

Appalachian Valley Fiber Network BTOP Comprehensive Community Infrastructure Project Plan and Build-out Timeline

Time Period	Quarter	Milestones	Support for Reasonableness/Data Points
Year 0	-	<ul style="list-style-type: none"> Public Private Partnership Coordination & Network Planning Application Preparation & Project Plan Application Processing & Due Diligence Project Grant Awarded Mobilize Project Team 	<ul style="list-style-type: none"> Network Expansion Plan Basic Design Submitted by 3/26/2010 As Required Award of project Personnel already on staff
Year 1	Qtr. 1	<ul style="list-style-type: none"> Final Review of Network Expansion with Public Private Partners Areas 1-11 (All) Final Approval of Network Expansion Plans Areas 1-6 Construction Engineering of Areas 1-2-3 Construction Engineering of Areas 3-4-6 Permitting Areas 1-2-3 Commence Middle Mile Construction Areas 1-2-3 	<ul style="list-style-type: none"> Incorporate any Final Revisions Final Comments and Proceed with Construction Documents Permit Ready Plans – Phased by Area Permit Ready Plans – Phased by Area Obtain all Permits & Right of Way Use - Phased by Area Commence Installation – Phased by Area
	Qtr. 2	<ul style="list-style-type: none"> Final Approval of Network Expansion Plans Areas 7-11 Construction Engineering of Areas 7-8 Permitting Areas 4-5-6 Continue Middle Mile Construction Areas 1-2-3 Commence Middle Mile Construction Areas 4-5-6 Construction Engineering of Areas 9-10-11 Permitting Areas 7-8 Testing & Inspections Area 1 	<ul style="list-style-type: none"> Final Comments and Proceed with Construction Documents Permit Ready Plans – Phased by Area Obtain Permits & Right of Way Use - By Area Continue Installation – Phased by Area Commence Installation – Phased by Area Permit Ready Plans – Phased by Area Obtain Permits & Right of Way Use - By Area Internal & Authority Inspections & Testing
	Qtr. 3	<ul style="list-style-type: none"> Continue Middle Mile Construction Areas 4-5-6 Testing & Inspections Area 2 Complete Permitting Areas 7-8 Permitting Areas 9-10-11 Testing & Inspections Area 3 Turn Up Area 1 Turn Up Area 2-3 Testing & Inspections Area 4 	<ul style="list-style-type: none"> Continue Installation – Phased by Area Internal & Authority Inspections & Testing Complete Permitting - Phased by Area Obtain Permits & Right of Way Use - By Area Internal & Authority Inspections & Testing Segment Completed & Services Offered Segment Completed & Services Offered Internal & Authority Inspections & Testing
	Qtr. 4	<ul style="list-style-type: none"> Commence Middle Mile Construction Areas 7-8 Turn Up Area 4 Testing & Inspections Area 5 Turn Up Area 5 Commence Construction Area 9 	<ul style="list-style-type: none"> Commence Installation – Phased by Area Segment Completed & Services Offered Internal & Authority Inspections & Testing Segment Completed & Services Offered Commence Installation – Phased by Area

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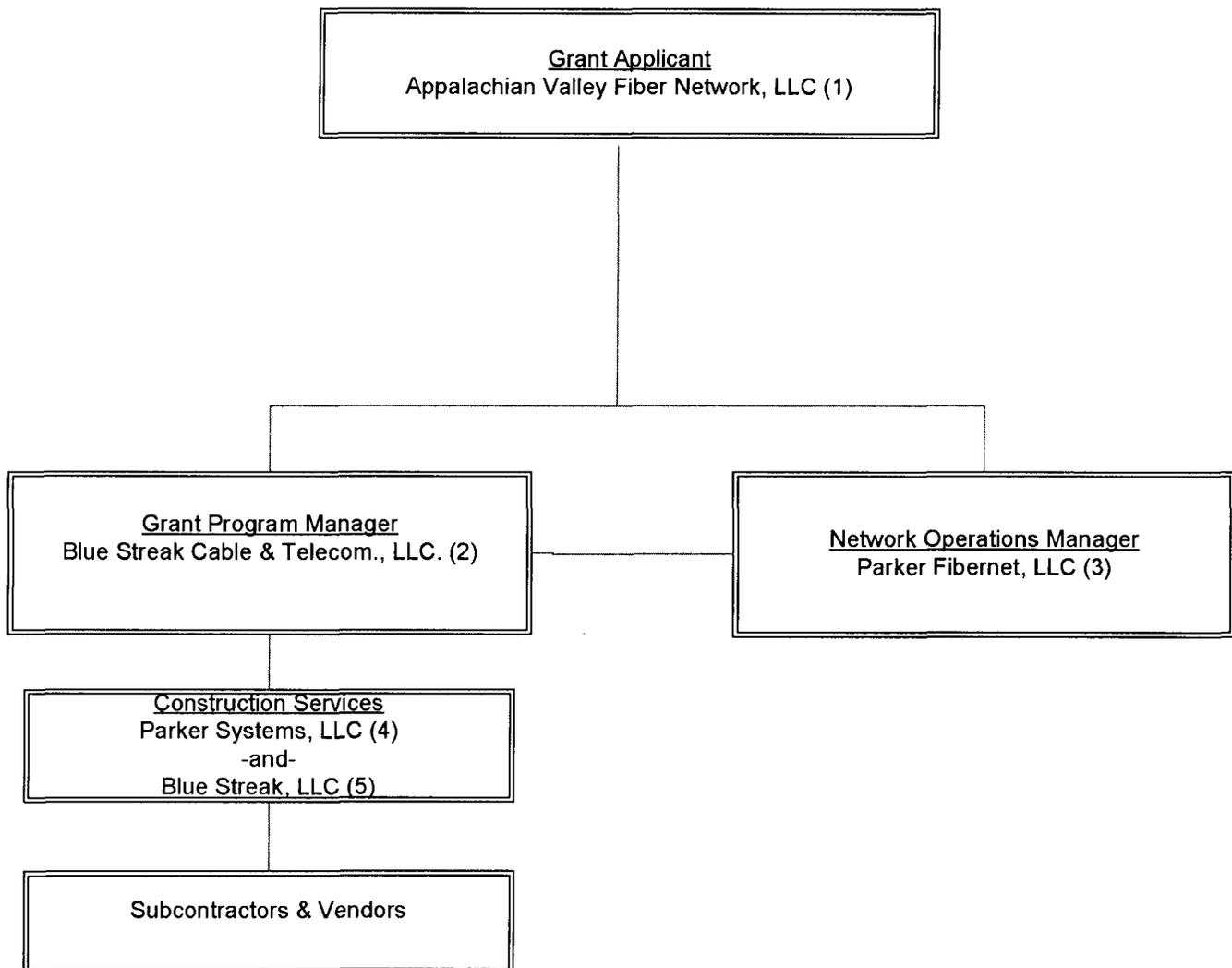
Year 2	Qtr. 1	<ul style="list-style-type: none"> • Complete Middle Mile Construction Areas 7-8 • Testing & Inspections Area 6 • Turn Up Area 6 • Testing & Inspections Area 7 • Testing & Inspections Area 8 • Continue Middle Mile Construction Area 9 • Commence Construction Area 10 	<ul style="list-style-type: none"> • Complete Installation – Phased by Area • Internal & Authority Inspections & Testing • Segment Completed & Services Offered • Internal & Authority Inspections & Testing • Internal & Authority Inspections & Testing • Continue Installation – Phased by Area • Commence Installation – Phased by Area
	Qtr. 2	<ul style="list-style-type: none"> • Continue Middle Mile Construction Areas 9-10 • Turn Up Area 7 • Turn Up Area 8 • Testing & Inspections Area 9 • Commence Construction Area 11 	<ul style="list-style-type: none"> • Continue Installation – Phased by Area • Segment Completed & Services Offered • Segment Completed & Services Offered • Internal & Authority Inspections & Testing • Commence Installation – Phased by Area
	Qtr. 3	<ul style="list-style-type: none"> • Testing & Inspections Area 10 • Continue Middle Mile Construction Area 11 • Turn Up Area 9 • Testing & Inspections Area 10 	<ul style="list-style-type: none"> • Internal & Authority Inspections & Testing • Continue Installation – Phased by Area • Segment Completed & Services Offered • Internal & Authority Inspections & Testing
	Qtr. 4	<ul style="list-style-type: none"> • Turn Up Area 10 • Testing & Inspections Area 11 • Turn Up Area 11 • Project Completed 	<ul style="list-style-type: none"> • Segment Completed & Services Offered • Internal & Authority Inspections & Testing • Segment Completed & Services Offered • Project Completed
Year 3	Qtr. 1		
	Qtr. 2		
	Qtr. 3		
	Qtr. 4		

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AVFN BUILD-OUT TIMELINE

Service Area									
	YEAR 0	YEAR 1				YEAR 2			
		Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4
Infrastructure Funds		2,173,382	3,489,194	4,325,521	3,772,439	3,345,793	2,210,179	1,309,643	760,763
Infrastructure Funds Advanced (estimate)		2,173,382	5,904,116	9,988,097	13,760,536	17,106,329	19,316,508	20,626,151	21,386,914
Percentage of Total Funds		10%	26%	47%	64%	80%	90%	96%	100%
Entities Passed & %									
Households		11,526	36,020	64,837	86,449	110,943	126,792	136,878	144,082
Percentage of Total Households		8%	25%	45%	60%	77%	88%	95%	100%
Businesses		749	2,082	3,747	4,996	6,412	7,328	7,911	8,327
Percentage of Total Businesses		9%	25%	45%	60%	77%	88%	95%	100%
Community Anchor Institutions		39	107	193	257	330	377	408	429
Percentage of Total Institutions		8%	25%	45%	60%	77%	88%	95%	100%

ORGANIZATIONAL STRUCTURE



(1) "AVFN" is a Georgia limited liability company, owned by Blue Streak Cable & Telecom, LLC and Parker Fibernet, LLC.

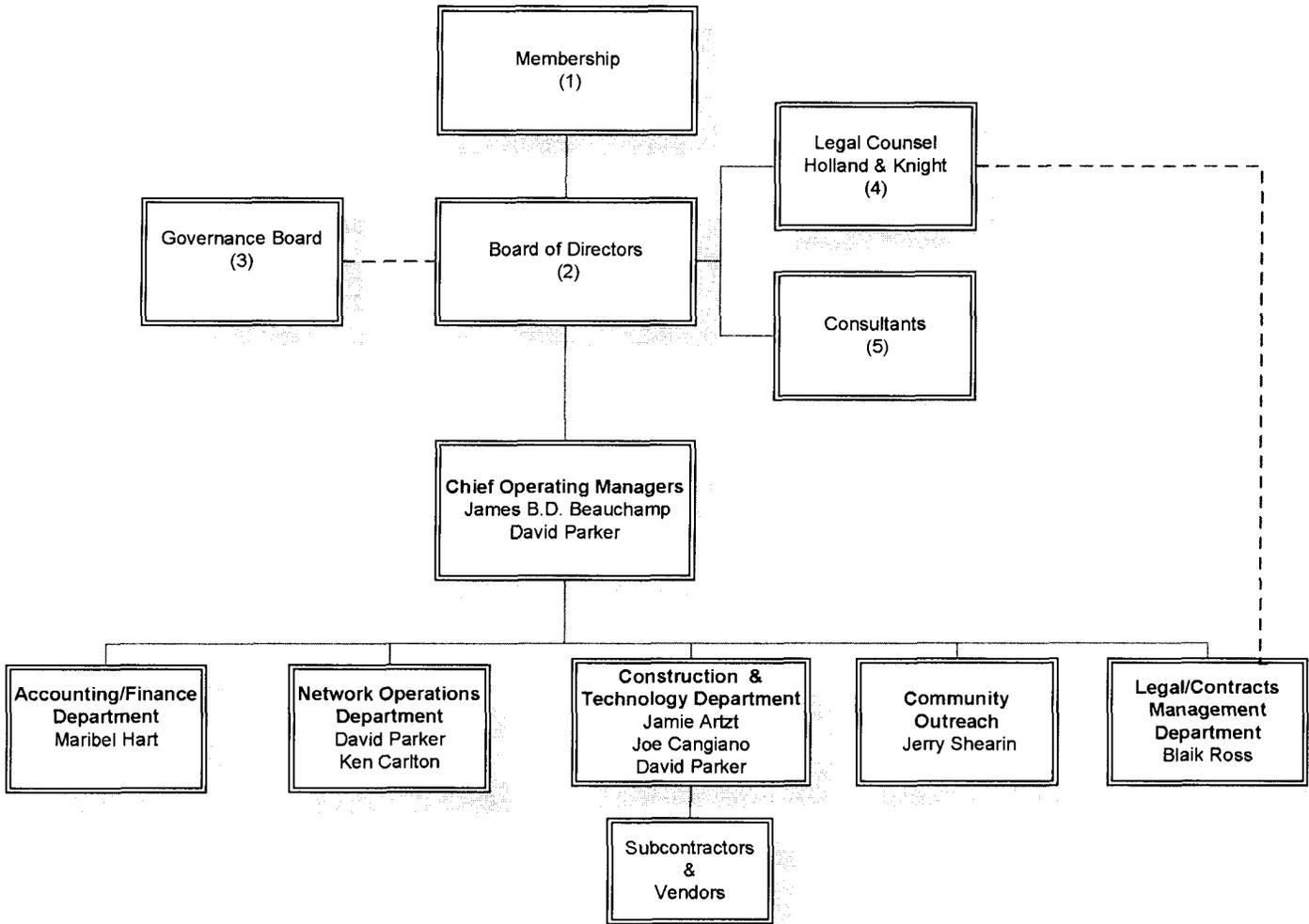
(2) "Blue Streak" is a Florida limited liability company, co-owner/Member of AVFN and the overall Grant Program Manager.

(3) "Parker Fibernet" is a Georgia limited liability company, co-owner/Member of AVFN and the Network Controller and Operator.

(4) "Parker Systems" is a Georgia limited liability company, affiliate of Parker Fibernet, and primary construction contractor.

(5) Blue Streak, in addition to its obligations as Grant Program Manager, will also be a construction contractor.

MANAGEMENT TEAM (INTERIM) ORGANIZATIONAL CHART



(1) Appalachian Valley Fiber Network, LLC is a strategic partnership between Blue Streak Cable & Telecom., LLC and Parker Fibernet, LLC.

(2) The Board of Directors of AVFN will be composed of elected Principals from its two Members, Blue Streak and Parker.

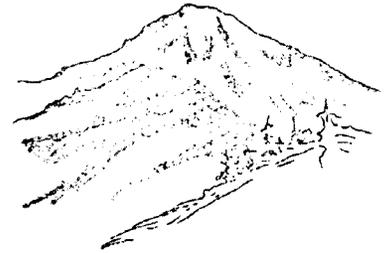
(3) The Governance Board of AVFN will provide guidance and is composed of the following members:

- Representative from Alabama Broadband Initiative
- Representative from East Alabama Regional Development Commission
- Representative from Floyd County, Georgia Board of Commissioners
- Representative from Northwest Georgia Regional Commission
- Representative from Northwest Georgia Joint Development Authority
- Representative from Georgia Tech Enterprise Innovation Institute
- Representative from Citizens for a Digital Future
- Representative from Trenton Telephone Company
- Representative from Fujitsu Corporation
- Representatives from Parker Fibernet
- Representatives from Blue Streak

(4) The law firm of Holland & Knight shall serve as outside counsel to AVFN.

(5) AVFN will retain consultants for the project as needed. No consultants have been named as of yet.

DAVID M. PARKER



TITLE

Co-Chief Operating Manager: Appalachian Valley Fiber Network, LLC and Owner of Parker FiberNet, LLC and related entities.

EXPERIENCE

25 years of overall professional experience.

EDUCATION

B.S. Georgia Institute of Technology, 1989

PROFESSIONAL ORGANIZATIONS

Board of Directors – Heritage First Bank, Rome, GA
IT Committee - Heritage First Bank, Rome, GA
Board of Trustees - Shorter College, Rome, GA
Deacon – Summerville First Baptist Church, Summerville, Ga

BACKGROUND

Mr. Parker has been Owner/Manager of various businesses in the telecommunications industries for the past 25 years. He and his companies have been involved with providing high-speed local and wide area networking, fiber optic cabling and building fiber optic infrastructure for commercial and public applications.

Parker Systems, LLC, Summerville, GA 1985 - Current
Owner/Manager

- Provider of high-speed local and wide area networking, fiber optic cabling.
- Generating revenues of \$5,000,000.
- Customers include: Motorola, The Georgia Department of Transportation, Paulding County, Athens Clarke County, Dekalb County, Flint EMC, Georgia Ports Authority

Parker FiberNet, LLC, Summerville, GA 1985 - Current
Owner/Manager

- Build fiber optic network infrastructure for commercial and public applications.
- A facilities – based Competitive Local Exchange Carrier.
- Generating revenues of \$1,280,000
- Constructed and maintain a 30 mile fiber optic ring around Athens GA.
- Constructed and maintain 15 miles of fiber optics in Rome GA.

Parker Logistics, Inc., Summerville, GA 2006 - Current
Owner/Manager

- Transportation operations for sister companies, as well as for hire.

Parker Response, Inc., Summerville, GA 2006 - Current
Owner/Manager

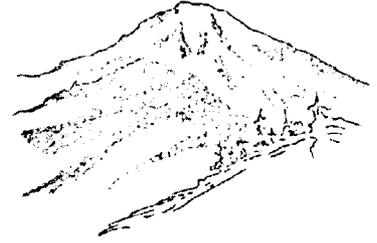
- Provides emergency response facilities (i.e. generators, fuel) for disastrous events

RELEVANT PROJECT EXPERIENCE

- Constructed and maintained a 30 mile fiber optic ring around Athens, GA.
- Constructed and maintained 15 miles of fiber optics in Rome, GA
- Provided high speed local and wide area networking for: The Georgia Department of Transportation; Paulding County, GA; Athens Clarke County, GA; Dekalb County, GA; and Georgia Ports Authority.



JAMES B.D. BEAUCHAMP



TITLE

Co-Chief Operating Manager: Appalachian Valley Fiber Network, LLC and Blue Streak Cable & Telecommunications, LLC.

EXPERIENCE

38 years of professional experience in the construction industry
CEO, Beauchamp Construction Co., Inc.; Coral Gables, FL (1980-present)

EDUCATION

B.A. University of Miami, 1971
M.A. University of Miami, 1997

LICENSES & CERTIFICATIONS

Certified Licensed General Contractor, Florida, 1980
Licensed Real Estate Broker, Florida
Certified Commercial Pilot, Instrument Rating, Cert.

PROFESSIONAL ORGANIZATIONS

Associated General Contractors (AGC) of America:

- Public Housing Committee
- Project Delivery Systems Committee
- Private Building Owners Committee

Disaster Assistance Committee, Florida International University
American Institute of Architects
Coral Gables Chamber of Commerce
National Trust for Historic Preservation

BACKGROUND

Mr. Beauchamp is a principal and founder of Beauchamp Construction Co., Inc., a certified general contractor, construction manager and design-builder in the State of Florida for over 30 years. Growing the company from the ground up, Mr. Beauchamp is the CEO of Beauchamp Construction, which has been listed among "The Top 400 Contractors" nationwide by Engineering News Record. Additionally, amongst various other awards, Beauchamp Construction has been voted "Outstanding Contractor of the Year" by the American Institute of Architects numerous times. With annual revenues averaging in excess of \$65MM for the past 5 years, a bonding capacity of \$200MM+, and a workforce of over 50 employees serving clients across multiple counties and states, Beauchamp Construction and its CEO, James Beauchamp, are a true leader in their community. As *Co-Chief Operating Manager* of Appalachian Valley Fiber Network, LLC and Blue Streak Cable & Telecommunications, LLC, Mr. Beauchamp will oversee strategic planning and corporate policy for the businesses.

RELEVANT PROJECT EXPERIENCE

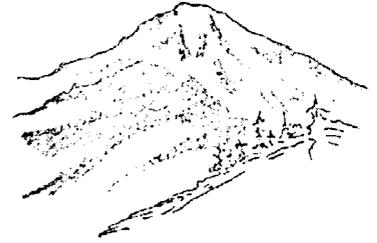
As CEO of a general contracting company for over 30 years, Mr. Beauchamp has been involved with the strategic decision making on construction projects with a total value in the billions of dollars. Representative project engagements include: Charitable Organizations, Community Development Corporations, Government Agencies, Institutions of Higher Learning, Religious Organizations and Private Developers.

APPALACHIAN VALLEY FIBER NETWORK, LLC



BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM

BENJAMIN WALKER, JR.



TITLE

Co-Chief Operating Manager: Appalachian Valley Fiber Network, LLC and Blue Streak Cable & Telecommunications, LLC.

EXPERIENCE

25 years managing Communications Construction Utilities businesses
30 years of experience in the Telecommunications Industry

EDUCATION

Miami-Dade Community College- 2 years

LICENSES & CERTIFICATIONS

Engineering License in Direct Burial/CATV for Miami-Dade County
Engineering License in Direct Burial/CATV for Broward County
Certified Mold Inspector

PROFESSIONAL ORGANIZATIONS

Board of Directors- Boys & Girls Club of Miami

BACKGROUND

An entrepreneur and industry leader within the communication contracting industry, Mr. Walker has over 30 years of experience and is the current owner and Chief Executive Officer of C.C.U., Inc., a partner in Blue Streak. C.C.U., Inc. has shown consistent revenues of 10 million per year under Mr. Walker's guidance and expertise. Mr. Walker started as a Construction Supervisor for his father's business in 1980 and formed his own company, C.C.U., Inc. in 1985. Since then C.C.U. provides Aerial & Underground Plant Construction including directional boring and 24 hour emergency restoration services such as Storm Recovery and Rebuild. C.C.U. works in Miami-Dade, Broward, Monroe (The Florida Keys), and Palm Beach counties. Its primary customers include Comcast, Level 3, A.T. & T., F.P.L. Fibernet, Fiberlight, & Fujitsu.

RELEVANT PROJECT EXPERIENCE

Comcast:

- Provide Turn-key services to approximately 10,000 miles of Fiber optic and Coax infrastructure. Provide new deployments, upgrade existing, and maintain current high speed VOIP/Broadband and Video Services.
- Survey, Design, Permit, and deploy all Business last mile connections. Integrate all Business Service bundling objectives.
- Estimated Yearly Revenues - \$7.0 Million

Recent Special projects:

- Miami River Dredge Project -Bore Miami River @ 40 ft depth \$183,000.00 Cascade reduction project - Deploy 38 miles of new fiber optic infrastructure and upgrade electronic capacities, Project Value 735,000.00
- Dolphin Stadium Renovation - Deploy state of the art Broadband and HDTV Video services. Wire all suites and concession areas, install 2,200 LCD televisions.
- Provide and place all internal wiring for Various Top Security Federal Buildings which include, Nap of the Americas Homeland Security facility, Federal Court House of Miami, Federal Prison of Miami and Naval Facility of Key West Florida.

AT&T

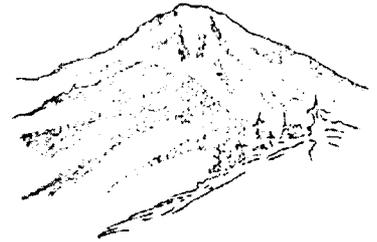
- Provide Turn-key construction services of conduit and fiber optic deployment services for high speed internet/video bundled services.
- Estimated Yearly Service Revenues 1.1 million

APPALACHIAN VALLEY FIBER NETWORK, LLC



BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM

BENJAMIN WALKER, JR.



Level 3

- Provide last mile connections to Class A and mid size business establishments throughout Florida and Georgia.
- Recently completed 13 miles of last mile connections within Jacksonville Florida to integrate T-Mobile CO
- Project value \$734,000.00

FPL Fibernet

- Provide all material and deploy 432 count fiber backbone for the integration of approximately 310 Verizon and T-Mobile Cellular integration project.
- Site survey and construct lateral alternate access objectives to cellular network for deployment of 3G and 4G Wireless technologies.
- Estimated Revenue 1.5 million.

Fiberlight LLC

- Site survey, Engineer and Turn-key construct 35 cellular sites, inclusive of High Rise roof top Cellular applications. Provide all material and Turnkey construction including all EMT placements for Bldg Entry applications to roof tops throughout the Miami Area. Estimated Value 1.7 Million
- Engineer and Turnkey construction of various lateral Telecom Collocation sites inclusive of the NAP of the Americas. Estimated Revenue \$550,000

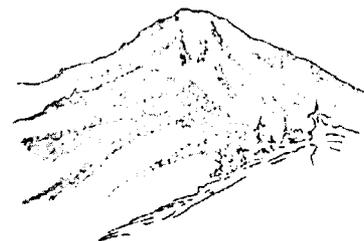
Fujitsu

- Provide Turn-key Construction services for V-Rad/U-Verse Cabinet deployments for the provisioning of High speed internet and Video on Demand Services. Installations include Testing of battery and electronic configurations, placements of cabinets, inclusive of retrofit of existing RT terminals and electrical connections.
- Estimated yearly Revenues 1.7 Million

APPALACHIAN VALLEY FIBER NETWORK, LLC



JOSE L. CANGIANO



TITLE

Vice President of Technology: Appalachian Valley Fiber Network, LLC. *Vice Operating Manager:* Blue Streak Cable & Telecommunications, LLC.

EXPERIENCE

25 years of overall professional experience in the telecommunications and construction industries

EDUCATION

Alfred State College, 1982-1984

BACKGROUND

As *Vice President of Technology* of Appalachian Valley Fiber Network, LLC and *Vice Operating Manager* of Blue Streak Cable & Telecommunications, LLC, Mr. Cangiano has extensive training and practical experience in Telecom services. From 2003 to present, Mr. Cangiano has served as a Principal and Vice President of CCU Inc., a partner in Blue Streak. Mr. Cangiano is responsible for and oversees all Company operations and construction practices. Mr. Cangiano has a staff of Clerks and Project Managers which include In-House personnel and various Turn-key Contractors. Mr. Cangiano is a direct liaison between CCU / Blue Streak and its current customer base, and is responsible for all contract executions and coordination's.

About CCU Inc.:

CCU Inc. is a Turn-key Telecom Infrastructure construction company in existence for 28 years. CCU's services include Engineering, Aerial and Underground construction services, directional drilling and sub-aquatic boring. CCU's "On-Call Services" provide 24 hour emergency restoration services inclusive of Hurricane, Storm recovery and rebuild services. CCU has been a leader in Telecom Services through out Florida, Georgia, California, Japan and Puerto Rico. CCU has consistent gross revenues of 10 Million or above and its current portfolio of customers include the largest Telecom providers within the United States. Customers are as follows: Comcast, AT&T, Level 3, Fiberlight LLC, FPL Fibernet, Fujitsu, and Various United States Naval Facilities.

Prior to joining CCU, Inc. and Blue Streak, Mr. Cangiano worked in the telecommunications industry for over 20 years for:

ADELPHIA BUSINESS SOLUTIONS, Weston, Florida, Regional Director (1998-2003)

Managed and supervised twelve (12) Project managers in various phases of network development and deployment. Budget comprised of approx. 325 Million in Network Deployments. Region consisted of Florida, Georgia, Alabama, Texas, Louisiana, South and North Carolina. These Seven states encompass approximately 5,432 miles of network in development and deployment for Adelphia Business Solutions.

Position Requirements:

Provide regional support to local Project Managers that included the following;

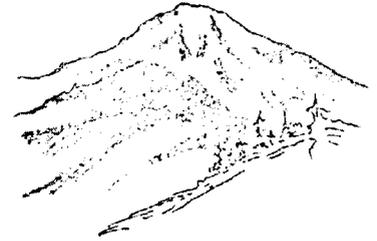
- Capital Authorization Request development and quality control.
- Coordinated and prioritized franchise agreement with the assistance of corporate and outside legal counsel.
- Coordinated and monitored all related pole attachment, conduit lease and joint build agreements.
- Coordinated and monitored schedules with local project managers – weekly productivity reports with associated deadlines and milestones.
- Created competitive environment with vendors and contractors.
- Created and reported on labor markets within a city.
- Forecasted and scheduled with city GM's and extended city managers for scheduling and deployment.

APPALACHIAN VALLEY FIBER NETWORK, LLC



BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM

JOSE L. CANGIANO



ADELPHIA CABLE COMMUNICATIONS, Miami, Florida, Construction Manager (1993-1998)

Staff of fifteen employees and five contractors. Managed a \$5,400,000.00 budget, which pertained to a System Upgrade, New Build Construction, System Maintenance, New Build M.D.U.s, Rebuild M.D.U.s, Single Family Home Prewires and New Aerial Construction. Managed and coordinated all functions within the Engineering and Construction departments. Worked as a liaison for Adelphia with developers, CSX, D.O.T. and Dade County Public Works and Permitting departments.

- Planned, developed and launched with corporate support, a six hundred fifty eight mile, two year, system upgrade process. Established cost analysis and evaluations. Established fiber routes and deployment, coordinated all purchases of materials.
- Developed with corporate support daily, weekly and monthly productivity reports. Created and established project flow charts, reports and schedules. Managed all expenditures of an eight million dollar upgrade project.
- Managed and coordinated Adelphia's 1,500 mile South Dade system.
- Managed and coordinated Adelphia's consistent 2,400 multi dwelling units, prewire, postwire and bulk conversion budgets and projects.
- Managed and coordinated all new build and system maintenance splice and activation projects utilizing in house personnel and contractors.
- Performed and coordinated right-of-entry agreements with developers and potential bulk service agreements. Performed presentations at board meetings to educate homeowners and directors of Adelphia's services and bulk offers.
- Assisted with the development of joint trench within Miami-Dade county along with BellSouth and F.P.L. representatives. Provided cost analysis of savings to corporate personnel and other utility companies.

PROFESSIONAL INSTALLATIONS USA, INC., Underground Construction/Maintenance Supervisor (1991 -1992)

- Managed and coordinated underground accounts with Goldcoast and Dynamic Cablevision. Supervised crews, inspected for quality control, spliced and activated underground and aerial plant, responsible for line trouble shooting and ensured jobs were completed to meet CATV specifications. Supervised six employees and one subcontractor.

R.D.C. COMMUNICATIONS, Miami, Florida, System Upgrade Manager/MDU Division Coordinator (1988- 1990)

- Managed both departments to operate productively and efficiently within specifications, with minimal complaints from customers and developers in Miami-Dade and Broward counties.

C.C.U., INC. M.D.U. DIVISION (1987 - 1988)

- Aerial Construction Rehab Coordinator and MDU/MATV Supervisor for T.C.I. and Storer Communications cable systems accounts.

AMIC CATV (1986 - 1987)

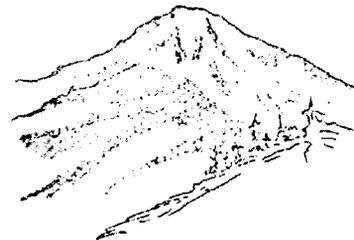
- Installations Manager and Construction/MDU Supervisor Inspector for T.C.I. Communications cable system account.

APPALACHIAN VALLEY FIBER NETWORK, LLC



BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM

JOSE L. CANGIANO



ADVANCE COMMUNICATION (1985 - 1986)

- Installation Supervisor and Inspector/Installer. Coordinated installations and worked with customer complaints for Storer Communications cable system account.

SAN JUAN CABLEVISION INC., Puerto Rico (1984 - 1985)

- Installer, Construction Lineman and Groundman and Foreman.

RELEVANT PROJECT EXPERIENCE

Comcast:

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- Survey, Design, Permit, and deploy all Business last mile connections. Integrate all Business Service bundling objectives.
- Estimated Yearly Revenues - \$7.0 Million

Recent Special projects:

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- Dolphin Stadium Renovation - Deploy state of the art Broadband and HDTV Video services. Wire all suites and concession areas, install 2,200 LCD televisions.
- Provide and place all internal wiring for Various Top Security Federal Buildings which include, Nap of the Americas Homeland Security facility, Federal Court House of Miami, Federal Prison of Miami and Naval Facility of Key West Florida.

AT&T

- Provide Turnkey construction services of conduit and fiber optic deployment services for high speed internet/video bundled services.
- Estimated Yearly Service Revenues 1.1 million

Level 3

- Provide last mile connections to Class A and mid size business establishments throughout Florida and Georgia.
- Recently completed 13 miles of last mile connections within Jacksonville Florida to integrate T-Mobile CO
- Project value \$734,000.00

FPL Fibernet

- Provide all material and deploy 432 count fiber backbone for the integration of approximately 310 Verison and T-Mobile Cellular integration project.
- Site survey and construct lateral alternate access objectives to cellular network for deployment of 3G and 4G Wireless technologies.
- Estimated Revenue 1.5 million.

Fiberlight LLC

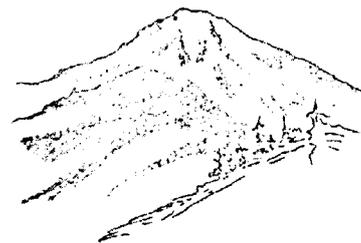
- Site survey, Engineer and Turnkey construct 35 cellular sites, inclusive of High Rise roof top Cellular applications. Provide all material and Turnkey construction including all EMT placements for Bldg Entry applications to roof tops throughout the Miami Area. Estimated Value 1.7 Million

APPALACHIAN VALLEY FIBER NETWORK, LLC



BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM

JOSE L. CANGIANO



- Engineer and Turnkey construction of various lateral Telecom Collocation sites inclusive of the NAP of the Americas. Estimated Revenue \$550,000

Fujitsu

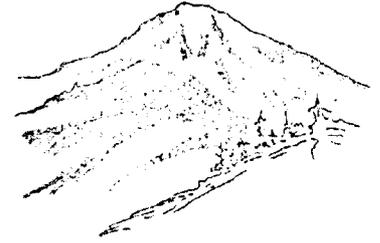
- Provide Turnkey Construction services for V-Rad/U-Verse Cabinet deployments for the provisioning of High speed internet and Video on Demand Services. Installations include Testing of battery and electronic configurations, placements of cabinets, inclusive of retrofit of existing RT terminals and electrical connections.
- Estimated yearly Revenues 1.7 Million

APPALACHIAN VALLEY FIBER NETWORK, LLC



BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM

BENJAMIN K. ARTZT



TITLE

Vice President of Construction: Appalachian Valley Fiber Network, LLC and Blue Streak Cable & Telecommunications, LLC.

EXPERIENCE

23 years of professional experience in the construction industry.
Principal and Sr. Vice President, Beauchamp Construction Co., Inc.; Coral Gables, FL (1987-present)

EDUCATION

B.S. University of Florida, 1988

LICENSES & CERTIFICATIONS

Certified Licensed General Contractor, Florida 1990

PROFESSIONAL ORGANIZATIONS

Associated General Contractors (AGC) of America

BACKGROUND

As *Vice President of Construction* of Appalachian Valley Fiber Network, LLC and vice president and qualifier of Blue Streak Cable & Telecommunications, LLC, Mr. Artzt is involved from the early stages of pre-construction through final construction completion and turnover. He helps transition between estimating and field operations as all trades are brought under contract. Mr. Artzt prepares subcontracts, purchase orders, construction schedules, project summaries and all other "front end" work required to get a project underway. Throughout construction of a project, Mr. Artzt supports and assists the Project Manager, Superintendent and all other field personnel in any required coordination and support aspect. He provides a project with the required diligence of issue recognition, conflict resolution, information interpretation and decision-making. Mr. Artzt acts as the company liaison between the Owner, Architect, Consultants and all Subcontractors and keeps these parties informed of project issues and data.

RELEVANT PROJECT EXPERIENCE (Major Projects)

2020 Ponce Building, Coral Gables, FL (April 2008-Present)

Project Executive/Project Manager \$30,000,000
Hi-rise Class A Office, 8 story parking and Retail Facility

Opera Towers, Miami, FL (March 2005-April 2008)

Project Executive/Project Manager \$100,000,000
Hi-rise 56 Story, 600 unit Condominium.

Brickell Bay Plaza, Miami, FL (May 2001-2004)

Project Executive/Project Manager \$60,000,000
41 Story Building, Parking garage and tenant spaces

Clear Channel Communications, Miami, FL (April 2000-August 2001)

Construction Manager \$6,200,000
Multiple Radio Station Broadcasting Facility

Bay Parc Plaza, Miami, FL (October 1998-June 2000)

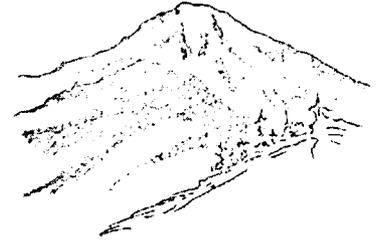
Project Executive/Project Manager \$ 36,400,000
39 stories, 471 unit apartment building, parking garage and tenant spaces

APPALACHIAN VALLEY FIBER NETWORK, LLC



BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM

BENJAMIN K. ARTZT



Quayside Town Homes, Miami, FL

Project Executive/Project Manager \$10,000,000
3 Buildings, 57 Unit Town homes

Melrose Apartments, Miami, FL (January 1997 – October 1998)

Construction Manager \$17,500,000
270 unit apartment complex and site development in Champaign, Illinois.

Mangonia Residences, Miami, FL (January 1996 - February 1997)

Construction Manager \$10,027,000
252 unit apartment complex consisting of two 8 story buildings, multi-purpose recreation building and site improvements

Miami Edison Middle School, Miami, FL (May 1995 - June 1996)

Construction Manager \$5,180,000
Concrete shell package on 28 million dollar, CM bid packaged middle school with new construction and historical renovation\addition.

Elementary School E-91, Miami, FL (April 1994 - July 1995)

Construction Manager \$9,295,000
Broward County prototype elementary school.

Nautilus Middle School, Miami, FL (January 1994 - November 1996)

Construction Manager \$17,975,000
Dade County School's 194,000 SF new middle school and site development. Phased project built immediately adjacent to existing operational school that was demolished after occupancy of new building.

Miami Central Senior High, Miami, FL (May 1993 - April 1994-Project Manager)

April 1994 - December 1995 (Construction Manage)
\$ 6,254,000
Dade County School's three story science classroom building. Extensive phased renovation to existing complex and new site amenities.

State Elementary School "V", Miami, FL (January 1992 - August 1993)

Project Manager \$6,139,000
Dade County Public School's 90,000 SF prototype elementary school.

Maritime and Science Technologies Academy, Miami, FL (January 1991 - January 1992)

Project Manager \$7,600,000
Dade County Public Schools Magnet High School. 85,000 SF fast track renovation and new construction.

Edison Gardens II, Miami, FL (December 1989 - November 1990)

Project Manager \$2,280,000
Four story, fifty unit apartment complex.

Caribbean Marketplace, Miami, FL (March 1989 - October 1989)

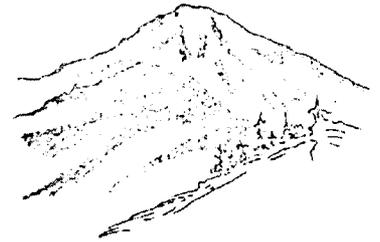
Project Manager \$550,000
Replica of Iron Marketplace in Haiti. Won numerous design awards including AIA Design of the Year.

APPALACHIAN VALLEY FIBER NETWORK, LLC



BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM

BENJAMIN K. ARTZT



Washington Arts Storage, Miami, FL (March 1989 - January 1990)

Project Manager \$850,000

Addition and restoration of a 1920's era, four story Art Deco style Southern Bell facility. Converted to an antiques storage warehouse and art collector's gallery.

Bird-Ludlam Shopping Center, Miami, FL (May 1987 – August 1987)

Project Engineer \$ 6,500,000

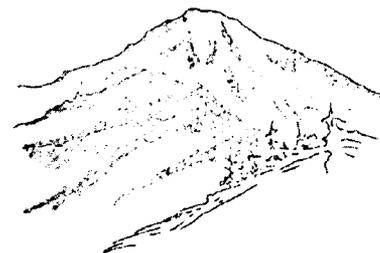
Responsibilities included shop drawing review and administration, office/field/sub-contractor coordination, job cost control, maintaining project documents and field employee records. Other duties included bid preparation and plan organization.

APPALACHIAN VALLEY FIBER NETWORK, LLC



BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM

KEN CARLTON



TITLE

Vice President of Network Operations: Appalachian Valley Fiber Network, LLC and Business Development Manager: Parker FiberNet, LLC.

EXPERIENCE

2 Years experience with Parker FiberNet as Sales Manager
4 Years Senior Vice President of Sales and Marketing for Zartic, Inc. \$200,000,000.00 Annual Sales.
4 Years Vice President of Marketing, Zartic, Inc.
Over 30 years of experience in sales and executive sales management
Independent Small Business Owner

EDUCATION

B.A., University of Georgia, 1972

BACKGROUND

Mr. Carlton is responsible for customer, partner company, client and government relations for Appalachian Valley Fiber Network, LLC and Parker FiberNet, LLC, as well as strategic planning during construction and post-construction phases. The long range impact of the network as planned is dependent on utilization by community anchor institutions and business clients throughout the regions affected. Mr. Carlton will work with potential client customers from business, education, healthcare and government sectors to provide awareness and facilitate access to the network upon completion. Mr. Carlton will also be responsible for coordination with governments and business/industrial development authorities within the region and assist in recruitment of new business requiring high capacity broadband availability.

RELEVANT PROJECT EXPERIENCE

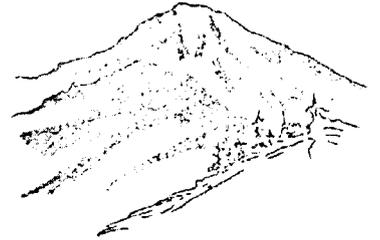
As Sales Manager for Parker FiberNet, Mr. Carlton has developed new business with public school systems, County Governments, City Governments, major healthcare providers, technical colleges and a variety of businesses in less than 2 years. Prior to joining Parker FibeNet, Mr. Carlton was Senior Vice President of Sales and Marketing of Zartic, Inc. and was responsible for overall sales management, marketing and market development, with over 200 million dollars in annual sales. He was also directly responsible for management of business with the U.S. Department of Defense and the U.S Department of Agriculture.

APPALACHIAN VALLEY FIBER NETWORK, LLC



BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM

JERRY N. SHEARIN



TITLE

Vice President & Director of Community Relations: Appalachian Valley Fiber Network, LLC and Blue Streak Cable & Telecommunications, LLC.

EXPERIENCE

22 years of overall professional experience

EDUCATION

A.A. Miami Dade Community College, 1979

B.S. Auburn University, 1984

BACKGROUND

As Vice President & Director of Community Relations for Appalachian Valley Fiber Network, LLC and Blue Streak Cable & Telecommunications, LLC, Mr. Shearin oversees all marketing initiatives as well as generates and secures community support for the businesses. In addition to these duties, Mr. Shearin also simultaneously serves as Comptroller for Trevisol Construction Company, handling accounts receivable, accounts payable and new business generation. From 2001-2008, Mr. Shearin served as Chairman of the Paulding County, Georgia Board of Commissioners and was responsible for the day to day operation of all county functions and served as County CEO. Mr. Shearin's duties included management of a 700+ employee workforce with an annual budget in excess of \$110 million. During his tenure with the County, Mr. Shearin successfully solicited and received in excess of \$100 million in state and federal grants and appropriations and was named one of the 100 Most Influential Georgians by Georgia Trend Magazine. Prior to serving his communities in public office, Mr. Shearin owned and operated 3 successful businesses: Shearin Insurance Agency, a full lines agency that was affiliated with Cotton States Insurance Company; Shearin Properties, a property management and construction company which peaked at 11 properties in 2004; and Shearinco Enterprises, a small multi-faceted company that specializes in consulting and sales. The latter two entities are on-going concerns.

RELEVANT PROJECT EXPERIENCE

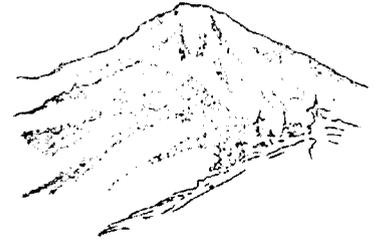
- Paulding Regional Airport, \$34 million to date (Federal, State Funded)
- Paulding Business and Technology Park, 500+ acre development on-going \$5 million (Public/Private Partnership)
- Paulding Economic Development Facility, \$3.5 million (State Funded)
- Greater Paulding Forest Initiative, 7,600 acre land acquisition \$46 million (Federal, State, County, Non-profit Foundation Funded)
- West Hiram Parkway, 1st major road project built in the County in 15 years \$6 million (Federal, State, Local Funded)
- East Hiram Parkway, on-going major road project, secured the funding \$18 million (Federal, State, Local)
- Paulding Reservoir, on-going project, design, visioning, etc. \$4 million so-far of a \$120 million project
- Paulding County Courthouse, replaced 120 year old building, \$65 million (all Local)
- Paulding I.T. and fiber project, GIS mapping, fiber connectivity of government buildings etc. \$8 million, (all Local)

APPALACHIAN VALLEY FIBER NETWORK, LLC



BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM

MARIBEL HART, C.P.A.



TITLE

C.F.O and Treasurer: Appalachian Valley Fiber Network, LLC and Blue Streak Cable & Telecommunications, LLC.

EXPERIENCE

24 years of overall professional experience

EDUCATION

B.A. St. Thomas University, 1987

M.A. St. Thomas University, 1990

LICENSES & CERTIFICATIONS

Certified Public Accountant, Florida, 1991

PROFESSIONAL ORGANIZATIONS

American Institute of Certified Public Accountants

Florida Institute of Certified Public Accountants

Construction Financial Management Association

BACKGROUND

As *C.F.O and Treasurer* of Appalachian Valley Fiber Network, LLC and Blue Streak Cable & Telecommunications, LLC, Ms. Hart provides the businesses with support in all phases of financial and cash management as well as budgeting while supervising all accounting and administrative functions. Ms. Hart's responsibilities include reporting of financial statements, cash projections, general ledger analysis, quarterly payroll tax filings, and supervision of payroll, accounts payable and administration as well as handling banking, insurance and audit relationships.

Beauchamp Construction Co., Inc., Coral Gables, FL (1992-1996, 1998-present)
C.F.O.

Sunrise Community, Inc., Miami, FL (1997-1998)
Corporate Controller

Transeastern Properties, Inc., Miami, FL (1996-1997)
Assistant Controller

Kaufman, Rossin & Co., Miami, FL (1990-1992)
Senior Accountant

Deloitte & Touche, Miami, FL (1987-1990)
Senior Tax Consultant

RELEVANT PROJECT EXPERIENCE

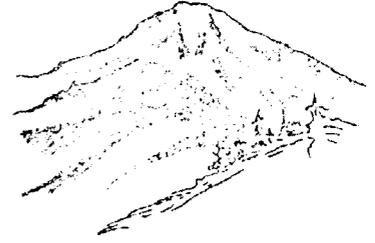
Ms. Hart has worked in finance and accounting for 20+ years, with 17 years experience in a general contractor's office managing contract accounts in the billions of dollars.

APPALACHIAN VALLEY FIBER NETWORK, LLC



BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM

BLAIK P. ROSS, ESQUIRE



TITLE

General Counsel & Corporate Secretary: Appalachian Valley Fiber Network, LLC and Blue Streak Cable & Telecommunications, LLC.

EXPERIENCE

8 years of experience as a licensed and practicing attorney
14 years of overall professional experience

EDUCATION

B.A. University of Pennsylvania, 1999
J.D. Villanova University School of Law, 2002

LICENSES & CERTIFICATIONS

Florida Bar, 2002
Pennsylvania Bar, 2003
New Jersey Bar, 2004
District of Columbia Bar, 2005
United States District Court for the Eastern District of PA, 2004
United States District Court for the District of New Jersey, 2005
United States District Court for the Southern District of Florida, 2007

PROFESSIONAL ORGANIZATIONS

Bar Association Memberships: American; Florida; Pennsylvania; New Jersey; District of Columbia; Miami-Dade County; City of Coral Gables.
Bar Association Section Memberships: Construction Litigation; Public Procurement and Business Law; Public Utility, Communications and Transportation Law.
Other Professional Organizations: The Associated General Contractors of America and the South Florida Associated General Contractors.

BACKGROUND

As General Counsel and Corporate Secretary for Appalachian Valley Fiber Network, LLC and Blue Streak Cable & Telecommunications, LLC, Mr. Ross manages the legal affairs of the businesses, including the drafting and negotiation of construction documents, contracts, purchase orders, agreements, policies, bonds, change orders, etc. Mr. Ross provides general in-house legal counsel to the companies on a variety of business and legal issues, including but not limited to, employment related issues, leases, insurance, environmental issues, ethics compliance, prevailing wages, etc. Mr. Ross also manages the selection, training and ongoing relationships with outside counsel and is the direct supervisor to an in-house paralegal and contracts management staff. Mr. Ross is responsible for the maintenance and retention of project documentation policies. Mr. Ross' duties and responsibilities as Corporate Secretary is to ensure that the companies receive the proper advice and resources for discharging their fiduciary duties under state and federal laws, and to ensure that the records of the companies' actions are duly recorded.

RELEVANT PROJECT EXPERIENCE

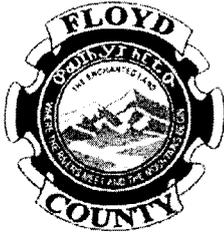
As counsel to general contractors for 8+ years and General Counsel to Beauchamp Construction Co., Inc., a partner of Blue Streak for the past 5 years, Mr. Ross has been involved in strategic business/legal decision making on construction projects with a total value in excess of one billion dollars.

APPALACHIAN VALLEY FIBER NETWORK, LLC



BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM

Anchor Institution Letters
(Proposed Locations)



BOARD OF COMMISSIONERS

TWELVE EAST 4TH AVENUE, SUITE 209 • POST OFFICE BOX 946 • ROME, GEORGIA 30162
PHONE: 706.291.5110 • FAX: 706.291.5248 • www.floydcountyga.org

March 23, 2010

Appalachian Valley Fiber Network, LLC
A Georgia Limited Liability Corporation
2100 Ponce De Leon Blvd., Suite 825
Coral Gables, FL 33134

Dear Sirs,

As a member of the Northwest Georgia Regional Commission, we are excited about the broadband fiber project that you are pursuing in our area. We are aware that the National Telecommunications and Information Administration (NTIA) has encouraged all middle mile stimulus projects to consider community Anchor Institutions as key waypoints along the various fiber routes being contemplated. As such, we would like you to consider the following locations along your proposed project line in our county. Many of these anchor institutions are government owned buildings that have need of new fiber connectivity or enhanced service.

1. Fire Station #8
2. Floyd County Government Building on Hwy 27
3. Richard B. Russell Regional Airport
4. Georgia Northwest Technical College (Aviation)
5. Armuchee High School
6. Floyd County Jail
7. County Building and Water Tower on Hwy 53
8. Shannon Waste Water Plant
9. Model High School
10. Fire Station #9
11. Fire station #10
12. Floyd County Government Building on Hwy 101
13. Communications Tower Site #1 (no addresses)
14. Communications Tower Site #2
15. Communications Tower Site #3
16. Communications Tower Site #4
17. Communications Tower Site #5
18. Communications Tower Site #6

Sincerely,

Eddie Lumsden, Chairman
Floyd County Board of Commissioners

BOARD OF COMMISSIONERS
EDDIE LUMSDEN, CHAIRMAN CHAD WHITEFIELD, VICE CHAIRMAN
IRWIN BAGWELL GARRY FRICKS JOHN MAYES

Bebe Heiskell
Walker County Commissioner

101 South Duke Street
Post Office Box 445
LaFayette, Georgia 30728

To: Appalachian Valley Fiber Network

From: Walker County

Dear Sirs,

As a member of the Northwest Georgia Regional Commission we are excited about the broadband fiber project that you are pursuing in our area. We are aware that the NTIA has encouraged all middle mile stimulus projects to consider community Anchor Institutions as key waypoints along the various fiber routes being contemplated. Our community anchors are interested in benefitting from this project and will approach last mile providers in the event you are funded. As such, we would like you to consider the following locations along your proposed project line in our county. Many of these anchor institutions are government owned buildings that have need of new fiber connectivity or enhanced service.

Sincerely,



Bebe Heiskell
Walker County Commissioner

1. Walker County Courthouse 103 Duke St, LaFayette, Ga
2. La Fayette City Hall 207 South Duke St, La Fayette, Ga
3. La Fayette Cherokee Regional Library, 305 South Duke St, La Fayette, Ga
4. Walker County Board of Ed, 12587 Hwy 27, Chickamauga, Ga
5. Walker County Health Dept., 603 East Villanow St, La Fayette, Ga
6. Walker County Civic Center/Ag Center, 10052 N Hwy 27, Rock Springs, Ga
7. Walker County DFACs , 10056 N Hwy 27, Rock Springs, Ga
8. Chickamauga City Hall, 103 Crittendon Ave, Chickamauga, Ga
9. Chickamauga Library, 305 Duke St, Chickamauga, Ga
10. Chickamauga City Board of Ed, 402 Cove Rd, Chickamauga, Ga
11. Rossville City Hall, 400 McFarland Ave, Rossville, Ga
12. Rossville Library, 504 MacFarland Ave, Rossville, Ga
13. Hutcheson Medical Center, 100 Gross Crescent Cir. Ft. Oglethorpe, Ga



Bartow County Commissioner's Office • Clarence Brown, Commissione

To: Appalachian Valley Fiber Network
From: Steve Bradley
Bartow County Administrator

Dear Sirs:

As County Administrator of Bartow County, Georgia I am excited about the prospect of the broadband fiber project to connect the cities of Cartersville, Rockmart and Rome. It is my understanding that the Northwest Regional Commission is partnering with and supporting this project which, in addition to providing the connectivity mentioned, will also help provide broadband in underserved areas in our region.

In particular, the project could provide services to the Cartersville-Bartow County airport and the town of Taylorsville, where some municipal and county facilities are located, including Taylorsville City Hall and the Bartow County Fire (Taylorsville) Station.

While Bartow County cannot commit to utilizing the broadband service for our facilities at this time, we are certainly very interested in having the service available for our consideration.

Sincerely,

A handwritten signature in black ink that reads "Steve Bradley". The signature is written in a cursive style with a large, sweeping flourish at the end.

Steve Bradley
Bartow County Administrator

Phone: (770) 387-5030 • Fax: (770) 387-5023 • TDD: (770) 387-5034
135 West Cherokee Avenue • Suite 251 • Cartersville, Georgia 30120-3101

BOARD OF COMMISSIONERSMARSELLE THAXTON
CHAIRMANCLEVE HARTLEY
VICE-CHAIRMAN

SANDRA GALLOWAY

FRANK LOTT

RICKY CLARK

LARRY REYNOLDS

**POLK COUNTY GEORGIA****COUNTY ADMINISTRATION**CLINTON LESTER
COUNTY MANAGERMATT DENTON
ASSISTANT COUNTY MANAGERBRAD McFALL
COUNTY ATTORNEYDAWN TURNER
COUNTY CLERKMURIEL DULANEY
FINANCE DIRECTOR

March 1, 2010

To: Appalachian Valley Fiber Network,

From Polk County,

Dear Sirs,

As a member of the Northwest Georgia Regional Commission we are excited about the broadband fiber project that you are pursuing in our area. We are aware that the NTIA has encouraged all middle mile stimulus projects to consider community Anchor Institutions as key waypoints along the various fiber routes being contemplated. Our community anchors are interested in benefiting from this project and will approach last mile providers in the event you are funded. As such, we would like you to consider the following locations along your proposed project line in our county. Many of these anchor institutions are government owned buildings that have need of new fiber connectivity or enhanced service.

1. Rockmart Waste Water Plant
2. Aragon Waste Water Plant
3. Aragon/Polk Water Authority Bldg
4. Aragon Police Dept
5. Aragon Fire Dept
6. Cedartown Fire Dept
7. Cedartown City Hall
8. Cedartown Library
9. Cedartown Police Dept
10. Polk County Courthouse
11. Polk County Government Bldg
12. Polk County Fire Dept- Fish Creek Station
13. Polk County Fire Dept. Lake Creek Station

Sincerely,

Matt Denton
Assistant County Manager

COMMISSIONER OF CHATTOOGA COUNTY

Post Office Box 211 Summerville, Georgia 30747

Telephone (706) 857-0700

Fax (706) 857-0742

To: Appalachian Valley Fiber Network

From: Chattooga County

Dear Sirs,

As a member of the Northwest Georgia Regional Commission we are excited about the broadband fiber project that you are pursuing in our area. We are aware that the NTIA has encouraged all middle mile stimulus projects to consider community Anchor Institutions as key waypoints along the various fiber routes being contemplated. Our community anchors are interested in benefitting from this project and will approach last mile providers in the event you are funded. As such, we would like you to consider the following locations along your proposed project line in our county.

- 1. Chattooga High School**
- 2. Summerville Police Dept.**
- 3. Summerville Fire Dept.**
- 4. Summerville City Hall**
- 5. Chattooga County Library**
- 6. Chattooga Sheriffs Office**
- 7. Chattooga Jail**
- 8. Summerville Waste Water Plant**
- 9. Chattooga Medical Center**
- 10. Summerville Police Precinct**

Many of these anchor institutions are government owned buildings that have need of new fiber connectivity or enhanced service.

Sincerely,



**Jason Winters
Sole Commissioner**



Paulding County Board of Commissioners

Watson Government Complex
240 Constitution Boulevard, Dallas, Georgia 30132
678-224-4000 • www.paulding.gov

DAVID AUSTIN
Chairman

March 1, 2010

To: Appalachian Valley Fiber Network
From: Paulding County

Dear Sirs,

As a member of the Northwest Georgia Regional Commission we are excited about the broadband fiber project that you are pursuing in our area. We are aware that the NTIA has encouraged all middle mile stimulus projects to consider community Anchor Institutions as key waypoints along the various fiber routes being contemplated. Our community anchors are interested in benefitting from this project and will approach last mile providers in the event you are funded. As such, we would like you to consider the following locations along your proposed project line in our county. Many of these anchor institutions are government owned buildings that have need of new fiber connectivity or enhanced service.

Sincerely,

A handwritten signature in black ink, appearing to read "David A. Austin", with a long horizontal flourish extending to the right.

David A. Austin



Dade County Commission
Dade County, Georgia

Ed Rumley, Chairman at Large
Tommy L. Lowery, District 1
Scottie Pittman, District 2
Robert Goff, District 3
Peter Cervelli, District 4

County Administrative Building
71 Case Avenue
P.O. Box 613
Trenton, Georgia 30752-0613
Phone 706-657-4625
Fax 706-657-5116
dadecounty@dadecounty-ga.gov

To: Appalachian Valley Fiber Network
From: Dade County, Ga

Dear Sirs,

As a member of the Northwest Georgia Regional Commission we are excited about the broadband fiber project that you are pursuing in our area. We are aware that the NTIA has encouraged all middle mile stimulus projects to consider community Anchor Institutions as key waypoints along the various fiber routes being contemplated. Our community anchors are interested in benefitting from this project and will approach last mile providers in the event you are funded. As such, we would like you to consider the following locations along your proposed project line in our county. Many of these anchor institutions are government owned buildings that have need of new fiber connectivity or enhanced service.

Sincerely,

1. Dade County Jail
2. Dade County Sheriffs Office
3. Dade County Probate Court
4. Dade County Library
5. Dade County Courthouse
6. Dade County Water and Sewer Authority Bldg
7. Dade County High School
8. Dade County Industrial Park
9. Trenton Waste Water Plant
10. Trenton City Hall
11. Trenton City Police Dept.
12. Dade/Trenton Fire Dept.
13. North Dade Fire dept.
14. Wildwood Hospital



CLEBURNE COUNTY COMMISSION

120 VICKERY STREET, ROOM 207

HEFLIN, ALABAMA 36264

(256) 463-2951 PHONE

(256) 463-8654 FAX

March 1, 2010

Ryan Robertson
Ex-Officio Chairman

Dear Sirs:

Joel Robinson
District 1

Tracy Lambert
District 2

Dwight Williamson
District 3

Rex Nolen
District 4

As a member of the East Alabama Regional Planning and Development Commission, we are excited about the broadband fiber project that you are pursuing in our area. We are aware that the NTIA has encouraged all middle mile stimulus projects to consider community Anchor Institutions as key waypoints along the various fiber routes being contemplated. Our community anchors are interested in benefiting from this project and will approach last mile providers in the event you are funded. As such, we would like you to consider the following locations along your proposed project line in our county. Many of these anchor institutions are government owned buildings that have need of new fiber connectivity or enhanced service.

1. Fruithurst Town Hall
2. Fruithurst Elementary School
3. Fruithurst Volunteer Fire Department
4. Cleburne County Adult Training Center
5. Cleburne County (Fruithurst) Public Library
6. Edwardsville Town Hall
7. Edwardsville Fire Department
8. Cleburne County (Heflin) EMA Building
9. Cleburne County Forestry Building
10. Heflin Head Start
11. Cleburne County High School, Middle School, & Elementary School (Heflin)
12. Heflin Arts Center
13. Cleburne County Jail (Heflin)
14. Cleburne County Courthouse (Heflin)
15. Cleburne County DHR (Heflin)
16. Heflin Fire Department
17. Heflin City Hall and Police Department
18. Cleburne Mental Health Building (Heflin)
19. Cleburne Department of Public Health (Heflin)
20. Alabama Cooperative Extension Service (Heflin)
21. Cleburne County Nursing Home (Heflin)
22. Cleburne County Health Care Building
23. Heflin Sewer Plant

Sincerely,

Ryan Robertson
Ex-Officio Chairman

CLAY COUNTY COMMISSION

Clay County Judicial Building
Hwy 77
P.O. Box 187
ASHLAND, ALABAMA 36251
Phone (256) 354-7888
FAX (256) 354-3208



COMMISSIONERS

Wayne Watts
District 1
Roy H. Johnson
District 2

Terry Meek
District 3
Kevin Kiser
District 4
Ricky Burney
District 5

19 March 2010

Broadband Technology Opportunities Program
National Telecommunications and Information Administration
U.S. Department of Commerce
HCHB, Room 4812
1401 Constitution Avenue, NW
Washington, DC 20230

As a member of the East Alabama Regional Planning and Development Commission, we are excited about the broadband fiber project that you are pursuing in our area. We are aware that the NTIA has encouraged all middle mile stimulus projects to consider community Anchor Institutions as key waypoints along the various fiber routes being contemplated. Our community anchors are interested in benefiting from this project and will approach last mile providers in the event you are funded. As such, we would like you to consider the following locations along your proposed project line in our county. Many of these anchor institutions are government owned buildings that have need of new fiber connectivity or enhanced service.

1. Cheaha State Park
2. Delta Rural Community Center
3. Barfield Volunteer Fire Dept.
4. Barfield Primary School
5. Ashland City Hall
6. Ashland Library
7. Ashland Fire Dept.
8. Ashland Police Dept.
9. Ashland Elementary
10. Ashland Primary School
11. Clay County High School-Ashland
12. Clay County Judicial Facility
13. Clay County Courthouse
14. Clay County EMA/911
15. Clay County Chamber of Commerce
16. Clay County Road Department
17. Clay County Health Dept.
18. Clay County DHR
19. Clay County Water Authority

20. Clay County Industrial Park
21. Clay County Hospital
22. Lineville Industrial Park
23. Lineville Fire Dept.
24. Lineville Police Dept.
25. Lineville High School
26. Lineville Elementary School
27. Lineville Head Start
28. Lineville Park Complex
29. Lineville City Hall
30. Lineville Library

We are prepared to provide up to 30% matching funds in the form of in-kind services. These services are listed below. The Clay County Industrial Board has been asked to provide \$10,000 matching funds. They will meet on March 25th and make a decision on this matter.

1. Towers (3)
2. Water Towers serving as a tower (2)
3. Tower (in negotiation with Alabama Forestry) (1)
4. Rack space for (5) tower locations
5. Rack space for (5) additional locations as needed

This is a wonderful opportunity to enhance our ability to share information. This project will benefit not only the citizens of Clay County but our healthcare facilities, educational institutions, public safety, government, and industry. Please let us know if you require any other information.

Respectfully,

Terry J. Meek
Chairman, Clay County Commission



CLAY COUNTY EMERGENCY MANAGEMENT AGENCY

P.O. Box 427
ASHLAND, ALABAMA 36251
Phone (256) 396-5886
FAX (256) 396-5571



Theresa Daugherty
Director

Clay County
City of Ashland
City of Lineville

To: Appalachian Valley Fiber Network
From: Clay County Commission

Date: 19 March 2010

As a member of the East Alabama Regional Planning and Development Commission, we are excited about the broadband fiber project that you are pursuing in our area. We are aware that the NTIA has encouraged all middle mile stimulus projects to consider community Anchor Institutions as key waypoints along the various fiber routes being contemplated. Our community anchors are interested in benefiting from this project and will approach last mile providers in the event you are funded. As such, we would like you to consider the following locations along your proposed project line in our county. Many of these anchor institutions are government owned buildings that have need of new fiber connectivity or enhanced service.

1. Delta Rural Community Center
2. Barfield Volunteer Fire Dept.
3. Barfield Primary School
4. Ashland Fire Dept.
5. Ashland Elementary
6. Clay County Health Dept.
7. Clay County Water Authority
8. Lineville Industrial Park
9. Lineville Fire Dept.
10. Lineville Police Dept.
11. Lineville High School
12. Lineville Elementary School
13. Lineville Head Start
14. Lineville Park Complex
15. Lineville City Hall
16. Lineville Library

Sincerely,

Terry J. Meek
Chairman, Clay County Commission

Comprehensive Community Infrastructure Key Metrics Dashboard

Applicant Profile	
Applicant Name	Appalachian Valley Fiber Network, LLC.
Title	Appalachian Valley Fiber Network
Easygrants ID	7242
Headquarters	Coral Gables, FL (construction operations); Summerville, GA (network operations)
Size (2009 Data) of Applicant Entity	<ul style="list-style-type: none"> Current Year Revenues: 40 Million (includes parent companies) Employees: 100 (includes parent companies)
Technology Type	Middle Mile – Buried Fiber (Primarily) and Aerial Fiber (Small Portion)
Key Partners	Northwest Georgia Regional Commission; East Alabama Regional Planning and Development Commission; Floyd County Board of Commissioners; Alabama Broadband Initiative; Northwest Georgia Joint Development Commission; Trenton Telephone Co.; Georgia Tech University; Citizens for a Digital Future

Project Economics			
Budget Information		Project Financials	
Project Budget	\$30,789,796	Project Revenues (Yr 8)	\$1,653,560
Federal Contribution (%)	69.46%	Net Income and Margin (Yr 8)	(214,464), (13%)
Cash Match Amount (%)	0%	EBITDA and Margin (Yr 8)	\$1,387,476, 84%
In Kind Match Amount (%)	30.54%	Rate of Return (w/o BTOP Funds)	N/A
Middle Mile/Last Mile Budget Allocation		Rate of Return (w/ BTOP Funds)	8.72%
Middle Mile Percentage (%)	100%	Cost Efficiency	
Last Mile Percentage (%)	0%	Cost per Mile (MM)	\$117,511
Rural Last Mile Percentage	0%	Cost per Household (LM)	n/a

Market Territory	
Geographic Area(s)	Northwest Georgia and East Central Alabama with a SONET Protected Ring from 56 Marietta in Atlanta to Chattanooga, Tennessee
Middle Mile Network Composition	
Total Proposed Network Miles (MM only)	<ul style="list-style-type: none"> Total Miles: 695 Backbone Miles: 695 Lateral Miles: 0 (because of the nature of the network and customers, all “laterals” have heavy band width and are better classified as backbone)
New Construction Network Miles (MM only)	<ul style="list-style-type: none"> Total Miles: 182 Backbone Miles: 182 Lateral Miles: 0
Existing Applicant Network Miles Utilized (MM only)	<ul style="list-style-type: none"> Total Miles: 226 Backbone Miles: 226 Lateral Miles: 0

Comprehensive Community Infrastructure Key Metrics Dashboard

Leased Network Miles Utilized (MM only)	<ul style="list-style-type: none"> Total Miles: 287 Backbone Miles: 287 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	Parker Fibernet is a business customer based operation. While residential customers are welcome to subscribe, very few current customers are residential. The completed network will offer services to other last-mile and middle-mile providers to enhance their offerings.
Existing Business Customers within PFSA	60
Existing Community Anchor Institution Customers within PFSA	<ul style="list-style-type: none"> Total CAI's: 100 Community Colleges: 7 Public Safety Entities: 20
Existing Third Party Service Provider Customers within PFSA	4 – Parker Fibernet; Georgia Public Web; Synchronet; Board of Regents – University System of Georgia
Potential Customer Base	
Market Potential Households (within PFSA)	<ul style="list-style-type: none"> Total HH's: 144,082 Located in Underserved/Unserved Areas: 144,082
Market Potential Businesses (within PFSA)	<ul style="list-style-type: none"> Total Businesses: 8,327 Located in Underserved/Unserved Areas: 8,327
Market Potential Community Anchor Institutions (within PFSA)	<ul style="list-style-type: none"> Total CAI's: 429 Located in Underserved/Unserved Areas: 429 Community Colleges: 15 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: 6 Expressing Commitment or Letter of Interest: Trenton Telephone, Parker FiberNet, CalNet, Cartersville Utilities, Anniston Fiber
Funded Network Coverage	
Households Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> Total Households Connected: n/a (middle mile project) Located in Underserved/Unserved Areas: n/a (middle mile project)
Businesses Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> Total Businesses Connected: n/a (middle mile project) Located in Underserved/Unserved Areas: n/a (middle mile project)
Community Anchor Institutions Directly Connected (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> Total Directly Connected CAI's: n/a (middle mile project) Located in Underserved/Unserved Areas: n/a (middle mile project) Community Colleges: n/a (middle mile project) Public Safety Entities: n/a (middle mile project)

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: n/a • Households: n/a • Businesses: n/a • Third Party Service Providers: 17 <p><u>Served by Proposed Network Via Third Party Service Provider</u></p> <ul style="list-style-type: none"> • Community Anchor Institutions: 185 • Households: quantity to be determined by 3rd party sales • Businesses: quantity to be determined by 3rd party sales
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Other	
Proposed MM Network Capacity	<ul style="list-style-type: none"> • Backbone: OC 48 (2.9 X 8= 23.2 gig) However, fiber will support 48/10 gig links or half terabyte • Laterals: n/a (all middle mile backbone)
Proposed LM Network Speed	<ul style="list-style-type: none"> • Highest offered speed tier: True 1 Gig, this is a dedicated point to point circuit. • Estimated Average speed for highest speed tier: 1 Gig
Total Points of Interconnection	<ul style="list-style-type: none"> • Total Pol's: 13 • Pol's in Underserved/Unserved Areas: 7 • Environmentally-controlled, non-passive Pols: 2
Jobs Created	<ul style="list-style-type: none"> • Direct Job-years: 75 • Indirect Job-years: 74 • Induced Job-years: 83
Required Time for Project Completion (Number of Required Quarters to Fully Build-out and Test Network and Make Ready for Commercial Service)	<p>8 quarters or 2 years</p> <p>AVFN has projected a two year project schedule to complete the construction of the new network.</p>

BTOP Comprehensive Community Infrastructure Pro Forma Financial Projections

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

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

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

Income Statement

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Revenues								
Broadband Offerings								
Wholesale Data	\$ -	\$ 29,820	\$ 153,140	\$ 185,960	\$ 185,960	\$ 185,960	\$ 214,760	\$ 243,560
Retail Data	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Dark Fiber	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Collocation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other/ Cell Phone Provider Revenue	\$ -	\$ -	\$ -	\$ 810,000	\$ 810,000	\$ 810,000	\$ 810,000	\$ 810,000
Other Network Driven Revenues								
Video Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Voice Services (local/toll/long distance)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other (list specific services)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Universal Service Fund	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Installation Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
BTOP Grant Revenue	\$ 13,760,536	\$ 7,626,378	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Revenues/Floyd County Towers	\$ -	\$ -	\$ 600,000	\$ 600,000	\$ 600,000	\$ 600,000	\$ 600,000	\$ 600,000
Other Revenues/NWGRC	\$ 22,882	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Revenues	\$ 13,783,418	\$ 7,656,198	\$ 753,140	\$ 1,595,960	\$ 1,595,960	\$ 1,595,960	\$ 1,624,760	\$ 1,653,560
Expenses								
Backhaul	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Construction Costs	\$ 10,621,717	\$ 7,081,145	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Network Maintenance/Monitoring	\$ -	\$ 7,455	\$ 38,285	\$ 248,990	\$ 239,692	\$ 239,692	\$ 189,919	\$ 193,663
Utilities	\$ -	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600
Leasing	\$ 9,000	\$ 6,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales/Marketing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Customer Care	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Billing	\$ -	\$ 596	\$ 3,063	\$ 19,919	\$ 19,919	\$ 19,919	\$ 20,495	\$ 21,071
Corporate G&A/Administrative & Legal	\$ 1,060,812	\$ 707,208	\$ 30,500	\$ 30,500	\$ 30,500	\$ 30,500	\$ 30,500	\$ 30,500
Architectural/Engineering/Permit Fees	\$ 725,713	\$ 483,809	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Right of Way Use and Fees	\$ 229,926	\$ 153,284	\$ 18,750	\$ 18,750	\$ 18,750	\$ 18,750	\$ 18,750	\$ 18,750
Insurance	\$ 74,880	\$ 49,920	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500
Other Operating Expense	\$ 110,100	\$ 73,400	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 12,832,148	\$ 8,563,417	\$ 92,698	\$ 320,259	\$ 310,961	\$ 310,961	\$ 261,764	\$ 266,084
EBITDA	\$ 951,270	\$ (907,219)	\$ 660,442	\$ 1,275,701	\$ 1,284,999	\$ 1,284,999	\$ 1,362,996	\$ 1,387,476
Depreciation	\$ 167,500	\$ 858,171	\$ 1,539,490	\$ 1,539,490	\$ 1,539,490	\$ 1,539,490	\$ 1,539,490	\$ 1,539,490
Amortization	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Earnings Before Interest and Taxes	\$ 783,770	\$ (1,765,390)	\$ (879,048)	\$ (263,789)	\$ (254,491)	\$ (254,491)	\$ (176,494)	\$ (152,014)
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Income Before Taxes	\$ 783,770	\$ (1,765,390)	\$ (879,048)	\$ (263,789)	\$ (254,491)	\$ (254,491)	\$ (176,494)	\$ (152,014)
Property Tax	\$ -	\$ 41,033	\$ 67,784	\$ 66,767	\$ 65,765	\$ 64,778	\$ 63,807	\$ 62,850
Income Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Income	\$ 783,770	\$ (1,806,423)	\$ (946,832)	\$ (330,556)	\$ (320,256)	\$ (319,269)	\$ (240,301)	\$ (214,864)

Balance Sheet

Assets	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Current Assets								
Cash	\$ 309,463	\$ (19,864)	\$ (27,206)	\$ 581,728	\$ 1,200,962	\$ 1,821,183	\$ 2,520,372	\$ 3,244,998
Marketable Securities	-	-	-	-	-	-	-	-
Accounts Receivable	\$ 618,925	-	-	-	-	-	-	-
Notes Receivable	-	-	-	-	-	-	-	-
Inventory	-	-	-	-	-	-	-	-
Prepayments	-	-	-	-	-	-	-	-
Other Current Assets	-	-	-	-	-	-	-	-
Total Current Assets	\$ 928,388	\$ (19,864)	\$ (27,206)	\$ 581,728	\$ 1,200,962	\$ 1,821,183	\$ 2,520,372	\$ 3,244,998
Non-Current Assets								
Long-Term Investments	-	-	-	-	-	-	-	-
Amortizable Asset (Net of Amortization)	-	-	-	-	-	-	-	-
Plant in Service	\$ 23,163,418	\$ 30,789,796	\$ 30,789,796	\$ 30,789,796	\$ 30,789,796	\$ 30,789,796	\$ 30,789,796	\$ 30,789,796
Less: Accumulated Depreciation	\$ (167,500)	\$ (1,025,671)	\$ (2,565,161)	\$ (4,104,651)	\$ (5,644,140)	\$ (7,183,630)	\$ (8,723,120)	\$ (10,262,610)
Net Plant	\$ 22,995,918	\$ 29,764,125	\$ 28,224,635	\$ 26,685,146	\$ 25,145,656	\$ 23,606,166	\$ 22,066,676	\$ 20,527,186
Other	-	-	-	-	-	-	-	-
Total Non-Current Assets	\$ 22,995,918	\$ 29,764,125	\$ 28,224,635	\$ 26,685,146	\$ 25,145,656	\$ 23,606,166	\$ 22,066,676	\$ 20,527,186
Total Assets	\$ 23,924,306	\$ 29,744,261	\$ 28,197,429	\$ 27,266,874	\$ 26,346,618	\$ 25,427,349	\$ 24,587,048	\$ 23,772,184
Liabilities and Owners' Equity								
Liabilities								
Current Liabilities								
Accounts Payable	-	-	-	-	-	-	-	-
Notes Payable	-	-	-	-	-	-	-	-
Deferred Revenue	\$ 6,000,000	\$ 6,000,000	\$ 5,400,000	\$ 4,800,000	\$ 4,200,000	\$ 3,600,000	\$ 3,000,000	\$ 2,400,000
Other Current Liabilities	-	-	-	-	-	-	-	-
Total Current Liabilities	\$ 6,000,000	\$ 6,000,000	\$ 5,400,000	\$ 4,800,000	\$ 4,200,000	\$ 3,600,000	\$ 3,000,000	\$ 2,400,000
Long-Term Liabilities								
Long Term Notes Payable	-	-	-	-	-	-	-	-
Other Long Term Liabilities	-	-	-	-	-	-	-	-
Total Long-Term Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Liabilities	\$ 6,000,000	\$ 6,000,000	\$ 5,400,000	\$ 4,800,000	\$ 4,200,000	\$ 3,600,000	\$ 3,000,000	\$ 2,400,000
Owner's Equity								
Capital Stock	-	-	-	-	-	-	-	-
Additional Paid-In Capital	-	-	-	-	-	-	-	-
Capital Contribution - Parker	\$ 3,350,000	\$ 3,350,000	\$ 3,350,000	\$ 3,350,000	\$ 3,350,000	\$ 3,350,000	\$ 3,350,000	\$ 3,350,000
Capital Contribution - Blue Streak	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000
Capital Contribution - BTOP Grant	\$ 13,760,536	\$ 21,386,914	\$ 21,386,914	\$ 21,386,914	\$ 21,386,914	\$ 21,386,914	\$ 21,386,914	\$ 21,386,914
Retained Earnings	\$ 783,770	\$ (1,022,653)	\$ (1,969,485)	\$ (2,300,041)	\$ (2,620,296)	\$ (2,939,565)	\$ (3,179,866)	\$ (3,394,730)
Total Equity	\$ 17,924,306	\$ 23,744,261	\$ 22,797,429	\$ 22,466,874	\$ 22,146,618	\$ 21,827,349	\$ 21,587,048	\$ 21,372,184
Total Liabilities and Owner's Equity	\$ 23,924,306	\$ 29,744,261	\$ 28,197,429	\$ 27,266,874	\$ 26,346,618	\$ 25,427,349	\$ 24,587,048	\$ 23,772,184

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**Appalachian Valley
Depreciation Schedule
8 Years Forecast**

	<u>Method</u>	<u>Original Estimated Asset Value</u>	<u>Year 1</u> ==
Parker Contribution	S/L 20 years	3,350,000.00	167,500.00
Completed BTOP Grant	S/L 20 years	13,760,536.00	
Blue Streak Contribution	S/L 20 years	30,000.00	
Other Contribution	S/L 20 years	22,882.00	
Completed BTOP Grant	S/L 20 years	7,626,378.00	
Floyd County Contribution	S/L 20 years	6,000,000.00	
Total		30,789,796.00	167,500.00
Accumulated Depreciation			167,500.00

-----Depreciation-----

<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>
167,500.00	167,500.00	167,500.00	167,500.00	167,500.00	167,500.00	167,500.00
688,026.80	688,026.80	688,026.80	688,026.80	688,026.80	688,026.80	688,026.80
1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00
1,144.10	1,144.10	1,144.10	1,144.10	1,144.10	1,144.10	1,144.10
	381,318.90	381,318.90	381,318.90	381,318.90	381,318.90	381,318.90
	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00
858,170.90	1,539,489.80	1,539,489.80	1,539,489.80	1,539,489.80	1,539,489.80	1,539,489.80
1,025,670.90	2,565,160.70	4,104,650.50	5,644,140.30	7,183,630.10	8,723,119.90	10,262,609.70

Estimated

Net Book Value

2,010,000.00

8,944,348.40

19,500.00

14,873.30

5,338,464.60

4,200,000.00

20,527,186.30

Statement of Cash Flows

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Beginning Cash	\$ -	\$ 309,463	\$ (19,864)	\$ (27,206)	\$ 581,728	\$ 1,200,962	\$ 1,821,183	\$ 2,520,372
CASH FLOWS FROM OPERATING ACTIVITIES:								
Net Income	783,770	(1,806,423)	(946,832)	(330,556)	(320,256)	(319,269)	(240,301)	(214,864)
<i>Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities</i>								
Add: Depreciation	167,500	858,171	1,539,490	1,539,490	1,539,490	1,539,490	1,539,490	1,539,490
Add: Amortization	-	-	-	-	-	-	-	-
<i>Changes in Current Assets and Liabilities:</i>								
Marketable Securities	-	-	-	-	-	-	-	-
Accounts Receivable	(618,925)	618,925	-	-	-	-	-	-
Inventory	-	-	-	-	-	-	-	-
Prepayments	-	-	-	-	-	-	-	-
Other Current Assets	-	-	-	-	-	-	-	-
Accounts Payable	-	-	-	-	-	-	-	-
Deferred Revenue	6,000,000	-	(600,000)	(600,000)	(600,000)	(600,000)	(600,000)	(600,000)
Other Current Liabilities	-	-	-	-	-	-	-	-
Net Cash Provided (Used) by Operations	\$ 6,332,345	\$ (329,327)	\$ (7,342)	\$ 608,934	\$ 619,234	\$ 620,221	\$ 699,189	\$ 724,626
CASH FLOWS FROM INVESTING ACTIVITIES:								
Capital Expenditures	(23,163,418)	(7,626,378)	-	-	-	-	-	-
Amortizable Asset (Net of Amortization)	-	-	-	-	-	-	-	-
Long-Term Investments	-	-	-	-	-	-	-	-
Net Cash Used by Investing Activities	\$ (23,163,418)	\$ (7,626,378)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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	-	-	-	-	-	-	-	-
Capital Contributions-BTOP Grant	13,760,536	\$ 7,626,378	-	-	-	-	-	-
Capital Contributions-Parker	3,350,000	-	-	-	-	-	-	-
Capital Contributions-Blue Streak	30,000	-	-	-	-	-	-	-
Net Cash Used by Investing Activities	\$ 17,140,536	\$ 7,626,378	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Increase (Decrease) in Cash	\$ 309,463	\$ (329,327)	\$ (7,342)	\$ 608,934	\$ 619,234	\$ 620,221	\$ 699,189	\$ 724,626
Ending Cash	\$ 309,463	\$ (19,864)	\$ (27,206)	\$ 581,728	\$ 1,200,962	\$ 1,821,183	\$ 2,520,372	\$ 3,244,998

NPV/IRR Table

	Net Present Value	Internal Rate of Return
Without BTOP Funding	N/A	N/A
With BTOP Funding	\$9,117,220.27	8.72%

With BTOP Grant

Year 0	6,000,000	6,000,000.00
Year 1	332,345	288,995.65
Year 2	(329,327)	(249,018.53)
Year 3	(7,342)	(4,827.48)
Year 4	608,934	348,159.99
Year 5	619,234	307,868.74
Year 6	620,221	268,138.65
Year 7	699,189	262,851.04
*Year 8	5,797,008	1,895,052.20
NPV		<u>9,117,220.27</u>

*Terminal Value

Revenue Assumptions		
Factor	Specific Metric Used in Analysis	Rationale (Cite Basis)
Customers Passed		
Anchor Institutions - Segment A		
Anchor Institutions - Segment B		
Businesses		
Households		
Last Mile Providers	80% of customers passed	Construction was designed to maximum service coverage
Other		
Take Rate (should likely vary across 8-Year Forecast)		
Anchor Institutions - Segment A		Middle Mile Project therefore beyond scope
Anchor Institutions - Segment B		Middle Mile Project therefore beyond scope
Businesses		Middle Mile Project therefore beyond scope
Households		Middle Mile Project therefore beyond scope
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		Middle Mile Project therefore beyond scope
Anchor Institutions - Segment B		Middle Mile Project therefore beyond scope
Businesses		Middle Mile Project therefore beyond scope
Households		Middle Mile Project therefore beyond scope
Last Mile Providers	Same as Wholesale Data	Same as Wholesale Data
Whole Sale Data	service provided at mthly rate x12	Based on Subscriber estimates and Servicing offer pricing to last mile providers
BTOP Grant Revenue	\$21,386,914	BTOP Grant Revenue is assumed to be Non-Taxable if falls within Sec.118 of IRS Code. 60% to be completed in year 1 and 40% to be completed in year 2.
Cell Phone Provider Revenue	\$8,100,000	Cell Phone Provider Revenue generated by In Kind Match of Floyd County contribution is assumed to be spread over 10 years per Section I of application beginning in year 4.
Floyd County Towers	\$6,000,000	Floyd County In Kind Match is assumed to be spread over 10 years beginning in year 3.
Other /NWGRC	\$22,882	Benefit of NWGRC In Kind Match is assumed to be revenue in 1st year of project
Other		
Other		
Expense Assumptions		
Factor	Specific Metric Used in Analysis	Rationale (Cite Basis)
Network Maintenance/Monitoring	25% of Revenues yrs 2,3,4. 20% yrs 5 and 6. 13 % 7 and 8	Based on Historical information provided by Parker Fibernet.
Backhaul		
Construction Costs	\$17,702,862	Construction Costs are assumed to be incurred 60% in year 1 and 40% in year 2.
Utilities	\$600 annually	Utilities mainly power provided to colocations estimate based on Parker Fibernet colos
Leasing	\$15,000	Truck expenses are assumed to be incurred 60% in year 1 and 40% in year 2.
Depreciation	\$10,262,610	Depreciation is prepared using the straight line method over 20 years. See Depreciation Schedule.
Other		
Sales & Marketing		
Advertising		
Commissions		
Salaries		
Other		
Customer Care & Billing		
Systems		
Personnel		
Billing	2 cents per revenue dollar billed	Based on billing services provided by Precision Telecom
Right of Way Use and Fees - Construction Phase	\$383,210	This expense is based on budget 60% in year 1 and 40% in year 2. See Budget Breakdown.
Right of Way Use and Fees - Operation Phase	\$18,750 Monthly	Monthly lease for IRU
Other		
General & Administrative		
Administrative and Legal	\$1,768,020	This expense is based on budget 60% in year 1 and 40% in year 2. See Budget Breakdown.
Insurance	\$124,800	This expense is based on budget 60% in year 1 and 40% in year 2. See Budget Breakdown.
Architectural/Engineering/Permit Fees	\$1,209,522	This expense is based on budget 60% in year 1 and 40% in year 2. See Budget Breakdown.
Other Operating Expense	\$183,500	This expense is based on budget 60% in year 1 and 40% in year 2. See Budget Breakdown.
G&A for Operations after 2yrs	\$30,500	This expense is based on the Administration, Professional, Legal cost due to operations of network
Insurance/ after 2 years	\$1,500 annually	Liability Insurance for loss of Services based on maint. And G&A amt. per \$1000 x 3.151
Interest Expenses		
Debt Instrument A		
Debt Instrument B		
Taxes		
Federal Tax Rate	NONE for 1st 8 years	Year 2 has a net operating loss that can be carried to prior year and future years. Also, BTOP Grant is assumed to be non-taxable under Sec. 118 of IRS Code.
Property Taxes	Avg rate of .0151 of Counties within project region based on cost of materials for construction	Avg County Advelorn tax rate in region of project currently being paid by Parker Fibernet