

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.



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

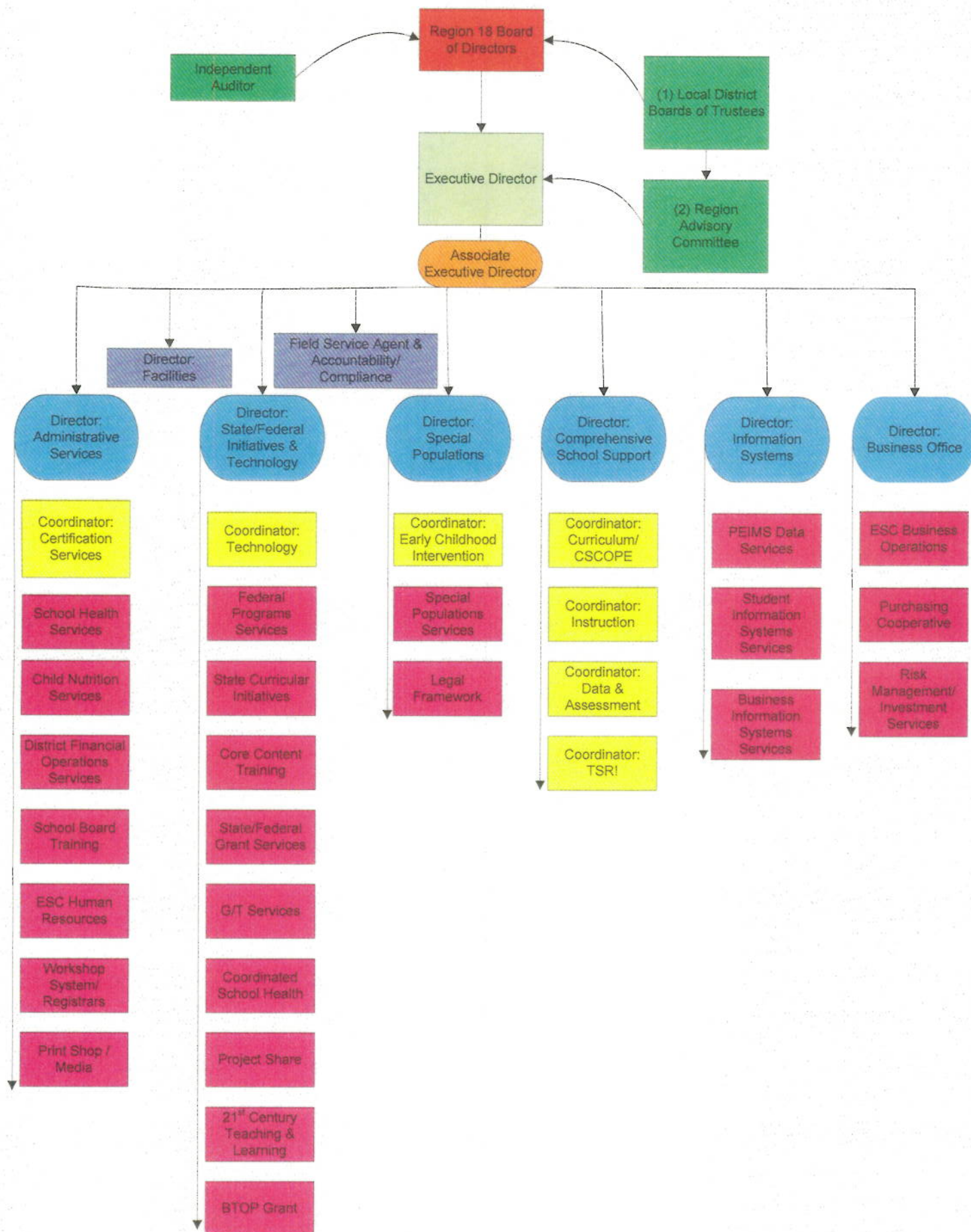
E.J. von Schaumburg,

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 ORinOCO, 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 data for their specific project, but such modifications are generally discouraged. 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/ Net Add	Year 1				Year 2			
				Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4
Mega-Metro E - 100 Mbps	Community Anchor Inst.	0	Cumulative	0	0	0	0	5	10	17	26
			Net Add	0	0	0	0	5	5	7	9
	Business	0	Cumulative	0	0	0	0	12	27	52	82
			Net Add	0	0	0	0	12	15	25	30
	Third Party Service Provider	0	Cumulative	0	0	0	0	1	2	4	6
			Net Add	0	0	0	0	1	1	2	2
Served by Third Party Service Providers	Indirect - Res./Ind.	0	Cumulative	0	0	0	0	1000	3000	5000	10000
			Net Add	0	0	0	0	1000	2000	2000	5000
	Indirect - Business	0	Cumulative	0	0	0	0	2	8	18	30
			Net Add	0	0	0	0	2	6	10	12
	Indirect - Com. Anchor Inst.	0	Cumulative	0	0	0	0	0	2	3	5
			Net Add	0	0	0	0	0	2	1	2

Broadband Subscriber Estimates

Name of Service Offering	Customer Type	Year 0	Cumulative/ Net Add	Year 1				Year 2				Year 3				Year 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
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
			Net Add														
Mega-Metro E 100 (NON-SCHOOL)	Business		Cumulative	9	9	10	11	11	11	12	12	13	13	13	14	14	14
			Net Add			1	1			1		1			1		
			Cumulative														
			Net Add														
			Cumulative														
			Net Add														
			Cumulative														
			Net Add														
			Cumulative														
			Net Add														
Cumulative Totals (excluding Indirect)	Residential/Individual		Total														
	Business		Total	9	9	10	11	11	11	12	12	13	13	13	14	14	14
	Community Anchor Inst.		Total	32	32	32	32	32	32	32	32	32	32	32	32	32	32
	Third Party Service Provider		Total														
Cumulative Totals (including Indirect)	Residential/Individual		Total														
	Business		Total														
	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	Year 4		Year 5				Year 6				Year 7				Year 8		
		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
		0	1			1	1		1		1			1	1			1
Cumulative Totals (excluding Indirect)	Residential/Individual																	
	Business	14	15	15	15	16	17	17	18	18	19	19	19	20	21	21	21	22
	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 Indirect)	Residential/Individual																	
	Business																	
	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	Qtr 4
Mega-Metro E 100 (Region 18 ISD)	Community Anchor Inst.	32
Mega-Metro E 100 (NON-SCHOOL)	Business	22
Cumulative Totals (excluding Indirect)	Residential/Individual	
	Business	22
	Community Anchor Inst.	32
	Third Party Service Provider	
Cumulative Totals (including Indirect)	Residential/Individual	
	Business	
	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 DEPRECIATION 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

14908_500057.xlsx-Annual Depreciation Schedule

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
<hr/>
\$858,208

\$1,531,000
\$500,000
\$11,609,561
<hr/>
\$13,640,561

14908_500057.xlsx-Annual Depreciation Schedule

14908_500057.xlsx-Annual Depreciation Schedule

14908_500057.xlsx-Annual Depreciation Schedule

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

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

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	\$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	

[illegible]

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 service	08/01/10
Number of months owned in first year	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	

[illegible]

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 or COMMON NETWORK FACILITIES:		Match (Cash/In- kind)	Unit Cost	No. of Units	Total Cost
NETWORK & ACCESS EQUIPMENT					\$431,000
Switching					\$0
					\$0
					\$0
Routing	Routers	Cash Match	\$64,650.00	2	\$129,300
	Routers		\$150,850.00	2	\$301,700
					\$0
Transport					\$0
					\$0
					\$0
Access					\$0
					\$0
					\$0
Other					\$0
					\$0
					\$0
OUTSIDE PLANT					\$11,523,958
Cables	Fiber	Cash Match	15615	213	\$3,325,995
	Fiber		36434	213	\$7,760,442
					\$0
Conduits					\$0
					\$0
					\$0
Ducts					\$0
					\$0
					\$0
Poles					\$0
					\$0
					\$0
Towers	Microwave	Cash Match	131256	1	\$131,256
	Microwave		306265	1	\$306,265
					\$0
Repeaters					\$0
					\$0
					\$0
Other					\$0
					\$0
					\$0
SERVICE AREA or COMMON NETWORK FACILITIES:		Match (Cash/In- kind)	Unit Cost	No. of Units	Total Cost
BUILDINGS					\$0
New Construction					\$0
					\$0

					\$0
Pre-Fab Huts					\$0
					\$0
					\$0
					\$0
Improvements & Renovation					\$0
					\$0
					\$0
					\$0
Other					\$0
					\$0
					\$0
					\$0
CUSTOMER PREMISE EQUIPMENT					\$300,000
Modems					\$0
					\$0
					\$0
					\$0
Set Top Boxes					\$0
					\$0
					\$0
					\$0
Inside Writing					\$0
					\$0
					\$0
					\$0
Other	Layer 3 Switches	Cash Match	2250	40	\$90,000
			5250	40	\$210,000
					\$0
					\$0
BILLING SUPPORT AND OPERATIONS SUPPORT SYSTEMS					\$115,000
Billing Support Systems					\$0
					\$0
					\$0
					\$0
Customer Care Systems					\$0
					\$0
	Software Licenses	Cash Match	300	100	\$30,000
					\$0
Other Support	Software Licenses		700	100	\$70,000
	Advertising	Cash Match	1500	3	\$4,500
	Advertising		3500	3	\$10,500
					\$0
SERVICE AREA or COMMON NETWORK FACILITIES:		Match (Cash/In-kind)	Unit Cost	No. of Units	Total Cost
OPERATING EQUIPMENT					\$530,000
Vehicles	IC4U	Cash Match	150000	1	\$150,000
	IC4U		350000	1	\$350,000
					\$0
					\$0
Office Equipment / Furniture					\$0
					\$0
					\$0
					\$0
Other	Travel	Cash Match	10000	1	\$10,000
	Travel		20000	1	\$20,000
					\$0
					\$0
PROFESSIONAL SERVICES					\$3,521,983
Engineering Design	Telecom Company Engineering		934902	1	\$934,902
	Telecom Company Engineering	Cash Match	400672	1	\$400,672
	Telecom Company Engineering		137486	1	\$137,486
					\$0

Project Management	Telecom Company Er	Cash Match	58923	1	\$58,923
	Salaries, administration		798000	1	\$798,000
	Salaries, administration	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
					\$0
					\$0
Servers/Computers					\$0
					\$0
					\$0
SERVICE AREA or COMMON NETWORK FACILITIES:		Match (Cash/In-kind)	Unit Cost	No. of Units	Total Cost
OTHER UPFRONT COSTS					\$0
Site Preparation					\$0
					\$0
					\$0
Other					\$0
					\$0
					\$0
PROJECT 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 eng	\$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
	\$17,221,941

[illegible]

	58923	\$58,923	4. Architectural and engineering support for telecom companies	
	798000	\$798,000	1. Admin and Legal salaries and administration for project	
	342000	\$342,000	1. Admin and Legal salaries and administration for project	
	595000	\$595,000	5. Other archit. and overall project engineering	
	255000	\$255,000	5. Other archit. and overall project engineering	
		\$0		
		\$0		
		\$0		
		\$0		
				\$800,000 \$0
\$0	\$800,000	\$800,000		
		\$0		
		\$0		
		\$0		
		\$0		
		\$0		
		\$0		
		\$0		
		\$0		
	240000	\$240,000	10. Equipment infrastructure for videoconferencing	
	560000	\$560,000	10. Equipment infrastructure for videoconferencing	
		\$0		
		\$0		
		\$0		
		\$0		
		\$0		
		\$0		
		\$0		
		\$0		
		\$0		
Last Mile Allocation	Middle Mile Allocation	Allocated Total	SF-424C Budget Category	of Reason:
\$0	\$0	\$0		\$0 \$0
		\$0		
		\$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

Cash Match
In-kind Match

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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

14908_500049.xlsx-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	\$ 125,000	\$ 150,000	\$ 165,000	\$ 181,500	\$ 199,650	\$ 219,615	\$ 241,577	\$ 265,734
Retail Data	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Dark Fiber	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Collocation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other (list specific services)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Network Driven Revenues								
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					
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 1,145,833	\$ 387,816	\$ 393,333	\$ 340,000	\$ 345,000	\$ 345,000	\$ 355,000	\$ 355,000
EBITDA	\$ 11,180,664	\$ 1,712,074	\$ 3,483,078	\$ 43,829	\$ 61,852	\$ 86,829	\$ 103,947	\$ 133,409
Depreciation	\$224,427	\$696,149	\$1,013,077	\$1,148,028	\$1,148,028	\$1,096,995	\$980,894	\$858,208
Amortization	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Income Before Taxes	\$ 11,033,786	\$ 1,064,956	\$ 2,498,774	\$ (1,066,483)	\$ (1,046,799)	\$ (968,567)	\$ (832,670)	\$ (677,331)
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

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Assets								
<i>Current Assets</i>								
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
<i>Non-Current Assets</i>								
Project Assets								
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. Deprec.-Vehicles	\$ (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
Liabilities and Owners' Equity								
Liabilities								
<i>Current Liabilities</i>								
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
<i>Long-Term Liabilities</i>								
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

[illegible]

INFLOW/Yr.	1	2	3
LOAN PROCEEDS (15-YR, 4% DEBT)	\$ -		
Grant	\$ 12,036,811	\$ -	\$ -
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%	\$0	\$0	\$0
Expenses	\$ 1,145,833	\$ 387,816	\$ 393,333
	\$7,482,536	\$4,987,013	\$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 feasible solution		

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% DEBT)	\$ 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

\$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)	\$ (8,575,764)

NPV/IRR Table

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

discount rate

15%

Project time frame	3 years		
Fixed assests acquisition-deploym	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 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-Year 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 across 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	

for information

[illegible]

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
Balmorhea	195902	Reeves	158	35	2	3	\$ 320.00	100
Big Spring	114901	Howard	3,807	582	8	12	\$ 1,280.00	100
Buena Vista	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
Culberson	055901	Culberson	496	93	2	3	\$ 320.00	100
Ector County	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 Stockton	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
Greenwood	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	Monthly New 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%
HCTC	\$ 400.00	4,800.00	\$ 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%
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%
HCTC	\$ 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%
HCTC	\$ 800.00	9,600.00	\$ 8.00	\$ 106.67	93%
HCTC	\$ 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

PLEASE COMPLETE THE TABLE BELOW FOR THE DIFFERENT CATEGORIES OF EQUIPMENT THAT WILL BE REQUIRED FOR COMPLETING THE PROJECT. EACH CATEGORY SHOULD BE BROKEN DOWN TO THE APPROPRIATE LEVEL FOR IDENTIFYING UNIT COST

Approach to allocating Last Mile and Middle Mile costs:
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 Entity	<ul style="list-style-type: none"> Current Year Revenues: \$ 25,515,912 Employees: 106
Technology Type	Middle Mile—Buried Fiber
Key Partners	Wes-Tex Telecommunications, LTD; Delcom, Inc. Hill Country Telephone Cooperative; Poka Lambro Telephone Cooperative; Big Bend Telephone 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 Budget Allocation		Rate of Return (w/ BTOP Funds)	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 19 counties with over 37, 500 square miles.
Middle Mile Network Composition	
Total Proposed Network Miles (MM only)	<ul style="list-style-type: none"> Total Miles: 194 Backbone Miles: 116 Lateral Miles: 78
New Construction Network Miles (MM only)	<ul style="list-style-type: none"> Total Miles: 194 Backbone Miles: 116 Lateral Miles: 78
Existing Applicant Network Miles Utilized (MM only)	<ul style="list-style-type: none"> Total Miles: 0 Backbone Miles: 0 Lateral Miles: 0

Comprehensive Community Infrastructure Key Metrics Dashboard

Leased Network Miles Utilized (MM only)	<ul style="list-style-type: none"> Total Miles: 0 Backbone Miles: 0 Lateral Miles: 0
Underserved/Unserved	<ul style="list-style-type: none"> Percentage of Backbone Miles in Underserved/Unserved Areas: 100% Percentage of Lateral Miles in Underserved/Unserved Areas: 100%
Existing Customer Base	
Existing Residential/Individual Customers within PFSA	65,337 (Big Bend Telephone Company) 30,153 (Wes-Tex Telecommunications)
Existing Business Customers within PFSA	16448 (Big Bend Telephone Company) 7592 (Wes-Tex Telecommunications) 1265 (Dell Telephone)
Existing Community Anchor Institution Customers within PFSA	<ul style="list-style-type: none"> Total CAI's: 203 Community Colleges: 3 Public Safety Entities: 47
Existing Third Party Service Provider Customers within PFSA	2 (Big Bend Telephone Company) 3 (Poka Lambro)
Potential Customer Base	
Market Potential Households (within PFSA)	<ul style="list-style-type: none"> Total HH's: 134,017 Located in Underserved/Unserved Areas: 100%
Market Potential Businesses (within PFSA)	<ul style="list-style-type: none"> Total Businesses: 33,741 Located in Underserved/Unserved Areas: 100%
Market Potential Community Anchor Institutions (within PFSA)	<ul style="list-style-type: none"> Total CAI's: 203 Located in Underserved/Unserved Areas: 100% Community Colleges: 3 Public Safety Entities: 47
Market Potential Third Party Service Providers (within PFSA)	<ul style="list-style-type: none"> Total Third Party Service Providers in PFSA: 8 Expressing Commitment or Letter of Interest: 0
Funded Network Coverage	
Households Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> Total Households Connected: 40,069 Located in Underserved/Unserved Areas: 100%
Businesses Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> Total Businesses Connected: 8030 Located in Underserved/Unserved Areas: 100%
Community Anchor Institutions Directly Connected (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> Total Directly Connected CAI's: 46 Located in Underserved/Unserved Areas: 100% Community Colleges: 3 Public Safety Entities: 38

Comprehensive Community Infrastructure Key Metrics Dashboard

Projected Subscribers by Year Five	<p><u>Directly Served by Applicant</u></p> <ul style="list-style-type: none"> Community Anchor Institutions: 49 Households: 0 Businesses: 0 Third Party Service Providers: 0 <p><u>Served by Proposed Network Via Third Party Service Provider</u></p> <ul style="list-style-type: none"> Community Anchor Institutions: 0 Households: 40169 Businesses: 8030
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Other	
Proposed MM Network Capacity	<ul style="list-style-type: none"> Backbone: 10 Gbps Laterals: 1 Gbps
Proposed LM Network Speed	<ul style="list-style-type: none"> Highest offered speed tier: NA Estimated Average speed for highest speed tier: NA
Total Points of Interconnection	<ul style="list-style-type: none"> Total Pol's: 4 Pol's in Underserved/Unserved Areas: 100% Environmentally-controlled, non-passive Pols:100%
Jobs Created	<ul style="list-style-type: none"> Direct Job-years: Indirect Job-years: Induced Job-years:
Required Time for Project Completion (Number of Required Quarters to Fully Build-out and Test Network and Make Ready for Commercial Service)	11 Quarters


DISCLOSURE OF LOBBYING ACTIVITIES

Complete this form to disclose lobbying activities pursuant to 31 U.S.C. 1352

Approved by OMB

0348-0046

(See reverse for public burden disclosure.)

1. Type of Federal Action: <input type="checkbox"/> a. contract <input checked="" type="checkbox"/> b. grant c. cooperative agreement d. loan e. loan guarantee f. loan insurance		2. Status of Federal Action: <input type="checkbox"/> a. bid/offer/application <input type="checkbox"/> b. initial award c. post-award		3. Report Type: <input type="checkbox"/> a. initial filing <input type="checkbox"/> b. material change For Material Change Only: year _____ quarter _____ date of last report _____	
4. Name and Address of Reporting Entity: <input checked="" type="checkbox"/> Prime <input type="checkbox"/> Subawardee Tier _____, if known: Region 18 ESC P.O. Box 60580 Midland, TX 79711 Congressional District, if known: 11			5. If Reporting Entity in No. 4 is a Subawardee, Enter Name and Address of Prime: Congressional District, if known:		
6. Federal Department/Agency: Department of Commerce			7. Federal Program Name/Description: Broadband Technology Opportunities Program CFDA Number, if applicable: 11.557		
8. Federal Action Number, if known:			9. Award Amount, if known: \$		
10. a. Name and Address of Lobbying Registrant (if individual, last name, first name, MI):			b. Individuals Performing Services (including address if different from No. 10a) (last name, first name, MI):		
11. Information requested through this form is authorized by title 31 U.S.C. section 1352. This disclosure of lobbying activities is a material representation of fact upon which reliance was placed by the tier above when this transaction was made or entered into. This disclosure is required pursuant to 31 U.S.C. 1352. This information will be available for public inspection. Any person who fails to file the required disclosure shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.			Signature:  Print Name: John Thomas Title: Executive Director Telephone No.: 432-567-3210 Date: 6/11/2010		
Federal Use Only:				Authorized for Local Reproduction 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 employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of 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.
3. 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 organizational level 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 loan 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.