	\$500,000
Date placed in service	08/01/10
Number of months owned in first year	5

End of year	Annual depreciation	Remaining value
2010	\$29,762	\$470,238
2011	71,429	398,810
2012	71,429	327,381
2013	71,429	255,952
2014	71,429	184,524
2015	71,429	113,095
2016	71,429	41,667
2017	41,667	0
TOTAL	\$500,000	

assumes	100/0/0 Base	Resale Value	Depreciation	year 1 2010	year 2 2011	year 3 2012	year 4 2013	year 5 2014	year 6 2015	year 7 2016	year 8 2017	2018
100%	\$500,000	\$25,000	\$475,000	\$28,274	\$67,857	\$67,857	\$67,857	\$67,857	\$67,857	\$67,857	\$39,583	\$0.00
0%	\$0	\$0	\$0	0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	\$500,000	\$25,000	\$475,000	\$28,274	\$67,857	\$67,857	\$67,857	\$67,857	\$67,857	\$67,857	\$39,583	\$0
	Acquisition of	ost EOY		Depreciation I	Base	Base	Base	Base	Base	Base	Base	
				\$500,000	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000	
				0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
				\$500,000	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000	

BTOP Grant Depreciation schedule - Outside Piping and Wiring [Date]

User input									
Fixed asset Outside Piping and Wiring									
Initial cost	\$11,609,561								
Date placed in servi	08/01/10								
Number of months of	5								
End of year	Annual depreciation	Remaining value							
2010	\$322,488	\$11,287,073							
2011	773,971	10,513,102							
2012	773,971	9,739,132							
2013	773,971	8,965,161							
2014	773,971	8,191,190							
2015	773,971	7,417,220							
2016	773,971	6,643,249							
2017	773,971	5,869,278							
2018	773,971	5,095,307							
2019	773,971	4,321,337							
2020	773,971	3,547,366							
2021	773,971	2,773,395							
2022	773,971	1,999,424							
2023	773,971	1,225,454							
2024	773,971	451,483							
2025	451,483	(0)							
TOTAL	\$11,609,561								

assumes	45/35/20 Base	Salvage Value	Depreciation	year 1 2010	year 2 2011	year 3 2012	year 4 2013	year 5 2014	year 6 2015	year 7 2016	year 8 2017	2018
45%	\$5,224,302	\$0.00	\$5,224,302	\$145,120	\$348,287	\$348,287	\$348,287	\$348,287	\$348,287	\$348,287	\$348,287	\$348,287
35%	\$4,063,346	\$0.00	\$4,063,346	\$0	\$112,871	\$270,890	\$270,890	\$270,890	\$270,890	\$270,890	\$270,890	\$270,890
20%	\$2,321,912	\$0	\$2,321,912	\$0	\$0	\$64,498	\$154,794	\$154,794	\$154,794	\$154,794	\$154,794	\$154,794
	\$11,609,561	\$0	\$11,609,561	\$145,120	\$461,158	\$683,674	\$773,971	\$773,971	\$773,971	\$773,971	\$773,971	\$773,971
	Acquisition co	ost EOY		\$5,224,302	\$5,224,302	\$5,224,302	\$5,224,302	\$5,224,302	\$5,224,302	\$5,224,302	\$5,224,302	
				0	\$4,063,346	\$4,063,346	\$4,063,346	\$4,063,346	\$4,063,346	\$4,063,346	\$4,063,346	
				0	0	\$2,321,912	\$2,321,912	\$2,321,912	\$2,321,912	\$2,321,912	\$2,321,912	_
				\$5,224,302	\$9,287,649	\$11,609,561	\$11,609,561	\$11,609,561	\$11,609,561	\$11,609,561	\$11,609,561	

DETAIL OF PROJECT CO

PLEASE COMPLETE THE TABLE BELOW FOR THE DIFFERENT CATEGORIES COMPLETING THE PROJECT. EACH CATEGORY SHOULD BE BROKEN DOWN UNIT COST

SERVICE AREA NETWORK F		Match (Cash/In- kind)	Unit Cost	No. of Units	Total Cost
NETWORK & ACCESS E					\$431,000
Switching					\$0
					\$0
					\$0
Routing	Routers	Cash Match	\$64,650.00	2	\$129,300
	Routers		\$150,850.00	2	\$301,700
	Ttoutoro		<i>\\</i>		\$0
Transport					\$0
Tanoport					\$0
					\$0
Access					\$0
AUU33					\$0 \$0
					\$0
Other					\$0 \$0
Other					\$0
					\$0 \$0
OUTSIDE PLANT					\$11,523,958
Cables	Fiber	Cash Match	15615	213	\$3,325,995
Cables	Fiber	Casir Match	36434	213	\$7,760,442
	FIDEI		30434	213	\$0
Conduits					\$0 \$0
Conduits					\$0 \$0
					\$0 \$0
Durata					
Ducts					\$0
					\$0 \$0
Dalaa					\$0 \$0
Poles					\$0 \$0
					\$0
-	N.C	Oral Matal	404050		\$0
Towers	Microwave	Cash Match	131256	1	\$131,256
	Microwave		306265	1	\$306,265
					\$0
Repeaters					\$0 \$0
					\$0 \$0
Oth an					\$0 \$0
Other					\$0 \$0
					\$0
SERVICE AREA or					\$0
COMMON NETWORK FACILITES:		Match (Cash/In- kind)	Unit Cost	No. of Units	Total Cost
BUILDINGS	-				\$0
New Construction					\$0
					\$0

					\$
Pre-Fab Huts					\$
					\$
					\$
Improvements &					
Renovation					\$
					\$
Other					\$
Other					\$
					Ţ
CUSTOMER PREMISE E					\$300,00
Modems					\$
					\$
					\$
Set Top Boxes					\$
					\$
					\$
Inside Writing					\$
					\$
04	Lavan O. Owitabaa	Oash Matak	0050	10	\$
Other	Layer 3 Switches	Cash Match	2250	40	\$90,00 \$310,00
			5250	40	\$210,00 \$
BILLING SUPPORT AND	OPERATIONS SUPP	ORT SYSTEMS			_ل
Billing Support					ψ115,00
Systems					\$
Cystome					\$
					\$
Customer Care					
Systems					\$
					\$
	Software Licenses	Cash Match	300	100	\$30,00
Other Support	Software Licenses		700	100	\$70,00
	Advertising	Cash Match	1500	3	\$4,50
SERVICE AREA or	Advertising	Martak	3500	3	\$10,50
COMMON		Match (Cash/In-	Unit Cost	No. of	Total Cost
NETWORK FACILITES		kind)	onit cost	Units	
OPERATING EQUIPMEN					\$530,00
Vehicles	IC4U	Cash Match	150000	1	\$150,00
	IC4U		350000	1	\$350,00
					\$
Office Equipment /					
Furniture					\$
					\$
					\$
Other	Travel	Cash Match	10000	1	\$10,00
	Travel		20000	1	\$20,00
	250				¢2 524 09
PROFESSIONAL SERVIO					\$3,521,98
Engineering	Telecom Company B	Engineering	934902	1	\$934,90
			3343UZ	1	4904,9U
Design	Telecom Company I		400672	1	\$400,67

Project					
Management	Telecom Company E	Cash Match	58923	1	\$58,923
	Salaries, adminstratio		798000	1	\$798,000
	Salaries, adminstratio	Cash Match	342000	1	\$342,000
Consulting	Project engineering		595000	1	\$595,000
-	Project engineering	Cash Match	255000	1	\$255,000
					\$0
Other					\$0
					\$0
					\$0
TESTING					\$800,000
Network					
Elements					\$0
					\$0
					\$0
IT System					
Elements					\$0
					\$0
					\$0
User Devices					\$0
	Videoconferencing	Cash Match	24000	10	\$240,000
	Videoconferencing		56000	10	\$560,000
Test Generators					\$0
					\$0
					\$0
Lab					
Furnishings					\$0
5					\$0
					\$0
Servers/Computers					\$0
-					\$0
					\$0
SERVICE AREA or COMMON NETWORK FACILITES:		Match (Cash/In- kind)	Unit Cost	No. of Units	Total Cost
OTHER UPFRONT COST	S				\$0
Site					
Preparation					\$0
					\$0
		1			\$0
Other		1			\$0
-					\$0 \$0
					\$0
		·	PROJEC	T TOTAL:	\$17,221,941

24C Cross-check Totals	
1. Admin and Legal	\$1,285,000
2. Land, structures	\$0
3. Relocation expenses	\$0
4. Architectural and enc	\$1,531,983
5. Other archit. and eng	\$850,000
6. Inspection fees	\$0
7. Site work	\$0

8. Demolition/removal	\$0
9. Construction	\$11,523,958
10. Equipment	\$2,031,000
11. Misc.	\$0
	¢47.004.044

\$17,221,941

STS

OF EQUIPMENT THAT WILL BE REQUIRED FOR TO THE APPROPRIATE LEVEL FOR IDENTIFYING

Last Mile Allocatio n	Middle Mile Allocation	Allocated Tota		SF-424C Budget Category	of Reason	General Budget Overview Total	Check:
\$0	\$431,000	\$431,000				\$431,000	\$0
		\$0					
		\$0					
		\$0					
	\$129,300.00	\$129,300	10	. Equipment	Telecom co	mpany routing	equipment
	\$301,700.00		10	. Equipment	Telecom co	mpany routing	equipment
		\$0					
		\$0					
		\$0					
		\$0					
		\$0					
		\$0					
		\$0					
		\$0					
		\$0					
		\$0				\$11,523,958	\$0
\$0	\$11,523,958			-			
	\$3,325,995.00			Construction		n, material and	
	\$7,760,442.00	. , ,	9.	Construction	constructio	n, material and	labor
		\$0					
		\$0					
		\$0					
		\$0					
		\$0					
		\$0					
		\$0					
		\$0					
		\$0					
	* + • + • • • • • •	\$0		<u> </u>			
	\$131,256.00	. ,		Construction		n, material and	
├ ──── ┤	\$306,265.00	. ,		Construction	construction	n, material and	labor
		\$0	<u> </u>		 		
		\$0			 		
		\$0			 		
		\$0	<u> </u>		<u> </u>		
		\$0			 		
		\$0 \$0			<u> </u>		
		\$0		SF-424C			
Last Mile Allocatio	Middle Mile Allocation	Allocated Total		Budget	of Reason	* ~	* ~
n				Category		\$0	\$0
\$0	\$0	\$0					
		\$0			 		
		\$0					

r		*				
\vdash		\$0				
		\$0				
		\$0				
		\$0				
		\$0				
		\$0				
		\$0				
		\$0				
		\$0				
		\$0			\$300,000	\$0
\$0	\$300,000	\$300,000				
		\$0				
		\$0				
		\$0				
		\$0				
		\$0				
		\$0				
		\$0				
		\$0				
		\$0				
	\$90,000.00		10. Equipment	CPE hand-	off to schools and o	colleges up to 1Gpt
	\$210,000.00		10. Equipment			colleges up to 1Gpl
	<i>\\</i> ² 10,000.00	\$0			\$115,000	\$0
\$0	\$115,000				φ110,000	ΨŬ
¥U	ψ110,000	ψ110,000				
		\$0				
		\$0 \$0				
		\$0 \$0				
		ψŪ				
		\$0				
		\$0 \$0				
├ ─── ┼	\$30,000.00		1 Admin and Lo	videoconfo	rence bridge licens	00
├ ─── ┼	\$70,000.00				rence bridge licens	
├ ─── ┼	\$4,500.00		1. Admin and Leg			53
├ ─── ┼	\$10,500.00		1. Admin and Leg			
	\$10,500.00	\$10,500		bius, public	nouces	
Last Mile	Middle Mile		SF-424C			
Allocatio	Allocation	Allocated Total	•	of Reason		¢۵
n ¢o	\$520.000	¢520.000	Category		\$530,000	\$0
\$0	\$530,000				- - : -	al and multiple asfet
	\$150,000.00		10. Equipment		ehicle for education	
	\$350,000.00		10. Equipment	multi-use v	enicle for education	al and public safet
┣───┣		\$0				
		A -				
		\$0				
└───┼		\$0				
└─── ↓		\$0				
└─── ↓	\$10,000.00				ravel required, region	
└─── ↓	\$20,000.00		1. Admin and Leo	extensive to	ravel required, regio	
	· · · · ·	\$0			\$3,521,983	(\$0)
\$0	\$3,521,983	\$3,521,983				
	934902				g support for teleco	
	400672				g support for teleco	
	137486	\$137,486	4. Architectural a	engineering	g support for teleco	m companies

	58923	\$58,923	4. Architectural a	engineering	support for telecon	n companies
	798000				d administration for	
	342000				d administration for	
	595000	\$595,000	5. Other archit. a	overall proj	ect engineering	
	255000	\$255,000	5. Other archit. a	overall proj	ect engineering	
		\$0				
		\$0				
		\$0				
		\$0			\$800,000	\$0
\$0	\$800,000	\$800,000				
		¢o				
		\$0 \$0				
		\$0				
		φυ				
		\$0				
		\$0 \$0				
		\$0				
		\$0				
	240000		10. Equipment	infrastructu	re for videoconferer	ncing
	560000		10. Equipment		re for videoconferer	
		\$0				-
		\$0				
		\$0				
		\$0				
		\$0				
		\$0				
+		\$0				
		\$0 \$0				
Last Mile		\$0				
	Middle Mile	Allocated Total	SF-424C	of Reason		
Allocatio	Allocation	Allocated Total		of Reasona	\$0	\$0
<u>n</u> \$0	\$0	\$0	Category		ΨΟ	ΨΟ
	ψυ	ψυ				
		\$0				
		\$0				
		\$0				
		\$0				
		\$0				
		\$0			\$17,221,941	(\$0)
\$0	\$17,221,941	\$17,221,941				

Matching Contribution Cross	-check Totals
Federal Funding Request	\$12,054,295
Cash Match Contribution	\$5,167,646
In-kind Match Contribution	\$0

\$17,221,941

14908_500057.xlsx-Cost Estimate

14908_500057.xlsx-Cost Estimate

Cash Match In-kind Match

14908_500057.xlsx-Cost Estimate

bs bs

:у :у

000 miles 000 miles

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.

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

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 2 Year 3 Year 4 Year 5									Year 6 Year 7				
Revenues																		
Broadband Offerings																		
Wholesale Data	\$	125,000	\$	150,000	\$	165,000	\$	181,500	\$	199,650	\$	219,615	\$	241,577	\$	265,734		
Retail Data	\$	120,000	\$	100,000	\$	100,000	\$	- 101,000	\$	100,000	\$		\$		\$	200,704		
Dark Fiber	\$		\$		\$		\$		\$		\$		\$		\$			
Collocation	\$		\$		\$		\$		\$		\$		\$		\$			
Other (list specific services)	\$		\$		\$		\$		\$		\$		\$		\$			
Other Network Driven Revenues	- *		¥		<u> </u>		<u> </u>		<u> </u>		<u> </u>		- <u>+</u>		<u>-</u>			
Video Services			\$	25,000	\$	26,250	\$	27,563	\$	28,941	\$	30,388	\$	31,907	\$	33,502		
Voice Services (local/toll/long distance)	\$		\$		\$	-	\$		\$		\$	-	\$	-	\$			
Other (list specific services)	\$		\$		\$		\$		\$		\$		\$		\$			
Universal Service Fund	\$	164,686	\$	167,980	\$	171,339	\$	174,766	\$	178,261	\$	181,827	\$	185,463	\$	189,172		
Installation Revenues	\$		\$		\$		\$	-	\$		\$		\$		\$	 -		
Grant Revenue	\$	12,036,811	\$	-	\$		\$		\$		\$		\$		\$			
Match Revenues			\$	1,756,911	\$	3,513,822			<u> </u>									
Total Revenues	\$	12,326,497	\$	2,099,891	\$	3,876,411	\$	383,829	\$	406,852	\$	431,829	\$	458,947	\$	488,409		
Expenses																		
Backhaul	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-		
Network Maintenance/Monitoring	\$	97,500	\$	130,000	\$	195,000	\$	195,000	\$	195,000	\$	195,000	\$	195,000	\$	195,000		
Utilities	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-		
Leasing	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-		
Sales/Marketing	\$	15,000	\$	10,000	\$	10,000	\$	-	\$	-	\$	-	\$	-	\$	-		
Customer Care	\$	25,000	\$	30,000	\$	25,000	\$	20,000	\$	20,000	\$	20,000	\$	20,000	\$	20,000		
Billing	\$	38,333	\$	38,333	\$	38,333	\$	-	\$	-	\$	-	\$	-	\$	-		
Corporate G&A	\$	120,000	\$	120,000	\$	125,000	\$	125,000	\$	130,000	\$	130,000	\$	140,000		140,000		
Other Operating Expense	\$	850,000	\$	59,483	\$		\$		\$		\$		\$		\$			
									L									
Total	\$	1,145,833	\$	387,816	\$	393,333	\$	340,000	\$	345,000	\$	345,000	\$	355,000	\$	355,000		
									L									
EBITDA	\$	11,180,664	\$	1,712,074	\$	3,483,078	\$	43,829	\$	61,852	\$	86,829	\$	103,947	\$	133,409		
Depreciation		\$224,427	L	\$696,149		\$1,013,077	<u> </u>	\$1,148,028	<u> </u>	\$1,148,028	L	\$1,096,995		\$980,894		\$858,208		
Amortization	\$		\$		\$	-	\$	-	\$		\$		\$		\$			
									<u> </u>		L- <u>-</u> -		- <u>-</u>					
Earnings Before Interest and Taxes	\$	10,956,237	\$	1,015,925	\$	2,470,001	\$	(1,104,199)	\$	(1,086,176)	\$	(1,010,165)	\$	(876,947)	\$	(724,799)		
Interest Income	\$	77,548.86	\$	49,030.32	\$	28,772.88	\$	37,715.87	\$	39,377.01	\$	41,597.80	\$	44,277.49	\$	47,468.30		
Interest Expense	\$		\$		\$		\$		\$		\$		\$		\$			
	¢	44.000			<u>_</u>			(4.000.105)		(4.0.(2.72))				(000 075)		(077 000)		
Income Before Taxes	\$	11,033,786	\$	1,064,956	\$	2,498,774	\$	(1,066,483)	\$	(1,046,799)	\$	(968,567)	\$	(832,670)	\$	(677,331)		
	¢		<i>^</i>		¢				_		_		^		¢			
Property Tax	\$		\$		\$		\$		\$		\$		\$		\$			
Income Taxes	\$		\$		\$		\$		\$		\$		\$		\$			
Net Income	\$	11,033,786	\$	1,064,956	\$	2,498,774	\$	(1,066,483)	\$	(1,046,799)	\$	(968,567)	\$	(832,670)	\$	(677,331)		

Balance Sheet

					Forecas	st Pe	eriod						
Assets		Year 1	Year 2	Year 3	Year 4		Year 5		Year 6		Year 7		Year 8
Current Assets	Î.											1	
Cash	\$	1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$	1,000,000	\$	1,000,000	\$	1,000,000	\$	1,000,000
Marketable Securities	\$	3,877,443	\$ 1,025,589	\$ 1,851,699	\$ 1,919,888	\$	2,017,814	\$	2,141,967	\$	2,285,783	\$	2,461,047
Interest receivable	\$	77,549	\$ 49,030	\$ 28,773	\$ 37,716	\$	39,377	\$	41,598	\$	44,277	\$	47,468
Accounts Receivable	\$	23,810	\$ 28,190	\$ 29,802	\$ 31,548	\$	33,440	\$	35,493	\$	37,722	\$	40,143
Notes Receivable	\$	-	\$ -	\$ -	\$ -	\$	-	\$	-	\$	-	\$	-
Inventory	\$	-	\$ -	\$ -	\$ -	\$	-	\$	-	\$	-	\$	-
Prepayments	\$	-	\$ -	\$ -	\$ -	\$	-	\$	-	\$	-	\$	-
Other Current Assets	\$	-	\$ -	\$ -	\$ -	\$	-	\$	-	\$	-	\$	-
Total Current Assets	\$	4,978,802	\$ 2,102,809	\$ 2,910,274	\$ 2,989,151	\$	3,090,630	\$	3,219,057	\$	3,367,782	\$	3,548,659
Non-Current Assets													
Project Assets												1	
IT Equipment -routers/switches, video	\$	612,400	\$ 1,148,250	\$ 1,531,000	\$ 1,531,000	\$	1,531,000	\$	1,531,000	\$	1,531,000	\$	1,531,000
Accum. Deprec-routers/switches, video	\$	(51,033)	(218,168)	\$ (479,713)	(785,913)		(1,092,113)		(1,347,280)		(1,486,346)		(1,531,000
Vehicles	\$	500,000	500,000	\$ 500,000	\$ 500,000	\$	500,000	-	500,000	\$	500,000	\$	500,000
Accum. DeprecVehicles	\$	(28,274)	\$ (96,131)	\$ (163,988)	\$ (231,845)	\$	(299,702)	\$	(367,560)	\$	(435,417)	\$	(475,000
Buried Fiber	\$	5,224,302	\$ 9,287,649	\$ 11,609,561	\$ 11,609,561	\$	11,609,561	\$	11,609,561	\$	11,609,561	\$	11,609,561
Accum. Deprec Buried Fiber	\$	(145,120)	\$ (606,277)	\$ (1,289,951)	\$ (2,063,922)	\$	(2,837,893)	\$	(3,611,863)	\$	(4,385,834)	\$	(5,159,805
Net Project Assets	\$	6,112,276	\$ 10,015,323	\$ 11,706,908	\$ 10,558,880	\$	9,410,853	\$	8,313,858	\$	7,332,964	\$	6,474,756
Plant in Service	\$	-	\$ -	\$ -	\$ -	\$	-	\$	-	\$	-	\$	-
Less: Accumulated Depreciation	\$	-	\$ -	\$ 	\$ -	\$		\$	-	\$	-	\$	
Net Plant	\$	-	\$ -	\$ -	\$ -	\$	-	\$	-	\$	-	\$	-
Other	\$	-	\$ -	\$ -	\$ -	\$	-	\$	-	\$		\$	-
Total Non-Current Assets	\$	6,112,276	\$ 10,015,323	\$ 11,706,908	\$ 10,558,880	\$	9,410,853	\$	8,313,858	\$	7,332,964	\$	6,474,756
Total Assets	\$	11,091,077	\$ 12,118,132	\$ 14,617,182	\$ 13,548,032	\$	12,501,483	\$	11,532,916	\$	10,700,746	\$	10,023,415
	<u> </u>		• •						•	<u> </u>	· ·	<u> </u>	
Liabilities and Owners' Equity		Year 1	Year 2	Year 3	Year 4		Year 5		Year 6	\square	Year 7		Year 8
Liabilities													

Liabilities								
Current Liabilities								
Accounts Payable	\$ 57,292	\$ 19,391	\$ 19,667	\$ 17,000	\$ 17,250	\$ 17,250	\$ 17,750	\$ 17,750
Interest Payable	\$ -							
Notes Payable	\$ -							
Other Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Liabilities	\$ 57,292	\$ 19,391	\$ 19,667	\$ 17,000	\$ 17,250	\$ 17,250	\$ 17,750	\$ 17,750
Long-Term Liabilities								
Long Term Notes Payable	\$ -							
Other Long Term Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Long-Term Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Liabilities	\$ 57,292	\$ 19,391	\$ 19,667	\$ 17,000	\$ 17,250	\$ 17,250	\$ 17,750	\$ 17,750
Owner's Equity								

14908_500049.xlsx-Balance Sheet

Capital Stock	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$
Additional Paid-In Capital	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net income-current period	\$ 11,033,786	\$ 1,064,956	\$ 2,498,774	\$ (1,066,483)	\$ (1,046,799)	\$ (968,567)	\$ (832,670)	\$ (677,331)
Retained Earnings	\$ -	\$ 11,033,786	\$ 12,098,742	\$ 14,597,515	\$ 13,531,032	\$ 12,484,233	\$ 11,515,666	\$ 10,682,996
Total Equity	\$ 11,033,786	\$ 12,098,742	\$ 14,597,515	\$ 13,531,032	\$ 12,484,233	\$ 11,515,666	\$ 10,682,996	\$ 10,005,665
Total Liabilities and Owner's Equity	\$ 11,091,077	\$ 12,118,132	\$ 14,617,182	\$ 13,548,032	\$ 12,501,483	\$ 11,532,916	\$ 10,700,746	\$ 10,023,415

Statement of Cash Flows

						Forecas	st Pe	eriod						
		Year 1	Year 2	Year 3		Year 4		Year 5		Year 6		Year 7		Year 8
Beginning Cash	\$	-	\$ 1,000,000	\$ 1,000,000	\$	1,000,000	\$	1,000,000	\$	1,000,000	\$	1,000,000	\$	1,000,000
CASH FLOWS FROM OPERATING ACTIVITIES:														
Net Income		11,033,786	1,064,956	2,498,774		(1,066,483)		(1,046,799)		(968,567)		(832,670)		(677,331)
Adjustments to Reconcile Net Income to Net							[
Cash Provided by Operating Activities			 	 			L							
Add: Depreciation		\$224,427	 \$696,149	 \$1,013,077		\$1,148,028		\$1,148,028		\$1,096,995		\$980,894		\$858,208
Add: Amortization		-	 -	 -		-		-		-				-
Changes in Current Assets and Liabilities:									_					
Marketable Securities		(3,877,443)	2,851,854	(826,110)		(68,189)		(97,926)	_	(124,153)		(143,816)		(175,265)
Accounts Receivable		(23,810)	(4,380)	(1,612)		(1,746)		(1,892)		(2,053)		(2,229)		(2,422)
Inventory		-	-	-		-		-		-		-		-
Prepayments	[-	-	 -		-		-		-		-		-
Other Current Assets		(77,549)	28,519	20,257		(8,943)		(1,661)		(2,221)		(2,680)		(3,191)
Accounts Payable		57,292	 (37,901)	 276		(2,667)		250		-		500		-
Other Current Liabilities			 -	 -						-				-
Net Cash Provided (Used) by Operations	\$	7,336,702	\$ 4,599,196	\$ 2,704,662	\$	0	\$	(0)	\$	(0)	\$	(0)	\$	(0)
		,, -	,,	, - ,						X-7				<u>_</u>
CASH FLOWS FROM INVESTING ACTIVITIES:														
Capital Expenditures		(6,336,702)	(4,599,196)	(2,704,662)		-		-		-		-		-
Amortizable Asset (Net of Amortization)		-	 -	 -		-		-		-		-		-
Long-Term Investments		-	 -	 -		-		-		-				-
Net Cash Used by Investing Activities	\$	(6,336,702)	\$ (4,599,196)	\$ (2,704,662)	\$	-	\$	-	\$	-	\$	-	\$	
CASH FLOWS FROM FINANCING ACTIVITIES:														
Notes Receivable		-	-	-		-		-		-		-		-
Notes Payable			 -	 -		-				-				
Principal Payments			 -	 -		-		-		-				-
New Borrowing			 -	 -		-				-				-
Additional Paid-in Capital			 	 										
Additions to Patronage Capital Credits			 	 										
Payment of Dividends			 -	 -				-		-				-
Net Cash Used by Investing Activities	\$	-	\$ -	\$ -	\$	-	\$	-	\$	-	\$	-	\$	-
- · · · · ·		1 000 000				^		(0)		(0)		(0)	¢	(0)
Net Increase (Decrease) in Cash	\$	1,000,000	\$ -	\$ -	\$	0	\$	(0)	\$	(0)	\$	(0)	Þ	(0)
Ending Cash	\$	1,000,000	\$ 1,000,000	\$ 1,000,000	\$	1,000,000	\$	1,000,000	\$	1,000,000	\$	1,000,000	\$	1,000,000

INFLOW/Yr.			1		2		3
LOAN PROCEEDS (15-YR, 4% DEBT)	\$	-				
Grant		\$1	2,036,811	\$	-	\$	-
Match		\$	-	\$	1,756,911	\$	3,513,822
Revenue		\$	289,686	\$	342,980	\$	362,589
Sub	_	\$1	2,326,497	\$	2,099,891	\$	3,876,411
OUTFLOW/Yr.							
Fixed asset purchases							
			¢612.400				6202 750
Routers/switches, video			\$612,400		\$535,850		\$382,750
vehicles		<u>ہ</u>	\$500,000		\$0	ć	\$0 \$1.221.012
Fiber	-		5,224,302		\$4,063,346		\$2,321,912
Sub		Ş	6,336,702		\$4,599,196	7	\$2,704,662
LOAN REPAYMENT, 15-YR/4%		ć	\$0	ć	\$0	ć	\$0
Expenses	=		1,145,833	\$	387,816	\$	393,333
		Ş	7,482,536		\$4,987,013	Ţ	\$3,097,996
Subtotal		\$	4,843,961	\$	(2,887,122)	\$	778,416
AR		\$	(23,810)	\$	(28,190)	\$	(29,802)
prev AR		\$	-	\$	23,810	\$	28,190
AP		\$	57,292	\$	19,391	\$	19,667
prev AP			-	\$	(57,292)	\$	(19,391)
Interest collected		\$ \$ \$	-	\$	77,549	\$	49,030
Interest paid		\$	-	\$	-	\$	-
Cash flow	-	\$	4,877,443	\$	(2,851,854)	\$	826,110
Discount rate	15%	-		-		-	-
NPV	\$2,880,732.66						
IRR No fea	sable solution						

14908_500049.xlsx-cash flows with Grant

4	5	6	7	8	Totals
					\$-
\$-	\$-	\$-	\$-	\$-	\$ 12,036,811
\$-	\$-	\$-	\$-	\$-	\$ 5,270,733
\$ 383,829	\$ 406,852	\$ 431,829	\$ 458,947	\$ 488,409	\$ 3,165,120
\$ 383,829	\$ 406,852	\$ 431,829	\$ 458,947	\$ 488,409	\$ 20,472,664
\$0	\$0	\$0	\$0	\$0	\$ 1,531,000
\$0	\$0	\$0	\$0	\$0	\$ 500,000
\$0	\$0	\$0	\$0	\$0	\$11,609,561
\$0	\$0	\$0	\$0	\$0	\$ 13,640,561
\$0	\$0	\$0	\$0	\$0	\$0
\$ 340,000	\$ 345,000	\$ 345,000	\$ 355,000	\$ 355,000	\$ 3,666,983
\$340,000	\$345,000	\$345,000	\$355,000	\$355,000	\$ 17,307,544
\$ 43,829	\$ 61,852	\$ 86,829	\$ 103,947	\$ 133,409	\$ 3,165,120
\$ (31,548)	\$ (33,440)	\$ (35,493)	\$ (37,722)	\$ (40,143)	\$ (260,147)
\$ 29,802	\$ 31,548	\$ 33,440	\$ 35,493	\$ 37,722	\$ 220,004
\$ 17,000	\$ 17,250	\$ 17,250	\$ 17,750	\$ 17,750	\$ 183,349
\$ (19,667)	\$ (17,000)	\$ (17,250)	\$ (17,250)	\$ (17,750)	\$ (165,599)
\$ 28,773	\$ 37,716	\$ 39,377	\$ 41,598	\$ 44,277	\$ 318,320
\$-	\$-	\$-	\$-	\$-	\$ -
\$ 68,189	\$ 97,926	\$ 124,153	\$ 143,816	\$ 175,265	\$ 3,461,047

INFLOW/Yr.			1		2		3
LOAN PROCEEDS (15-YR, 4% DEB	Т)	\$	12,036,811				
Grant		\$	-	\$	-	\$	-
Match		\$	-	\$	1,756,911	\$	3,513,822
Revenue		\$	289,686	\$	342,980	\$	362,589
Sub	-	\$	12,326,497	\$	2,099,891	\$	3,876,411
OUTFLOW/Yr.							
Fixed asset purchases							
Routers/switches, video			\$612,400		\$535,850		\$382,750
vehicles			\$500,000		\$0		\$0
Fiber			\$5,224,302		\$4,063,346		\$2,321,912
Sub	-		\$6,336,702		\$4,599,196		\$2,704,662
LOAN REPAYMENT, 15-YR/4%			\$1,068,418		\$1,068,418		\$1,068,418
Expenses		\$	1,145,833	\$	387,816	\$	393,333
	=		\$8,550,954		\$6,055,431		\$4,166,414
Subtotal		\$	3,775,543	\$	(3,955,540)	\$	(290,002)
AR		\$	(23,810)	\$	(28,190)		(29,802)
prev AR		\$	-	\$	23,810	\$	28,190
AP		\$	57,292	\$	19,391	\$	19,667
prev AP		\$, -	; \$	(57,292)	•	(19,391)
Interest collected		\$	-	\$	77,549	\$	49,030
Interest paid		\$	-	\$	-	\$	-
Cash flow	-	\$	3,809,025	\$	(3,920,272)	-	(242,308)
Discount rate	15%	•	,,-	•		•	· · · · · · · · · · · · · · · · · · ·
NPV	(\$3,054,315.46)						

IRR

47.32% unrealistic

4	5	6	7	8		Totals
					\$	12,036,811
\$ -	\$ -	\$ -	\$ -	\$ -	\$	-
\$ -	\$ -	\$ -	\$ -	\$ -	\$	5,270,733
\$ 383,829	\$ 406,852	\$ 431,829	\$ 458,947	\$ 488,409	\$	3,165,120
\$ 383,829	\$ 406,852	\$ 431,829	\$ 458,947	\$ 488,409	\$	20,472,664
40	40	40	40	40		
\$0	\$0	\$0	\$0	\$0	\$	1,531,000
\$0	\$0	\$0	\$0	\$0	\$	500,000
\$0	\$0	\$0	\$0	\$0		\$11,609,561
\$0	\$0	\$0	\$0	\$0	\$	13,640,561
\$1,068,418	\$1,068,418	\$1,068,418	\$1,068,418	\$ 4,557,885	\$	12,036,811
\$ 340,000	\$ 345,000	\$ 345,000	\$ 355,000	\$ 355,000	\$	3,666,983
\$1,408,418	\$1,413,418	\$1,413,418	\$1,423,418	\$4,912,885	\$	29,344,355
\$ (1,024,589)	\$ (1,006,566)	\$ (981,589)	\$ (964,471)	\$ (4,424,476)	\$	(8,871,691)
\$ (31,548)	\$ (33,440)	\$ (35,493)	\$ (37,722)	\$ (40,143)	\$	(260,147)
\$ 29,802	\$ 31,548	\$ 33,440	\$ 35,493	\$ 37,722	\$	220,004
\$ 17,000	\$ 17,250	\$ 17,250	\$ 17,750	\$ 17,750	\$	183,349
\$ (19,667)	\$ (17,000)	\$ (17,250)	\$ (17,250)	\$ (17,750)	\$	(165,599)
\$ 28,773	\$ 37,716	\$ 39,377	\$ 41,598	\$ 44,277	\$	318,320
\$ -	\$ -	\$ -	\$ -	\$ -	\$	-
(1,000,229)	\$ (970,493)	\$ (944,265)	\$ (924,602)	\$ (4,382,620)	1	(8,575,764)

NPV/IRR Table

	Net Present	Internal Rate of
	Value	Return
Without BTOP		47.32%
Funding	(\$3,054,315.46)	
With BTOP	\$2,880,732.66	No feasable
Funding		solution

discount rate

15%

Project time frame	З у	/ears	
Fixed assests acquisition-deployme	Year 1	Year 2	Year 3
Routers and switches	40%	35%	25%
Corporate vehicles	70%	30%	0%
Outside Piping & Wiring	45%	35%	20%
Marketable Securities			
invest cash in excess of	\$ 1,000,000		
Yield on short term investment	2%		
assume average cash (BOY+EOY)/2			
Accounts Receivable			
DSO	30 0	days	
Accounts Payable			
Percentage of expenses in AP	5%		

Revenue Assumptions	Please see the budget narrative and project budget section
Factor	Specific Metric Used in Analysis
Customers Passed	
Anchor Institutions - Segment A	
Anchor Institutions - Segment B	
Businesses	
Households	
Last Mile Providers	
Other	
Take Rate (should likely vary across 8-Y	ear Forecast)
Anchor Institutions - Segment A	
Anchor Institutions - Segment B	
Businesses	
Households	
Last Mile Providers	
Direct Customer Connections	
Customer Segment A	
Customer Segment B	
Other	
Average Revenue per User (may vary ac	cross 8-year forecast)
Anchor Institutions - Segment A	
Anchor Institutions - Segment B	
Businesses	
Households	
Last Mile Providers	
Other	

Expense Assumptions	
Factor	Specific Metric Used in Analysis
Network Expenses	
Backhaul	
Maintenance	

Utilities	
Leasing	
Depreciation	
Other	
Sales & Marketing	
Advertising	
Commissions	
Salaries	
Other	
Customer Care & Billing	
Systems	
Personnel	
Other	
General & Administrative	
Professional Services	
Insurance	
Non-Network Utilities	
Travel	
Supplies	
Miscellaneous	
Interest Expenses	
Debt Instrument A	
Debt Instrument B	
Taxes	
Federal Tax Rate	
Other Tax Rates	

1 for information
Rationale (Cite Basis)

Rationale (Cite Basis)	

District	District #	County	Total Students	Total Staff	Current T1s	Old Speed (Mbps)	Current BB cost monthly	estimated new speed (Mbps)
Alpine	022901	Brewster	1,025	166	4	6	\$ 640.00	100
Andrews	002901	Andrews	3,116	465	7	11	\$ 1,120.00	100
Balmorhe	195902	Reeves	158	35	2	3	\$ 320.00	100
Big Spring	114901	Howard	3,807	582	8	12	\$ 1,280.00	100
Buena Vis	186901	Pecos	124	34	2	3	\$ 320.00	50
Coahoma	114902	Howard	843	119	2	3	\$ 320.00	100
Crane	052901	Crane	1,021	163	5	8	\$ 800.00	100
Culbersor	055901	Culbersor	496	93	2	3	\$ 320.00	100
Ector Cou	068901	Ector	27,230	3,333	0	0	N/A	N/A
Forsan	114904	Howard	705	93	4	6	\$ 640.00	100
Ft. Davis	122901	Jeff Davis	344	79	3	5	\$ 480.00	100
Fort Stock	186902	Pecos	2,344	373	28	42	\$ 4,480.00	100
Glasscock	087901	Glasscock	262	54	2	3	\$ 320.00	100
Grady	156905	Martin	207	36	1	2	\$ 160.00	100
Grandfalls	238904	Ward	133	35	1	2	\$ 160.00	100
Greenwoo	165902	Midland	1,651	174	4	6	\$ 640.00	100
Iraan	186903	Pecos	559	118	4	6	\$ 640.00	100
Kermit	248901	Winkler	1,284	230	2	3	\$ 320.00	100
Marathon	022902	Brewster	47	15	1	2	\$ 160.00	100
Marfa	189901	Presidio	361	78	4	6	\$ 640.00	100
McCamey	231901	Upton	494	98	4	6	\$ 640.00	100
Midland	165901	Midland	21,334	2,656	0	0	N/A	N/A
Monahans	238902	Ward	1,988	304	4	6	\$ 640.00	100
Pecos	195901	Reeves	2,225	376	8	12	\$ 1,280.00	100
Presidio	189902	Presidio	1,347	237	8	12	\$ 1,280.00	100
Rankin	231902	Upton	200	48	1	2	\$ 160.00	100
Reagan	192901	Reagan	803	141	5	8	\$ 800.00	100
San Vicer	022903	Brewster	33	9	1	2	\$ 160.00	100
Stanton	156902	Martin	730	121	3	5	\$ 480.00	100
Terlingua	022004	Brewster	119	29	2	3	\$ 320.00	100
Terrell	222901	Terrell	167	45	2	3	\$ 320.00	50
Valentine	122902	Jeff Davis	51	20	2	3	\$ 320.00	50
Wink	248902	Winkler	322	81	4	6	\$ 640.00	100

75,530 10440

Telco	Estimated New Cost	Annual Cost	MonthlyN ew Cost/Meg	Old Cost/Meg	Cost per meg Reduction
Big Bend	\$ 2,033.85	24,406.20	\$ 20.34	\$ 106.67	81%
Poka Lambro	\$ 800.00	9,600.00	\$ 8.00	\$ 106.67	93%
DellCom	\$ 800.00	9,600.00	\$ 8.00	\$ 106.67	93%
WesTex	\$ 475.00	5,700.00	\$ 4.75	\$ 106.67	96%
НСТС	\$ 400.00	4,800.00	\$ 8.00	\$ 106.67	93%
WesTex	\$ 475.00	5,700.00	\$ 4.75	\$ 106.67	96%
Big Bend	\$ 2 <i>,</i> 033.85	24,406.20	\$ 20.34	\$ 106.67	81%
DellCom	\$ 800.00	9,600.00	\$ 8.00	\$ 106.67	93%
N/A	N/A	N/A	N/A	N/A	#VALUE!
WesTex	\$ 475.00	5,700.00	\$ 4.75	\$ 106.67	96%
Big Bend	\$ 2,033.85	24,406.20	\$ 20.34	\$ 106.67	81%
Big Bend	\$ 2,033.85	24,406.20	\$ 20.34	\$ 106.67	81%
WesTex	\$ 475.00	5,700.00	\$ 4.75	\$ 106.67	96%
WesTex	\$ 475.00	5,700.00	\$ 4.75	\$ 106.67	96%
НСТС	\$ 800.00	9,600.00	\$ 8.00	\$ 106.67	93%
WesTex	\$ 475.00	5,700.00	\$ 4.75	\$ 106.67	96%
Big Bend	\$ 2,033.85	24,406.20	\$ 20.34	\$ 106.67	81%
DellCom	\$ 800.00	9,600.00	\$ 8.00	\$ 106.67	93%
Big Bend	\$ 2,033.85	24,406.20	\$ 20.34	\$ 106.67	81%
Big Bend	\$ 2,033.85	24,406.20	\$ 20.34	\$ 106.67	81%
Big Bend	\$ 2,033.85	24,406.20	\$ 20.34	\$ 106.67	81%
N/A	N/A	N/A	N/A	N/A	#VALUE!
DellCom	\$ 800.00	9,600.00	\$ 8.00	\$ 106.67	93%
DellCom	\$ 800.00	9,600.00	\$ 8.00	\$ 106.67	93%
Big Bend	\$ 2,033.85	24,406.20	\$ 20.34	\$ 106.67	81%
НСТС	\$ 800.00	9,600.00	\$ 8.00	\$ 106.67	93%
НСТС	\$ 800.00	9,600.00	\$ 8.00	\$ 106.67	93%
Big Bend	\$ 2,033.85	24,406.20	\$ 20.34	\$ 106.67	81%
WesTex	\$ 475.00	5,700.00	\$ 4.75	\$ 106.67	96%
Big Bend	\$ 2,033.85	24,406.20	\$ 20.34	\$ 106.67	81%
Big Bend	\$ 1,573.64	18,883.68	\$ 31.47	\$ 106.67	70%
Big Bend	\$ 1,573.64	18,883.68	\$ 31.47	\$ 106.67	70%
DellCom	\$ 800.00	9,600.00	\$ 8.00	\$ 106.67	93%

164,685.96

		COMPLETE	NG THE PROJECT	BLE BELOW P	OR THE DIFFEREN	NT CATEGORIES (BROKEN DOWN T T COST	OF EQUIPMENT T	HAT WILL BE REC	DINTIPYING				
NETWORK & ACC	E AREA & COMMON WORK FACILITES: EES EQUIPMENT	Maish (Cashin-hind)				Last Mile Allocation	Middle Mile Allocation \$431,000	Allocated Total \$431,000	SF-424C Budget Category	Support of Reasonableness	General Budget Overview Total \$431,000	Check: 80	Cash Maish
Switching					80 80	2		10 10					Cash Match In-kind Match
Routing	Rosters	Cash Maleh	\$64,650.00 \$150,850.00	2	\$129,300 \$301,700	2	\$129,300.00 \$301,700.00	\$0 \$129,300 \$301,700	10. Equipment 10. Equipment	Telecom company routing equipment Telecom company routing equipment	1		
Transport					84 84	2		\$0 \$0					
100 055					84 80	2		30 30			1		
Dilver					80 80	2		30 80			1		
					80 80	2	\$11,623,968	30 30 811.023.958			\$11,623,958	80	
Cables	Pásor Pásor	Cash Maleh	16616	213	\$11,823,068 \$3,326,006 \$7,760,442	50	\$11,823,988 \$3,328,995.00 \$7,760,442.00	\$3,325,065 \$7,760,442	Construction Construction	construction, material and labor construction, material and labor	1		
Conduits					80	2		30 30					
Ducts					840 840	2		\$0 \$0			1		
Poles					84 84 84	2		\$0 80 80			1		
Towers	Management	Cash Maloh	101000		80 80		*131 305 00	80 80	B. Coostevellop	construction, enabled at and latery			
Repeaters	Microwave		306265	1	8306,265	5	\$131,266.00 \$306,265.00	\$306,265	0. Construction	construction, material and labor	1		
Repeaters					84 84 84			80 80 80			1		
Other					80 80	2		80 80					
COMMON BUILDINGS New Construction		Maish	Unit Cesi	No. of	Total Cost	Lasi Mile 10	Middle Mile E0	Allocated Total	SF-424C Budget	Support of Reasonableness	80	80	
		I	I		80 80 80	2		\$0 \$0 \$0			1		
Pre-Pab Huis					80	2		80 80			1		
Improvements &		1			80 80 80	2		30 30 30			1		
Other		1			80 80			80 80			1		
CUSTOMER PREN Modems					\$300,000	\$0	\$300,000	300,000			\$300,000	80	
					80 80 80	2		80 80 80			1		
Ret Top Boxes		1	1		84 84			30 30			1		
Inside Writing					80 80	2		80 80 80			1		
Other	Lover 3 Ratistan	Cash Match	2250	40	80 890.000 8210.000		\$90.000.00 \$210.000.00	\$0 \$90.000 \$210.000	10. Exament 10. Exament	CPE hand of to schools and colleges up t CPE hand off to schools and colleges up t			
BILLING SUPPOR	T AND OPERATIONS SUPPORT	SYSTEMS			\$115,000	50 50	\$115,000	\$0 \$115,000			\$115,000	80	
					80 80	2		\$0 \$0 \$0					
Customer Care	Zoffware Licenses	Cash Maloh	300	100	80 80 830,000		\$30,000.00	80 830,000	1. Admin and Legal	videoconference bridge licenses	1		
Other Support	Software Licenses Advertising	Cash Maleh	700	100	\$70,000	2	\$4,500.00	\$70,000 \$4,600	1. Admin and Legal 1. Admin and Legal	sdecconterence bridge licenses bols, public notices			
COMMON OPERATING EQUI	PMENT	Maish	Unit Cesi	No. of	Total Cost \$530,000	Last Mile \$0	\$10.500.00 Middle Mile \$530,000	Allocated Total \$530,000	SF-424C Budget	Support of Reasonableness	\$630,000	80	
Vehicles	1C4U 1C4U	Cash Maish	150000	1	\$150,000 \$360,000 \$0		\$150,000.00	\$150,000 \$350,000 \$0	10. Equipment 10. Equipment	multi-use sehicle for educational and public multi-use sehicle for educational and public	salety salety		
Office Equipment					80 80 80			10 10					
Gilter	Travel Travel	Cash Maleh	10000	1	\$10,000	2	\$10,000.00	\$10,000 \$20,000	1. Admin and Legal 1. Admin and Legal	extensive travel required, region covers ov extensive travel required, region covers ov	7 36,000 miles 7 36,000 miles		
PROFESSIONAL 2	Telesom Company Engineering		934902	1	80 83.821.983 8934.902	1 10	\$3.921.983 934902	\$0 \$3.921.983 \$934.902	4. Antitienstyral and ener	engineering support for telecom companie	83,621,983	(60)	
Project	Telecom Company Engineering Telecom Company Engineering	Cash Maleh	400672	1	\$400.672 \$137.486	5 5	400672	\$400.672 \$137,486	 Anchitectural and engr Anchitectural and engr Anchitectural and engr 	engreening support for telecom companie engreening support for telecom companie			
Consulting	Balaries, administration Balaries, administration	Cash Mateh	798000	1	\$798,000 \$342,000	2	798000	\$798,000 \$342,000	1. Admin and Legal 1. Admin and Legal	salaries and administration for project salaries and administration for project	1		
	Protect enableering	Cash Maleh	20000	1	\$255.000 \$255.000 \$0	2	285000	\$255.000 \$255.000 \$0	 Other archit, and ense Other archit, and ense 	overall oncient encineering			
Oilver					80 80	2		\$0 \$0			\$400,000	*0	
TERTING Network					200.000	80	\$800.000	\$800.000 \$0					
IT Ryslem					80 80 80	2		\$0 \$0 \$0			1		
User Devices		1			80 80			30 30			1		
Test Cenerators	Videoconterencing Videoconterencing	Cash Maleh	24000	10	\$240,000 \$560,000	2	240000	\$240,000 \$560,000	10. Equipment 10. Equipment	Infrastructure for videoconferencing Infrastructure for videoconferencing	1		
Generators					80 80 80			\$0 80 80			1		
					80 80 80	2		80 80 80			1		
Kervers/Compute					80			\$0 80			ł		
COMMON DTHER UPPRONT	CORTS	Maish	Unit Cest	No. of	Total Cost	Last Mile \$0	Middle Mile 30	Allocated Total \$0	SF-424C Budget	Support of Reasonableness	80	80	
					80 80			\$0 \$0			1		
Dilver					80			30 30			817,221,941	(80)	
	1		19	OJECT TOTAL	\$17,221,041		\$17,221,041		L		\$17,221,041	(80)	
			2F-424C Cre 1. Admin and Le	ss check Totals	\$1.285.000		Matchin Federal Fundini	g Contribution Cri i Remiest tribution miribution	255-Check Totals 212.054.200 25.167.646				
			Admin and Le Land, structur Admin and Le Land, structur Releastion ex Architectural Other archit, a Tripection fa The work Demetition/re Committee	nd ener.	\$1.031.003 \$100.000		In-kind Match Co	Intribution	**************************************	3			
			6. Inspection for 7. Bits work 8. Demolition/re 9. Construction	meyal	840 840 840 840								
			6. Construction To. Equipment TT. Mise.		\$11.623.968 \$2,031,000								
	Approach to allocating Last Entire project is Middle Mile					-							
	Entire project is Middle Mile												

Comprehensive Community Infrastructure Key Metrics Dashboard

Please refer to the CCI Grant Guidelines for instructions on completing this form.

Applicant Profile							
Applicant Name	Region 18 Education Service Center						
Title	Connect Southwest Texas						
Easygrants ID	5637						
Headquarters	Midland, Texas						
Size (2009 Data) of Applicant	Current Year Revenues: \$ 25,515,912						
Entity	• Employees: 106						
Technology Type	Middle Mile—Buried Fiber						
	Wes-Tex Telecommunications, LTD; Delcom, Inc. Hill Country Telephone						
Key Partners	Cooperative; Poka Lambro Telephone Cooperative; Big Bend Telephone						
Ney Faithers	Company, Global Technology Services, Texas Department of Safety,						
	Midland College, Odessa College						

Project Economics							
Budget Information			Project Financials				
Project Budget	\$17,307,544		Project Revenues (Yr 8)	\$488,409			
Federal Contribution (%)	\$12,035,811		Net Income and Margin (Yr 8)	\$(685,714) N/A			
Cash Match Amount (%) \$5,271,733			EBITDA and Margin (Yr 8)	\$133,409 27.32%			
In Kind Match Amount (%) 0			Rate of Return (w/o BTOP Funds)	47.32			
Middle Mile/Last Mile Budge	Middle Mile/Last Mile Budget Allocation			N/M			
Middle Mile Percentage (%)	100		Cost Efficiency				
Last Mile Percentage (%) 0			Cost per Mile (MM)	\$59,843			
Rural Last Mile Percentage	0		Cost per Household (LM)	N/A			

Market Territory						
Geographic Area(s)	The geographic area is the Region 18 Education Service Center service area in West Texas, which comprises 33 school districts and includes 19counties with over 37, 500 square miles.					
Middle Mile Network Compos	ition					
Total Proposed Network Miles (MM only)	 Total Miles: 194 Backbone Miles: 116 Lateral Miles: 78 					
New Construction Network Miles (MM only)	 Total Miles: 194 Backbone Miles: 116 Lateral Miles: 78 					
Existing Applicant Network Miles Utilized (MM only)	 Total Miles: 0 Backbone Miles: 0 Lateral Miles: 0 					

Comprehensive Community Infrastructure Key Metrics Dashboard

Leased Network Miles	Total Miles: 0							
Utilized (MM only)	Backbone Miles: 0							
	Lateral Miles: 0							
Underserved/Unserved	 Percentage of Backbone Miles in Underserved/Unserved Areas: 100% 							
onderservedy onserved	 Percentage of Lateral Miles in Underserved/Unserved Areas: 100% 							
Existing Customer Base								
Existing Residential/Individual	65,337 (Big Bend Telephone Company)							
Customers within PFSA	30,153 (Wes-Tex Telecommunications)							
Evicting Rusiness Customore	16448 (Big Bend Telephone Company)							
Existing Business Customers within PFSA	7592 (Wes-Tex Telecommunications)							
WITHIN FERA	1265 (Dell Telephone)							
Existing Community Anchor	• Total CAI's: 203							
Institution Customers within	Community Colleges: 3							
PFSA	Public Safety Entities: 47							
Existing Third Party Service	2 (Big Bend Telephone Company)							
Provider Customers within	3 (Poka Lambro)							
PFSA								
Potential Customer Base								
Market Potential Households	• Total HH's: 134,017							
(within PFSA)	 Located in Underserved/Unserved Areas: 100% 							
Market Potential Businesses	Total Businesses: 33,741							
(within PFSA)	Located in Underserved/Unserved Areas: 100%							
	Total CAI's: 203							
Market Potential Community	 Located in Underserved/Unserved Areas: 100% 							
Anchor Institutions (within	 Community Colleges: 3 							
PFSA)	Public Safety Entities: 47							
Market Potential Third Party	Total Third Party Service Providers in PFSA: 8							
Service Providers (within	 Expressing Commitment or Letter of Interest: 0 							
PFSA)								
Funded Network Coverage								
Households Connected to	Total Households Connected: 40,069							
Network (via BTOP Funds by	 Located in Underserved/Unserved Areas: 100% 							
end of Year 3)								
Businesses Connected to	Total Businesses Connected: 8030							
Network (via BTOP Funds by	 Located in Underserved/Unserved Areas: 100% 							
end of Year 3)								
Community Anchor	Total Directly Connected CAI's: 46							
Institutions Directly	 Located in Underserved/Unserved Areas: 100% 							
Connected (via BTOP Funds	Community Colleges: 3							
by end of Year 3)	 Public Safety Entities:38 							
.,								

Comprehensive Community Infrastructure Key Metrics Dashboard

	Directly Served by Applicant
	Community Anchor Institutions: 49
	Households: 0
Drainstad Subscribers by Veer	Businesses: 0
Projected Subscribers by Year Five	Third Party Service Providers: 0
FIVE	Served by Proposed Network Via Third Party Service Provider
	Community Anchor Institutions: 0
	Households: 40169
	Businesses: 8030

Other					
Proposed MM Network	Backbone: 10 Gbps				
Capacity	Laterals: 1 Gbps				
Proposed LM Network Speed	Highest offered speed tier: NA				
Proposed Livi Network Speed	 Estimated Average speed for highest speed tier: NA 				
Total Points of	• Total Pol's: 4				
Interconnection	 Pol's in Underserved/Unserved Areas: 100% 				
Interconnection	 Environmentally-controlled, non-passive Pols:100% 				
	Direct Job-years:				
Jobs Created	Indirect Job-years:				
	Induced Job-years:				
Required Time for Project					
Completion (Number of	11 Quarters				
Required Quarters to Fully					
Build-out and Test Network					
and Make Ready for					
Commercial Service)					

DISCL	OSURE OF LC	BBYING ACTIV	ITIES	1	Approved by OMB			
Complete this form to	o disclose lobbyin	g activities pursuant	to 31 U.S.C. 1352		0348-0046			
		blic burden disclosu	re.)					
	Status of Federa		3. Report Type:					
b a. contract	4	offer/application	a a. initial fi					
b. grant	b. initia		b. materia					
c. cooperative agreement	c. post-	award						
d. loan				quarter _				
e. loan guarantee f. loan insurance			date of las	st report				
4. Name and Address of Reporting E		E IS Demention En						
Prime Subawardee	inuty:	and Address of	tity in No. 4 is a S	ubawardee, En	ter Name			
	f known:	and Address of	Prime:					
Region 18 ESC	indicitient.							
P.O. Box 60580								
Midland, TX 79711								
Congressional District, if known:	1	Congressional District, if known:						
6. Federal Department/Agency:		7. Federal Program Name/Description:						
Department of Commerce		Broadband Techn	ology Opportunities I	Program				
		CFDA Number, i	f applicable: <u>11.55</u>	7				
0 Endered Anti- New Instantia								
8. Federal Action Number, if known:		9. Award Amount	, if known :					
		\$						
10. a. Name and Address of Lobbyin		b. Individuals Per	forming Services	(including addre	ess if			
(if individual, last name, first nam	ne, MI):	different from N						
		(last name, first	name, MI):					
		\cap	0	7				
11. Information requested through this form is authorized by	title 31 U.S.C. section	Cianatura	TROK	~ ~ /				
 1352. This disclosure of lobbying activities is a materia upon which reliance was placed by the tier above when thi 	I representation of fact	Signature: / Koma						
or entered into. This disclosure is required pursuant to	31 U.S.C. 1352. This	Print Name: John Thomas						
information will be available for public inspection. Any per required disclosure shall be subject to a civil penalty of no		Title: Executive Dir	ector					
not more than \$100,000 for each such failure.		Telephone No.: 43	2-567-3210	Date:	6/11/2010			
Federal Use Only:		and the second		Authorized for Loca	I Reproduction			
		and the second second		Standard Form LLL	_ (Rev. 7-97)			

INSTRUCTIONS FOR COMPLETION OF SF-LLL, DISCLOSURE OF LOBBYING ACTIVITIES

This disclosure form shall be completed by the reporting entity, whether subawardee or prime Federal recipient, at the initiation or receipt of a covered Federal action, or a material change to a previous filing, pursuant to title 31 U.S.C. section 1352. The filing of a form is required for each payment or agreement to make payment to any lobbying entity for influencing or attempting to influence an officer or employeeof any agency, a Member of Congress, an officer or employeeof Congress, or an employeeof a Member of Congress in connection with a covered Federal action. Complete all items that apply for both the initial filing and material change report. Refer to the implementing guidance published by the Office of Management and Budget for additional information.

- 1. Identify the type of covered Federal action for which lobbying activity is and/or has been secured to influence the outcome of a covered Federal action.
- 2. Identify the status of the covered Federal action.
- Identify the appropriate classification of this report. If this is a followup report caused by a material change to the information previously reported, enter the year and quarter in which the change occurred. Enter the date of the last previously submitted report by this reporting entity for this covered Federal action.
- 4. Enter the full name, address, city, State and zip code of the reporting entity. Include Congressional District, if known. Check the appropriate classification of the reporting entity that designates if it is, or expects to be, a prime or subaward recipient. Identify the tier of the subawardee, e.g., the first subawardee of the prime is the 1st tier. Subawards include but are not limited to subcontracts, subgrants and contract awards under grants.
- 5. If the organization filing the report in item 4 checks "Subawardee," then enter the full name, address, city, State and zip code of the prime Federal recipient. Include Congressional District, if known.
- 6. Enter the name of the Federal agency making the award or loan commitment. Include at least one organizationallevel below agency name, if known. For example, Department of Transportation, United States Coast Guard.
- 7. Enter the Federal program name or description for the covered Federal action (item 1). If known, enter the full Catalog of Federal Domestic Assistance (CFDA) number for grants, cooperative agreements, loans, and loan commitments.
- 8. Enter the most appropriate Federal identifying number available for the Federal action identified in item 1 (e.g., Request for Proposal (RFP) number; Invitation for Bid (IFB) number; grant announcement number; the contract, grant, or Ioan award number; the application/proposal control number assigned by the Federal agency). Include prefixes, e.g., "RFP-DE-90-001."
- 9. For a covered Federal action where there has been an award or loan commitment by the Federal agency, enter the Federal amount of the award/loan commitment for the prime entity identified in item 4 or 5.
- 10. (a) Enter the full name, address, city, State and zip code of the lobbying registrant under the Lobbying Disclosure Act of 1995 engaged by the reporting entity identified in item 4 to influence the covered Federal action.
 - (b) Enter the full names of the individual(s) performing services, and include full address if different from 10 (a). Enter Last Name, First Name, and Middle Initial (MI).
- 11. The certifying official shall sign and date the form, print his/her name, title, and telephone number.

According to the Paperwork Reduction Act, as amended, no persons are required to respond to a collection of information unless it displays a valid OMB Control Number. The valid OMB control number for this information collection is OMB No. 0348-0046. Public reporting burden for this collection of information is estimated to average 10 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0046), Washington, DC 20503.