

BTOP Comprehensive Community Infrastructure Service Area Template

Please complete the complete the CCI Service Area worksheet. In each line you will provide name of a service area and one of the contiguous Census tracts or block groups that make u service area. Please provide full 11-digit Census tract numbers, includes the 2-digit State FIF the 3-digit county code, followed by a unique 6-digit tract number. For Census block group: please provide the full tract number, plus the 1-digit block group number (12 digits total). If more than one Census tract or block group in a service area, there will be multiple lines in th for that service area. It is critical that the service area names provided in this table match w service area names provided in the Service Area Details page of the application. Please revie document and Service Area Details page for consistency before submitting your application.

Important Note: Excel truncates leading zeros from numbers. Consequently, the tract/block column on the worksheet has been formatted as text. This formatting should not be altered validity of your data may be compromised.

The data provided via this template will be subject to automated processing. Applicants are therefore required to provide this upload as an Excel file, and not to convert it to a PDF prior upload. Additionally, applicants should not modify the format of this file (*e.g.* by adding or removing worksheets). Do not leave blank lines in the table between service areas.

EXAMPLE

Service Area Name	Tract or Block Group #
Big BB Project South	01001020100
Big BB Project South	01001020100
Big BB Project South	010010202001
Big BB Project West	01001020400
Big BB Project North	01001020800
Big BB Project North	010010209002

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BTOP CCI Service Area Template

Title: **NRV-ROAN (New River Valley Regional Open Access Network)**
 Easy Grants ID: **6848**

Service Area Name	Tract or Block Group #
Christensburg / Floyd RTE B	510639901006
Christensburg / Floyd RTE B	510639902001
Christensburg / Floyd RTE B	510639901005
Christensburg / Floyd RTE B	510639901007
Christensburg / Floyd RTE A	511210215002
Christensburg / Floyd RTE A	511210210002
Christensburg / Floyd RTE A	511210210003
Christensburg / Floyd RTE A	511210210001
Riner / Fairlawn	511210215003
Riner / Fairlawn	511210215004
Riner / Fairlawn	517500101004
Riner / Fairlawn	517500101005
Riner / Fairlawn	517500101003
Riner / Fairlawn	517500101002
Riner / Fairlawn	517500101001
Riner / Fairlawn	517500102001
Riner / Fairlawn	517500102002
Riner / Fairlawn	511552101006
Cristiansburg/Cloverdale RTE A	511210209001
Cristiansburg/Cloverdale RTE A	511210208001
Cristiansburg/Cloverdale RTE A	511210208002
Cristiansburg/Cloverdale RTE A	511210208003
Cristiansburg/Cloverdale RTE A	511210209002
Cristiansburg/Cloverdale RTE A	511210209003
Cristiansburg/Cloverdale RTE A	511210208004
Cristiansburg/Cloverdale RTE A	511210214003
Cristiansburg/Cloverdale RTE A	511210214002
Cristiansburg/Cloverdale RTE A	511210214001
Cristiansburg/Cloverdale RTE B	511610303001
Cristiansburg/Cloverdale RTE B	511610303002
Cristiansburg/Cloverdale RTE B	517750102005
Cristiansburg/Cloverdale RTE B	517750103004
Cristiansburg/Cloverdale RTE B	517750102004
Cristiansburg/Cloverdale RTE B	517750102005
Cristiansburg/Cloverdale RTE B	511610303004
Cristiansburg/Cloverdale RTE B	511610303005
Cristiansburg/Cloverdale RTE B	517750102002
Cristiansburg/Cloverdale RTE B	517750102001
Cristiansburg/Cloverdale RTE B	517750101003
Cristiansburg/Cloverdale RTE B	517750101001
Cristiansburg/Cloverdale RTE B	511610302019
Cristiansburg/Cloverdale RTE B	511610301001
Cristiansburg/Cloverdale RTE B	511610302051
Cristiansburg/Cloverdale RTE B	511610302052
Cristiansburg/Cloverdale RTE B	511610302032
Cristiansburg/Cloverdale RTE C	510230403005
Cristiansburg/Cloverdale RTE C	510230404003
Cristiansburg/Cloverdale RTE C	510230403004
Christiansburg/wytheville RTE C	511979901002
Christiansburg/wytheville RTE C	511979901003
Christiansburg/wytheville RTE C	511979901004
Christiansburg/wytheville RTE C	511979902003
Christiansburg/wytheville RTE C	511979903007
Christiansburg/wytheville RTE C	511979903006
Christiansburg/wytheville RTE C	511979902003
Christiansburg/wytheville RTE C	511979902005
Christiansburg/wytheville RTE C	511979902004
Blacksburg	511210201001
Blacksburg	511210203003
Blacksburg	511210203005
Blacksburg	511210203004
Blacksburg	511210204002
Blacksburg	511210204003
Blacksburg	511210205002
Blacksburg	511210205003
Blacksburg	511210206003
Blacksburg	511210206002
Christiansburg/wytheville RTE B	511552104003
Christiansburg/wytheville RTE B	511210212001
Christiansburg/wytheville RTE B	511552104001
Christiansburg/wytheville RTE B	511552102006
Christiansburg/wytheville RTE B	511552102003
Christiansburg/wytheville RTE B	511552102002
Christiansburg/wytheville RTE B	511552102001
Christiansburg/wytheville RTE B	511552102006
Christiansburg/wytheville RTE B	511552102007
Christiansburg/wytheville RTE B	511552107001
Christiansburg/wytheville RTE B	511552106001
Christiansburg/wytheville RTE B	511552101002
Christiansburg/wytheville RTE B	511552101006

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 upload.

Applicants are required to provide this upload as an Excel file, and not to convert it to a PDF prior to upload. 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	\$ -	\$ 61,500	\$ 192,000	\$ 240,000	\$ 276,000	\$ 312,000	\$ 348,000	\$ 378,000
Retail Data	\$ -	\$ -	\$ 14,640	\$ 45,600	\$ 76,320	\$ 99,360	\$ 113,760	\$ 122,400
Dark Fiber	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Collocation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other (list specific services)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Network Driven Revenues								
Video Services	\$ -	\$ -	\$ 1,440	\$ 6,720	\$ 15,360	\$ 23,040	\$ 27,840	\$ 30,720
Voice Services (local/toll/long distance)	\$ -	\$ -	\$ 360	\$ 1,680	\$ 3,840	\$ 5,760	\$ 6,960	\$ 7,680
Other (list specific services)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Universal Service Fund	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Installation Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Grant Revenue	\$ 4,811,993	\$ 4,305,468	\$ 1,390,413	\$ -	\$ -	\$ -	\$ -	\$ -
Total Revenues	\$ 4,811,993	\$ 4,366,968	\$ 1,598,853	\$ 294,000	\$ 371,520	\$ 440,160	\$ 496,560	\$ 538,800
Expenses								
Backhaul	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Network Maintenance/Monitoring	\$ 49,104	\$ 106,392	\$ 141,481	\$ 141,481	\$ 141,481	\$ 141,481	\$ 141,481	\$ 141,481
Utilities	\$ -	\$ 6,408	\$ 9,612	\$ 9,612	\$ 9,612	\$ 9,612	\$ 9,612	\$ 9,612
Leasing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales/Marketing	\$ -	\$ 4,200	\$ 8,400	\$ 8,400	\$ 8,400	\$ 8,400	\$ 8,400	\$ 8,400
Customer Care	\$ -	\$ 900	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800
Billing	\$ -	\$ 900	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800
Corporate G&A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Operating Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 49,104	\$ 118,800	\$ 163,093	\$ 163,093	\$ 163,093	\$ 163,093	\$ 163,093	\$ 163,093
EBITDA	\$ 4,762,889	\$ 4,248,168	\$ 1,435,760	\$ 130,907	\$ 208,427	\$ 277,067	\$ 333,467	\$ 375,707
Depreciation	\$ 81,770	\$ 473,407	\$ 666,988	\$ 714,242	\$ 714,242	\$ 714,242	\$ 714,242	\$ 714,242
Amortization	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Earnings Before Interest and Taxes	\$ 4,681,119	\$ 3,774,761	\$ 768,772	\$ (583,335)	\$ (505,815)	\$ (437,175)	\$ (380,775)	\$ (338,535)
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Income Before Taxes	\$ 4,681,119	\$ 3,774,761	\$ 768,772	\$ (583,335)	\$ (505,815)	\$ (437,175)	\$ (380,775)	\$ (338,535)
Property Tax	\$ 29,766	\$ 56,399	\$ 65,000	\$ 65,000	\$ 65,000	\$ 65,000	\$ 65,000	\$ 65,000
Income Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Income	\$ 4,651,353	\$ 3,718,362	\$ 703,772	\$ (648,335)	\$ (570,815)	\$ (502,175)	\$ (445,775)	\$ (403,535)

Less: Grant Revenue \$ (4,811,993) \$ (4,305,468) \$ (1,390,413)

Net Income w/o Grant Revenue \$ (160,640) \$ (587,106) \$ (686,641)

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	\$ 1,060,519	\$ 85,565	\$ (212,222)	\$ (146,315)	\$ (2,888)	\$ 209,179	\$ 477,647	\$ 788,354
Marketable Securities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Accounts Receivable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Notes Receivable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Inventory	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Prepayments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Assets	\$ 1,060,519	\$ 85,565	\$ (212,222)	\$ (146,315)	\$ (2,888)	\$ 209,179	\$ 477,647	\$ 788,354
<i>Non-Current Assets</i>								
Long-Term Investments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amortizable Asset (Net of Amortization)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Plant in Service	\$ 6,014,992	\$ 11,396,827	\$ 13,134,843	\$ 13,134,843	\$ 13,134,843	\$ 13,134,843	\$ 13,134,843	\$ 13,134,843
Less: Accumulated Depreciation	\$ (81,770)	\$ (555,177)	\$ (1,222,165)	\$ (1,936,407)	\$ (2,650,649)	\$ (3,364,891)	\$ (4,079,133)	\$ (4,793,375)
Net Plant	\$ 5,933,222	\$ 10,841,650	\$ 11,912,678	\$ 11,198,436	\$ 10,484,194	\$ 9,769,952	\$ 9,055,710	\$ 8,341,468
Other	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Non-Current Assets	\$ 5,933,222	\$ 10,841,650	\$ 11,912,678	\$ 11,198,436	\$ 10,484,194	\$ 9,769,952	\$ 9,055,710	\$ 8,341,468
Total Assets	\$ 6,993,741	\$ 10,927,215	\$ 11,700,456	\$ 11,052,121	\$ 10,481,306	\$ 9,979,131	\$ 9,533,357	\$ 9,129,822
Liabilities and Owners' Equity								
<i>Liabilities</i>								
<i>Current Liabilities</i>								
Accounts Payable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Notes Payable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<i>Long-Term Liabilities</i>								
Long Term Notes Payable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Long Term Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Long-Term Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<i>Owner's Equity</i>								
Capital - Cash Match	\$ 2,101,969	\$ 2,101,969	\$ 2,101,969	\$ 2,101,969	\$ 2,101,969	\$ 2,101,969	\$ 2,101,969	\$ 2,101,969
Capital - In Kind Services	\$ 240,419	\$ 455,531	\$ 525,000	\$ 525,000	\$ 525,000	\$ 525,000	\$ 525,000	\$ 525,000
Retained Earnings	\$ 4,651,353	\$ 8,369,715	\$ 9,073,487	\$ 8,425,152	\$ 7,854,337	\$ 7,352,162	\$ 6,906,388	\$ 6,502,853
Total Equity	\$ 6,993,741	\$ 10,927,215	\$ 11,700,456	\$ 11,052,121	\$ 10,481,306	\$ 9,979,131	\$ 9,533,357	\$ 9,129,822
Total Liabilities and Owner's Equity	\$ 6,993,741	\$ 10,927,215	\$ 11,700,456	\$ 11,052,121	\$ 10,481,306	\$ 9,979,131	\$ 9,533,357	\$ 9,129,822

Statement of Cash Flows

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Beginning Cash	\$ 2,101,969	\$ 1,060,519	\$ 85,565	\$ (212,222)	\$ (146,315)	\$ (2,888)	\$ 209,179	\$ 477,647
CASH FLOWS FROM OPERATING ACTIVITIES:								
Net Income	4,651,353	3,718,362	703,772	(648,335)	(570,815)	(502,175)	(445,775)	(403,535)
<i>Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities</i>								
Add: Depreciation	81,770	473,407	666,988	714,242	714,242	714,242	714,242	714,242
Add: Amortization	-	-	-	-	-	-	-	-
<i>Changes in Current Assets and Liabilities:</i>								
Marketable Securities	-	-	-	-	-	-	-	-
Accounts Receivable	-	-	-	-	-	-	-	-
Inventory	-	-	-	-	-	-	-	-
Prepayments	-	-	-	-	-	-	-	-
Other Current Assets	-	-	-	-	-	-	-	-
Accounts Payable	-	-	-	-	-	-	-	-
Other Current Liabilities	-	-	-	-	-	-	-	-
Net Cash Provided (Used) by Operations	\$ 4,733,123	\$ 4,191,769	\$ 1,370,760	\$ 65,907	\$ 143,427	\$ 212,067	\$ 268,467	\$ 310,707
CASH FLOWS FROM INVESTING ACTIVITIES:								
Capital Expenditures	6,014,992	5,381,835	1,738,016	-	-	-	-	-
Amortizable Asset (Net of Amortization)	-	-	-	-	-	-	-	-
Long-Term Investments	-	-	-	-	-	-	-	-
Net Cash Used by Investing Activities	\$ 6,014,992	\$ 5,381,835	\$ 1,738,016	\$ -	\$ -	\$ -	\$ -	\$ -
CASH FLOWS FROM FINANCING ACTIVITIES:								
Notes Receivable	-	-	-	-	-	-	-	-
Notes Payable	-	-	-	-	-	-	-	-
Principal Payments	-	-	-	-	-	-	-	-
New Borrowing	-	-	-	-	-	-	-	-
In Kind Services	(240,419)	(215,112)	(69,469)	-	-	-	-	-
Additions to Patronage Capital Credits	-	-	-	-	-	-	-	-
Payment of Dividends	-	-	-	-	-	-	-	-
Net Cash Used by Investing Activities	\$ (240,419)	\$ (215,112)	\$ (69,469)	\$ -	\$ -	\$ -	\$ -	\$ -
Net Increase (Decrease) in Cash	\$ (1,041,450)	\$ (974,954)	\$ (297,787)	\$ 65,907	\$ 143,427	\$ 212,067	\$ 268,467	\$ 310,707
Ending Cash	\$ 1,060,519	\$ 85,565	\$ (212,222)	\$ (146,315)	\$ (2,888)	\$ 209,179	\$ 477,647	\$ 788,354

NPV/IRR Table

	Net Present Value	Internal Rate of Return
Without BTOP Funding	-9.01 Million	-21.00%
With BTOP Funding	-0.72 Million	5.54%

Revenue Assumptions		
Factor	Specific Metric Used in Analysis	Rationale (Cite Basis)
Customers Passed		
Anchor Institutions - Segment A	54	Anchor Institutions were identified by looking at the map of our proposed fiber build.
Anchor Institutions - Segment B		
Businesses		
Households	326	Physical house count for the 3 communities for a Last Mile build out to provide FTTH
Last Mile Providers		
Other		
Take Rate (should likely vary across 8-Year Forecast)		
Anchor Institutions - Segment A	19 Firm Commitments and a 30% take rate for all remaining potential anchor institutions	All Anchor Institutions are anticipated to come online when the service is built to them. We expect to have 28 customers online by the end of Year 3. It has been our experience in the past that these type of customers will sign up as soon as the service is available. This represents over a 50% take rate on all anchor institutions to which we can provide service
Anchor Institutions - Segment B		
Businesses		
Households	5 business accounts per year	Over the course of the 8 year projection, Citizens is anticipating an average of 5 new Business Subscribers per year. This falls in line with new business accounts on our current fiber network.
Last Mile Providers	Initial take rate of 16% for Broadband and 2% for Voice and Video	It has been our experience with FTTH projects that the demand is for Broadband service. We feel the take rate on our data plans will heavily outweigh Voice and Video, due to stronger competition in those markets. Based on similar FTTH projects, we estimate a take rate of 60% by Year 8 for Broadband Service and 20% by Year 8 for Voice and Video Services.
Direct Customer Connections		
Customer Segment A		
Customer Segment B		
Other		
Average Revenue per User (may vary across 8-year forecast)		
Anchor Institutions - Segment A	\$500/per month	Anchor institution ARPU is in line with similar customers on our current fiber network. Current year adds are calculated for 6 months to capture an average of all new customers for that year, as some may begin service early in the year and some may begin late in the year.
Anchor Institutions - Segment B		
Businesses		
Households	\$40/per month for Broadband, \$40/per month for Video, and \$10/per month for Voice Services	Business ARPU is in line with what we are averaging per business on our current fiber network. Current year adds are calculated for 6 months to capture an average of all new customers for that year, as some may begin service early in the year and some may begin late in the year.
Last Mile Providers		In order to be competitive, Citizens feels a \$90 Triple Play option allows us to stay competitive as well as maintain a sustainable business plan. Current year adds are calculated for 6 months to capture an average of all new customers for that year, as some may begin service early in the year and some may begin late in the year.
Other		

Expense Assumptions		
Factor	Specific Metric Used in Analysis	Rationale (Cite Basis)
Network Expenses		
Backhaul		
Maintenance	\$682/per route mile	Citizens estimates it will cost \$682 per route mile per year to maintain the network maintenance and monitoring functions. This includes costs for underground utility locates, pole attachment fees, fiber repair and restoration, fiber testing, and preventive maintenance.
Utilities	\$267 per month per node	Based on historical data and actual costs in other similar node facilities in the region.
Leasing		
Depreciation	Straight Line Depreciation Method, 10 year useful life on Buildings, Network Equipment, and Customer Premise Equipment. 20 year useful life on Fiber and Cable.	Depreciation is based on 95 miles of plant in Year 1, 85 additional miles in Year 2, and the final 27.45 miles in Year 3. Full depreciation on the \$13,134,843 will begin in Year 4, once the final build out is complete in Year 3.
Other		
Sales & Marketing		
Advertising	\$300 per month	Based on historical data and actual costs allocated to other fiber networks in the region.
Commissions		
Salaries	\$400 per month	Based on historical data and actual costs allocated to other fiber networks in the region.
Other		
Customer Care & Billing		
Systems	\$150 per month	Allocation of Citizens' billing system to encompass processing of monthly bills along with plant records for new facilities added by this project.
Personnel	\$150 per month	Minimal back office staff will be required to maintain billing plant records. Projected 8 hours per month.
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		

BTOP Comprehensive Community Infrastructure Project Plan and Build-out Timeline

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

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

PROJECT PLAN

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

Time Period	Quarter	Milestones	Support for Reasonableness/Data Points
Year 0-2010	Qtr. 4	<ul style="list-style-type: none"> • List all relevant milestones <ol style="list-style-type: none"> 1. Select Engineering/Consulting Firm for Project 2. Finalize proposed construction route and begin staking process. 3. Identify Environmental issues and requirements and submit applications. 4. Obtain all permits, agreements, and licenses that are required for the project. 5. Negotiate and secure all right of way, lease agreements, and property acquisition requirements. 	<ol style="list-style-type: none"> 1. Negotiations with an Engineering Firm will take place prior to September 30, 2010. The Engineering contract will be secured immediately after the announcement of approved funding. 2. Estimated time to complete staking process is 12 weeks. 3. Environmental requirements normally take 6 months to secure. 4. Estimated time to complete and secure all permits, agreements, right of way, property, etc. is 3 months.
Year 1-2011	Qtr. 1	<ul style="list-style-type: none"> • List all relevant milestones <ol style="list-style-type: none"> 1. Finalize staking and construction specifications. (01-04-11 to 01-14-11) 2. Prepare Outside Plant Construction Contract and finalize bid process. (01-17-11 to 01-31-11) 3. Finalize communications building specifications and equipment. (02-01-11 to 02-18-11) 4. Award Outside Plant Construction Contract 	<ol style="list-style-type: none"> 3. Prefab communications building normally take 6 – 8 weeks from placement of order to delivery. 4. The construction Contract requires the contractor to supply all outside plant fiber cable, conduit, pedestals, poles, and hardware. Since suppliers of this type of project are notified in advance the time frame to receive materials is usually 4 – 6 weeks.

		<p>and authorize contractor to order materials.(02-21-11 to 02-25-11)</p> <ol style="list-style-type: none"> 5. Verify all permits, agreements, right of way, Property acquisitions are secured. (02-28-11 to 03-11-11) 6. Environmental permits and requirements are approved and secured. (03-28-11 to 03-31-11) 	
Qtr. 2	<ul style="list-style-type: none"> • List all relevant milestones <ol style="list-style-type: none"> 1. Fiber construction begin (04-04-11 to 04-08-11) 2. Plow Crew 1 (04-04-11 to 06-30-11) 3. Plow crew 2 (04-04-11 to 06-30-11) 4. Communication building site preparation and installation at Pulaski Commerce Park. 	<ol style="list-style-type: none"> 1. Crews will consist of 2 – 3 directional bore and 2 - 3 plow crews. Aerial crews will be brought in as needed to build overhead sections. 2. Approx. 12 miles complete in the Town of Wytheville to Progress Park CoLo hut. 3. Approx. 12 miles complete from Dublin on Rt. 100 north. 	
Qtr. 3	<ul style="list-style-type: none"> • List all relevant milestones <ol style="list-style-type: none"> 1. Plow Crew 1 (07-04-11 to 09-30-11) 2. Plow Crew 2 (07-04-11 to 09-30-11) 3. Plow Crew 3 (07-04-11 to 09 30-11) 	<ol style="list-style-type: none"> 1. Approx. 12 miles complete from the Progress Park hut to the Pulaski county line. This route includes last mile fiber in the Max Meadows and Locust Hill area. 2. Approx. 12 miles complete rt. 100 north to Pearisburg. 3. Approx. 17 miles of last mile fiber distribution at Max Meadows and Locust Hill in Wythe county. 	
Qtr. 4	<ul style="list-style-type: none"> • List all relevant milestones <ol style="list-style-type: none"> 1. Plow crew 1 (10-03-11 to 12-30-11) 2. Plow Crew 2 (10-03-11 to 12-30-11) 3. Plow Crew 3 (10-03-11 to 12-30-11) 	<ol style="list-style-type: none"> 1. Approx. 12 miles complete from Pulaski / Wythe county line to the Town of Pulaski. Includes lateral extension to Peaks Knob tower site and to the Town of Pulaski government offices. 2. Approx. 13 miles complete from Fairlawn through City of Radford to Rt. POC. Includes fiber 	

			<p>connect at NRV Medical Center.</p> <ol style="list-style-type: none"> Complete Last Mile Fiber project in Wythe county and complete approx. 5 miles of Last Mile fiber in Draper area of Pulaski county.
Year 2 – 2012	Qtr. 1	<ul style="list-style-type: none"> List all relevant milestones <ol style="list-style-type: none"> Plow Crew 1 (01-03-12 to 03-30-12) Plow Crew 2 (01-03-12 to 03-30-12) Splicing, testing, activation of fiber facility from Town of Wytheville to the Pulaski county Commerce Park hut. (03-05-12 to 03-30-12) 	<ol style="list-style-type: none"> Approx. 6 miles complete from Town of Pulaski to Pulaski County Commerce Park. Approx. 6 miles complete from Floyd C.O. along rt. 8 north.
	Qtr. 2	<ul style="list-style-type: none"> List all relevant milestones <ol style="list-style-type: none"> Plow Crew 1 (04-02-12 to 06-30-12) Plow Crew 2 (04-02-12 to 06-30-12) Begin service activation Town of Wytheville and Progress Park. (06-11-12 to 06-30-12) Splicing, testing, activation of fiber facility from Commerce Park hut to Town of Dublin. (04-16-12 to 06-29-12) Begin turning up FTTH customers Max Meadows, Locust Hill, and Draper communities. (04-02-12 to 06-30-12) 	<ol style="list-style-type: none"> Approx. 12 miles complete from Commerce Park along rt. 11 corridor to Pulaski / Montgomery county line. Approx. 12 miles complete along rt. 8 from Floyd county into Montgomery county.
	Qtr. 3	<ul style="list-style-type: none"> List all relevant milestones <ol style="list-style-type: none"> Plow Crew 1 (07-02-12 to 09-28-12) Plow Crew 2 (07-02-12 to 09-28-12) Splicing, testing, activation of fiber facility from Town of Dublin to Pearisburg and from Dublin to Fairlawn. (07-02-12 to 09-28-12) Begin service turn up Town of Pulaski, Town of Dublin, and Town of Pearisburg. (09-04-12 to 09-28-12) Communication Building site preparation and installation at Christiansburg. (09-10-12 to 09-28-12) 	<ol style="list-style-type: none"> Approx. 12 miles complete from Pulaski / Montgomery county line along rt. 114 to the existing fiber POC at rt. 114 and rt. 460 intersections. Approx. 8 miles complete from rt. 8 Montgomery co. to the existing fiber POC in the Town of Christiansburg. Approx. 5 miles complete from existing fiber POC on Franklin St. in Christiansburg to ring Falling Branch Industrial Park.
	Qtr. 4	<ul style="list-style-type: none"> List all relevant milestones <ol style="list-style-type: none"> Plow Crew 1 (10-01-12 to 12-28-12) Plow Crew 2 (10-01-12 to 12-28-12) Splicing , testing, activation of fiber facility from Town of Dublin to Fairlawn and from Floyd C.O. to Town of Christiansburg and 	<ol style="list-style-type: none"> Approx. 12 miles complete from MBC POC at rt. 220 south along I-81 corridor to Roanoke. Approx. 12 miles complete from Christiansburg to Shawsville

		<p>from Rt. 8 POC to Fairlawn POC. (10-01-12 to 12-28-12)</p> <ol style="list-style-type: none"> 4. Communication Building site preparation and installation at Fairlawn. (11-05-12 to 11-30-12) 5. Begin service turn up Dublin, Pulaski Commerce Park, Competitive Center at Fairlawn, Fairlawn Elementary School (10-05-12 to 12-28-12) 	<p>along rt. 11.</p>
Year 3-2013	Qtr. 1	<ul style="list-style-type: none"> • List all relevant milestones <ol style="list-style-type: none"> 1. Plow Crew 1 (01-02-13 to 03-29-13) 2. Plow Crew 2 (01-02-13 to 03-29-13) 3. Splicing, testing, activation of fiber facility from Fairlawn to Christiansburg, Blacksburg ring, Falling Branch Industrial Park Ring. 4. Begin service turn up NRV Med. Center, Radford University, Falling Branch Ind. Park. (01-02-13 to 03-29-13) 	<ol style="list-style-type: none"> 1. Approx. 6 miles complete from I-81 to Salem along rt. 11 2. Approx. 6 miles complete from Shawsville to Elliston along rt. 11
	Qtr. 2	<ul style="list-style-type: none"> • List all relevant milestones <ol style="list-style-type: none"> 1. Plow Crew 1 (04-01-13 to 06-28-13) 2. Plow Crew 2 (04-01-13 to 06-28-13) 3. Splicing, testing, activation of fiber facility rt. 11 Christiansburg to Shawsville and I-81 corridor. (04-01-13 to 06-28-13) 4. Service available for Montgomery county schools, Fire, rescue, government, and Library locations. (04-01-13 to 06-28-13) 	<ol style="list-style-type: none"> 1. Approx. 8 miles complete along rt. 11 west Roanoke county. 2. Approx. 8 miles along rt. 11 east to complete fiber installation on NRV ROAN project.
	Qtr. 3	<ul style="list-style-type: none"> • List all relevant milestones <ol style="list-style-type: none"> 1. Complete splicing, testing, activation of fiber facilities Montgomery and Roanoke counties along rt. 11. (07-01-13 to 08-30-13) 2. Complete installation of network equipment and points of connection. (07-01-13 to 09-27-13) 3. Complete Construction and Engineering Contract close out procedures. (09-16-13 to 09-27-13) 	<ul style="list-style-type: none"> •

	Qtr. 4	<ul style="list-style-type: none">• List all relevant milestones	<ul style="list-style-type: none">•
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BUILD-OUT TIMELINE

Complete the following schedule for *each* Last Mile or Middle Mile Service Area to note the degree of build-out, based on: a) infrastructure funds awarded; b) entities passed (households, businesses, and community anchor institutions.). In addition, please complete a schedule that aggregates the build-out timeline across all of the Proposed Funded Service Area.

Service Area	[Fill Name] NRV ROAN												
	YEAR 0	YEAR 1				YEAR 2				YEAR 3			
		Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4
Infrastructure Funds													
Infrastructure Funds Advanced (estimate)	\$500,000	\$500,000	\$1,200,000	\$2,314,835	\$1,500,000	\$600,000	\$1,200,000	\$2,381,835	\$1,200,000	\$500,000	\$500,000	\$738,016.18	
Percentage of Total Funds	3%	3%	9%	18%	11%	4%	9%	22%	9%	3%	3%	6%	
Entities Passed & %													
Households	0	0	8170	9392	10624	3894	8214	12530	6208	7280	1825	0	
Percentage of Total Households	0	0	12%	14%	16%	6%	12%	18%	9%	10%	3%	0	
Businesses	0	0	171	155	264	83	87	154	210	170	6	0	
Percentage of Total Businesses	0	0	13.00%	12.00%	20.00%	6.00%	7.00%	12.00%	16.00%	13.00%	1.00%	0	
Community Anchor Institutions	0	0	5	4	7	4	10	8	9	0	0	0	
Percentage of Total Institutions	0	0	11.00%	9.00%	15.00%	8.00%	21.00%	17.00%	19.00%	0	0	0	

Comprehensive Community Infrastructure Key Metrics Dashboard

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

Applicant Profile	
Applicant Name	Citizens' Telephone Co-operative
Title	NRV-ROAN (New River Valley Regional Open Access Network)
Easygrants ID	6848
Headquarters	220 Webbs Mill Rd, Floyd, VA 24091
Size (2009 Data) of Applicant Entity	<ul style="list-style-type: none"> • Current Year Revenues: \$11,840,470 • Employees: 57
Technology Type	Fiber
Key Partners	NRVNW (New River Valley Network Wireless Authority)

Project Economics			
Budget Information		Project Financials	
Project Budget	\$13,134,843	Project Revenues (Yr 8)	\$538,800
Federal Contribution (%)	80%	Net Income and Margin (Yr 8)	(\$403,535)
Cash Match Amount (%)	16%	EBITDA and Margin (Yr 8)	\$375,707
In Kind Match Amount (%)	4%	Rate of Return (w/o BTOP Funds)	(21.0%)
Middle Mile/Last Mile Budget Allocation		Rate of Return (w/ BTOP Funds)	5.54%
Middle Mile Percentage (%)	88%	Cost Efficiency	
Last Mile Percentage (%)	12%	Cost per Mile (MM)	\$55,482
Rural Last Mile Percentage	100%	Cost per Household (LM)	\$3,780

Market Territory	
Geographic Area(s)	
Middle Mile Network Composition	
Total Proposed Network Miles (MM only)	<ul style="list-style-type: none"> • Total Miles: 431.5 • Backbone Miles: 409.5 • Lateral Miles: 21.7
New Construction Network Miles (MM only)	<ul style="list-style-type: none"> • Total Miles: 185.5 • Backbone Miles: 163.8 • Lateral Miles: 21.7
Existing Applicant Network Miles Utilized (MM only)	<ul style="list-style-type: none"> • Total Miles: 246 • Backbone Miles: 246 • Lateral Miles: 0
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: 90% • Percentage of Lateral Miles in Underserved/Unserved Areas: 90%
Existing Customer Base	
Existing Residential/Individual Customers within PFSA	168

Comprehensive Community Infrastructure Key Metrics Dashboard

Existing Business Customers within PFSA	21
Existing Community Anchor Institution Customers within PFSA	<ul style="list-style-type: none"> • Total CAI's: 54 • Community Colleges: 2 • Public Safety Entities: 3
Existing Third Party Service Provider Customers within PFSA	Professional Networks NRV Unwired
Potential Customer Base	
Market Potential Households (within PFSA)	<ul style="list-style-type: none"> • Total HH's: 68,137 • Located in Underserved/Unserved Areas: 90%
Market Potential Businesses (within PFSA)	<ul style="list-style-type: none"> • Total Businesses: 1,300 • Located in Underserved/Unserved Areas: 90%
Market Potential Community Anchor Institutions (within PFSA)	<ul style="list-style-type: none"> • Total CAI's: 54 • Located in Underserved/Unserved Areas: 90% • Community Colleges: 2 • Public Safety Entities: 3
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: 1
Funded Network Coverage	
Households Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> • Total Households Connected: 326 • Located in Underserved/Unserved Areas: 326
Businesses Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> • Total Businesses Connected: 0 • Located in Underserved/Unserved Areas: 0
Community Anchor Institutions Directly Connected (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> • Total Directly Connected CAI's: 54 • Located in Underserved/Unserved Areas: 54 • Community Colleges: 2 • Public Safety Entities: 3
Projected Subscribers by Year Five	<p><u>Directly Served by Applicant</u></p> <ul style="list-style-type: none"> • Community Anchor Institutions: 28 • Households: 147 • Businesses: 21 • Third Party Service Providers: 2 <p><u>Served by Proposed Network Via Third Party Service Provider</u></p> <ul style="list-style-type: none"> • Community Anchor Institutions: no estimate • Households: no estimate • Businesses: no estimate

Comprehensive Community Infrastructure Key Metrics Dashboard

Other	
Proposed MM Network Capacity	<ul style="list-style-type: none"> • Backbone: 200Gbps • Laterals: 10Gbps
Proposed LM Network Speed	<ul style="list-style-type: none"> • Highest offered speed tier:10Gbps • Estimated Average speed for highest speed tier:10Gbps
Total Points of Interconnection	<ul style="list-style-type: none"> • Total Pol's: 9 • Pol's in Underserved/Unserved Areas: 9 • Environmentally-controlled, non-passive Pols:6
Jobs Created	<ul style="list-style-type: none"> • Direct Job-years: 45 • Indirect Job-years: 45 • Induced Job-years: 50
Required Time for Project Completion (Number of Required Quarters to Fully Build-out and Test Network and Make Ready for Commercial Service)	11