

## **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

## Sho-Me Technologies with BTOP Funding

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
<b>Revenues</b>								
Broadband Offerings								
Wholesale Data	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Retail Data	\$ 256,800	\$ 1,118,400	\$ 2,047,800	\$ 3,082,800	\$ 3,694,800	\$ 3,880,800	\$ 3,880,800	\$ 3,880,800
Dark Fiber	\$ -	\$ 79,200	\$ 129,600	\$ 144,000	\$ 144,000	\$ 144,000	\$ 144,000	\$ 144,000
Collocation	\$ -	\$ 6,000	\$ 12,000	\$ 18,000	\$ 24,000	\$ 30,000	\$ 36,000	\$ 42,000
Other (list specific services)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Network Driven Revenues								
Video Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Voice Services (local/toll/long distance)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other (list specific services)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Universal Service Fund	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Installation Revenues	\$ 18,000	\$ 18,500	\$ 28,500	\$ 24,000	\$ 14,500	\$ 2,500	\$ -	\$ -
Other Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total Revenues</b>	\$ 274,800	\$ 1,222,100	\$ 2,217,900	\$ 3,268,800	\$ 3,877,300	\$ 4,057,300	\$ 4,060,800	\$ 4,066,800
<b>Expenses</b>								
Backhaul	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Network Maintenance/Monitoring	\$ 558,500	\$ 90,000	\$ 115,000	\$ 143,250	\$ 161,250	\$ 166,000	\$ 166,000	\$ 166,000
Utilities	\$ 33,750	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000
Leasing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales/Marketing	\$ 51,350	\$ 103,000	\$ 105,500	\$ 108,325	\$ 110,125	\$ 110,600	\$ 110,600	\$ 110,600
Customer Care	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Billing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Corporate G&A	\$ 6,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000
Other Operating Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	\$ 149,600	\$ 295,000	\$ 322,500	\$ 353,575	\$ 373,375	\$ 378,600	\$ 378,600	\$ 378,600
<b>EBITDA</b>	\$ 125,200	\$ 927,100	\$ 1,895,400	\$ 2,915,225	\$ 3,503,925	\$ 3,678,700	\$ 3,682,200	\$ 3,688,200
Depreciation	\$ 767,000	\$ 1,927,000	\$ 2,027,000	\$ 2,140,000	\$ 2,212,000	\$ 2,231,000	\$ 2,231,000	\$ 2,231,000
Amortization	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Earnings Before Interest and Taxes</b>	\$ (641,800)	\$ (999,900)	\$ (131,600)	\$ 775,225	\$ 1,291,925	\$ 1,447,700	\$ 1,451,200	\$ 1,457,200
Interest Expense	\$ 337,500	\$ 381,250	\$ 331,250	\$ 281,250	\$ 212,500	\$ 112,500	\$ 18,750	\$ -
<b>Income Before Taxes</b>	\$ (979,300)	\$ (1,381,150)	\$ (462,850)	\$ 493,975	\$ 1,079,425	\$ 1,335,200	\$ 1,432,450	\$ 1,457,200
Property Tax	\$ -	\$ 288,123	\$ 299,596	\$ 283,569	\$ 265,309	\$ 244,167	\$ 220,176	\$ 195,635
Income Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 165,043	\$ 487,940	\$ 507,780
<b>Net Income</b>	\$ (979,300)	\$ (1,669,273)	\$ (762,446)	\$ 210,406	\$ 814,116	\$ 925,990	\$ 724,334	\$ 753,785

# Balance Sheet

## Sho-Me Technologies with BTOP Funding

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
<b>Assets</b>								
<i>Current Assets</i>								
Cash	\$ 1,742,950	\$ 1,339,277	\$ 598,231	\$ 1,303,037	\$ 1,930,403	\$ 2,993,393	\$ 4,443,726	\$ 7,428,511
Marketable Securities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Accounts Receivable	\$ 84,750	\$ 180,150	\$ 318,750	\$ 427,350	\$ 488,100	\$ 503,100	\$ 503,100	\$ 503,100
Notes Receivable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Inventory	\$ 2,696,000	\$ 2,993,000	\$ 3,050,000	\$ 3,098,000	\$ 3,127,000	\$ 3,132,000	\$ 3,132,000	\$ 3,132,000
Prepayments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Assets	\$ 4,523,700	\$ 4,512,427	\$ 3,966,981	\$ 4,828,387	\$ 5,545,503	\$ 6,628,493	\$ 8,078,826	\$ 11,063,611
<i>Non-Current Assets</i>								
Long-Term Investments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amortizable Asset (Net of Amortization)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Plant in Service	\$ 26,960,000	\$ 29,930,000	\$ 30,500,000	\$ 30,980,000	\$ 31,270,000	\$ 31,320,000	\$ 31,320,000	\$ 31,320,000
Less: Accumulated Depreciation	\$ 767,000	\$ 2,694,000	\$ 4,721,000	\$ 6,861,000	\$ 9,073,000	\$ 11,304,000	\$ 13,535,000	\$ 15,766,000
Net Plant	\$ 26,193,000	\$ 27,236,000	\$ 25,779,000	\$ 24,119,000	\$ 22,197,000	\$ 20,016,000	\$ 17,785,000	\$ 15,554,000
Other	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Non-Current Assets	\$ 26,193,000	\$ 27,236,000	\$ 25,779,000	\$ 24,119,000	\$ 22,197,000	\$ 20,016,000	\$ 17,785,000	\$ 15,554,000
Total Assets	\$ 30,716,700	\$ 31,748,427	\$ 29,745,981	\$ 28,947,387	\$ 27,742,503	\$ 26,644,493	\$ 25,863,826	\$ 26,617,611
<b>Liabilities and Owners' Equity</b>								
<i>Liabilities</i>								
<i>Current Liabilities</i>								
Accounts Payable	\$ 2,696,000	\$ 297,000	\$ 57,000	\$ 48,000	\$ 29,000	\$ 5,000	\$ -	\$ -
Notes Payable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Liabilities	\$ 2,696,000	\$ 297,000	\$ 57,000	\$ 48,000	\$ 29,000	\$ 5,000	\$ -	\$ -
<i>Long-Term Liabilities</i>								
Long Term Notes Payable	\$ 9,000,000	\$ 7,500,000	\$ 6,500,000	\$ 5,500,000	\$ 3,500,000	\$ 1,500,000	\$ -	\$ -
Other Long Term Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Long-Term Liabilities	\$ 9,000,000	\$ 7,500,000	\$ 6,500,000	\$ 5,500,000	\$ 3,500,000	\$ 1,500,000	\$ -	\$ -
Total Liabilities	\$ 11,696,000	\$ 7,797,000	\$ 6,557,000	\$ 5,548,000	\$ 3,529,000	\$ 1,505,000	\$ -	\$ -
<i>Owner's Equity</i>								
Capital Stock	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional Paid-In Capital	\$ 20,000,000	\$ 26,600,000	\$ 26,600,000	\$ 26,600,000	\$ 26,600,000	\$ 26,600,000	\$ 26,600,000	\$ 26,600,000
Retained Earnings	\$ (979,300)	\$ (2,648,573)	\$ (3,411,019)	\$ (3,200,613)	\$ (2,386,497)	\$ (1,460,507)	\$ (736,174)	\$ 17,611
Total Equity	\$ 19,020,700	\$ 23,951,427	\$ 23,188,981	\$ 23,399,387	\$ 24,213,503	\$ 25,139,493	\$ 25,863,826	\$ 26,617,611
Total Liabilities and Owner's Equity	\$ 30,716,700	\$ 31,748,427	\$ 29,745,981	\$ 28,947,387	\$ 27,742,503	\$ 26,644,493	\$ 25,863,826	\$ 26,617,611



\$ - \$ - \$ - \$ - \$ - \$ - \$ - -

# Statement of Cash Flows

## Sho-Me Technologies with BTOP Funding

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
<b>Beginning Cash</b>	<b>\$ -</b>	<b>\$ 1,742,950</b>	<b>\$ 1,339,277</b>	<b>\$ 598,231</b>	<b>\$ 1,303,037</b>	<b>\$ 1,930,403</b>	<b>\$ 2,993,393</b>	<b>\$ 4,443,726</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>								
Net Income	(979,300)	(1,669,273)	(762,446)	210,406	814,116	925,990	724,334	753,785
<i>Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities</i>								
Add: Depreciation	767,000	1,927,000	2,027,000	2,140,000	2,212,000	2,231,000	2,231,000	2,231,000
Add: Amortization	-	-	-	-	-	-	-	-
<i>Changes in Current Assets and Liabilities:</i>								
Marketable Securities	-	-	-	-	-	-	-	-
Accounts Receivable	(84,750)	(95,400)	(138,600)	(108,600)	(60,750)	(15,000)	-	-
Inventory	(2,696,000)	(297,000)	(57,000)	(48,000)	(29,000)	(5,000)	-	-
Prepayments	-	-	-	-	-	-	-	-
Other Current Assets	-	-	-	-	-	-	-	-
Accounts Payable	2,696,000	(2,399,000)	(240,000)	(9,000)	(19,000)	(24,000)	(5,000)	-
Other Current Liabilities	-	-	-	-	-	-	-	-
<b>Net Cash Provided (Used) by Operations</b>	<b>\$ (297,050)</b>	<b>\$ (2,533,673)</b>	<b>\$ 828,954</b>	<b>\$ 2,184,806</b>	<b>\$ 2,917,366</b>	<b>\$ 3,112,990</b>	<b>\$ 2,950,334</b>	<b>\$ 2,984,785</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>								
Capital Expenditures	(26,960,000)	(2,970,000)	(570,000)	(480,000)	(290,000)	(50,000)	-	-
Amortizable Asset (Net of Amortization)	-	-	-	-	-	-	-	-
Long-Term Investments	-	-	-	-	-	-	-	-
<b>Net Cash Used in Investing Activities</b>	<b>\$ (26,960,000)</b>	<b>\$ (2,970,000)</b>	<b>\$ (570,000)</b>	<b>\$ (480,000)</b>	<b>\$ (290,000)</b>	<b>\$ (50,000)</b>	<b>\$ -</b>	<b>\$ -</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>								
Notes Receivable	-	-	-	-	-	-	-	-
Notes Payable	-	-	-	-	-	-	-	-
Principal Payments	-	(1,500,000)	(1,000,000)	(1,000,000)	(2,000,000)	(2,000,000)	(1,500,000)	-
New Borrowing	9,000,000	-	-	-	-	-	-	-
Additional Paid-in Capital	20,000,000	6,600,000	-	-	-	-	-	-
Additions to Patronage Capital Credits	-	-	-	-	-	-	-	-
Payment of Dividends	-	-	-	-	-	-	-	-
<b>Net Cash Used in Financing Activities</b>	<b>\$ 29,000,000</b>	<b>\$ 5,100,000</b>	<b>\$ (1,000,000)</b>	<b>\$ (1,000,000)</b>	<b>\$ (2,000,000)</b>	<b>\$ (2,000,000)</b>	<b>\$ (1,500,000)</b>	<b>\$ -</b>
<b>Net Increase (Decrease) in Cash</b>	<b>\$ 1,742,950</b>	<b>\$ (403,673)</b>	<b>\$ (741,046)</b>	<b>\$ 704,806</b>	<b>\$ 627,366</b>	<b>\$ 1,062,990</b>	<b>\$ 1,450,334</b>	<b>\$ 2,984,785</b>
<b>Ending Cash</b>	<b>\$ 1,742,950</b>	<b>\$ 1,339,277</b>	<b>\$ 598,231</b>	<b>\$ 1,303,037</b>	<b>\$ 1,930,403</b>	<b>\$ 2,993,393</b>	<b>\$ 4,443,726</b>	<b>\$ 7,428,511</b>

## NPV/IRR Table

	Net Present Value	Internal Rate of Return
<b>Without BTOP Funding</b>	-\$22,171,133.92	-7.27%
<b>With BTOP Funding</b>	-\$15,172,883.01	0.84%

### With BTOP Funding

	Yearly Free Cash Flows	Net Income	Depreciation	Increase in Working Capital	Capital Expenditures
Year 1	\$ (27,257,050)	\$ (979,300)	\$ 767,000	\$ 84,750	\$ 26,960,000
Year 2	\$ (5,503,673)	\$ (1,669,273)	\$ 1,927,000	\$ 2,791,400	\$ 2,970,000
Year 3	\$ 258,954	\$ (762,446)	\$ 2,027,000	\$ 435,600	\$ 570,000
Year 4	\$ 1,704,806	\$ 210,406	\$ 2,140,000	\$ 165,600	\$ 480,000
Year 5	\$ 2,627,366	\$ 814,116	\$ 2,212,000	\$ 108,750	\$ 290,000
Year 6	\$ 3,062,990	\$ 925,990	\$ 2,231,000	\$ 44,000	\$ 50,000
Year 7	\$ 2,950,334	\$ 724,334	\$ 2,231,000	\$ 5,000	\$ -
Year 8	\$ 23,878,281	\$ 753,785	\$ 2,231,000	\$ -	\$ -

Terminal Value

### Without BTOP Funding

	Yearly Free Cash Flows	Net Income	Depreciation	Increase in Working Capital	Capital Expenditures
Year 1	\$ (27,782,050)	\$ (1,504,300)	\$ 767,000	\$ 84,750	\$ 26,960,000
Year 2	\$ (6,747,423)	\$ (2,913,023)	\$ 1,927,000	\$ 2,791,400	\$ 2,970,000
Year 3	\$ (1,109,796)	\$ (2,131,196)	\$ 2,027,000	\$ 435,600	\$ 570,000
Year 4	\$ 329,806	\$ (1,164,594)	\$ 2,140,000	\$ 165,600	\$ 480,000
Year 5	\$ 1,233,616	\$ (579,634)	\$ 2,212,000	\$ 108,750	\$ 290,000
Year 6	\$ 1,784,283	\$ (352,717)	\$ 2,231,000	\$ 44,000	\$ 50,000
Year 7	\$ 1,969,524	\$ (256,476)	\$ 2,231,000	\$ 5,000	\$ -
Year 8	\$ 16,840,520	\$ (125,935)	\$ 2,231,000	\$ -	\$ -

Terminal Value

Revenue Assumptions		
Factor	Specific Metric Used in Analysis	Rationale (Cite Basis)
Customers Passed		
Anchor Institutions - K-12 & Libraries	10 mbps @ \$1,400 per month per location	Current Average per school on existing network
Anchor Institutions - Other Higher Ed	45 mbps @ \$2,500 per month per location	Current Average per school on existing network
Anchor Institutions - Health Care	45 mbps @ \$2,500 ramping up to 100 mbps @ \$4,000 per month per location	Current Averages per medical facility on existing network
Anchor Institutions - Public Safety	10 mbps @ \$1,400 per month per location	These are prisons, estimated to be the same need as a K-12 facility
Anchor Institutions - Other Gov.	10 mbps @ \$2,000 per month per location	Current Average per school on existing network
Bank Holding Companies	10 mbps @ \$2,000 per month per location	Current Average per bank on existing network
Cell Phone Providers	4.5 mbps @ \$1,500 per month per tower	Current Average per tower on existing network
Cable Companies		Some cable companies prefer a 20 year IRU, others with cash flow issues prefer a monthly payment with a long-term contract
Wireless Internet Providers	3 mbps @ \$1,000 per month per location	Current Average per WISP on existing network
Take Rate (should likely vary across 8-Year Forecast)		
Anchor Institutions - K-12 & Libraries	100% after current contracts expire	Once a school has fiber to it, it never wants to go backwards
Anchor Institutions - Other Higher Ed	100% after current contracts expire	Large bandwidth needs can only be met with fiber connection
Anchor Institutions - Health Care	100% after current contracts expire	Large bandwidth needs for remote imaging can only be met with fiber connection
Anchor Institutions - Public Safety	50% after current contracts expire	Prisons have talked about fiber connections for remote arraignments for years
Anchor Institutions - Other Gov.	100% after current contracts expire	Large Court data base access make fiber connections a necessity
Bank Holding Companies	100% after current contracts expire	Private networks for disaster recovery connections are a high priority
Cell Phone Providers	100% after current contracts expire	Current customers (Verizon, Sprint & U.S. Cellular) all want fiber connections for reliability
Cable Companies	100% if digital head-end has not been recently purchased, 50% average	Remote head-end cost offset by networking from master head-end
Wireless Internet Providers	50% on average	Microwave linking still utilized in some rural areas
Direct Customer Connections		
Anchor Institutions - K-12 & Libraries	67	Within one mile of planned fiber route
Anchor Institutions - Other Higher Ed	8	Within one mile of planned fiber route
Anchor Institutions - Health Care	5	Within one mile of planned fiber route
Anchor Institutions - Public Safety	2	Within one mile of planned fiber route
Anchor Institutions - Other Gov.	18	Within one mile of planned fiber route
Bank Holding Companies	20	Within one mile of planned fiber route



Average Revenue per User (may vary across 8-year forecast)		
Anchor Institutions - K-12 & Libraries	\$16,800	
Anchor Institutions - Other Higher Ed	\$30,000	
Anchor Institutions - Health Care	\$36,000	
Anchor Institutions - Public Safety	\$16,800	
Anchor Institutions - Other Gov.	\$24,000	
Bank Holding Companies	\$24,000	
Cell Phone Providers	\$18,000	
Cable Companies		
Wireless Internet Providers	\$12,000	

Expense Assumptions		
Factor	Specific Metric Used in Analysis	Rationale (Cite Basis)
Network Expenses		
Maintenance	\$2,000 per node & \$500 per customer location	Reflects current experience on existing network
Utilities	\$250 per node	Electricity & Gas (for Back-up Generators) reflects current experience on existing network
Depreciation	Fiber - 4%, Network Gear - 10%, Customer Gear - 5%	Current rates being used on existing network
Property Taxes	1.1% of Net Utility Plant	Reflects current experience on existing network
Sales & Marketing		
Advertising	\$50 per customer	Reflects current experience on existing network
Commissions	n/a	Marketing/Customer Service staff is paid on salary only
Salaries	\$100,000	Reflects salary & benefits of one additional marketing employee
Other	0	
Customer Care & Billing		
Systems	0	Current systems in place can be utilized at no additional monthly cost
Personnel	0	
Other	0	
General & Administrative		
Professional Services	\$12,000	Reflects current experience on existing network

Insurance		0	Property is self-insured, Liability provided through parent as Named Insured
Non-Network Utilities	n/a		
Travel	n/a		
Supplies	n/a		
Miscellaneous	n/a		
Interest Expenses			
Debt Instrument A	5% of Net Advance from Sho-Me Power		Reflects average cost of debt of parent (Sho-Me Power Electric Cooperative)
Debt Instrument B			
Taxes			
Federal Tax Rate		30%	Average Federal Income Tax Rate
Other Tax Rates		6%	Actual Missouri State Income Tax Rate

Cash Advances from Sho-Me Power Electric Cooperative are reflected as Long Term Notes Payable

No BTOP funds are being used for last mile connections to non-CCI facilities, resulting in larger Sho-Me Power Cash advance than reflected in General Budget Overview

In-Kind Fiber Contribution from Sho-Me Power Electric Cooperative is not reflected on Sho-Me Technologies' Balance Sheet

(All assets of Sho-Me Power are subject to USDA RUS Mortgage & must be reflected on Sho-Me Power's Balance Sheet. Sho-Me Power has contract with Sho-Me Technologies allowing Sho-Me Technologies the use of excess fiber in Sho-Me Power's Network.)

## Broadband Subscriber Estimates

Name of Service	Customer Type	Year 0	Cumulative/Net Add	Year 1		
				Qtr 1	Qtr 2	Qtr 3
Educational	Community Anchor Inst.	24	Cumulative	0	0	12
			Net Add			12
Health-Care	Community Anchor Inst.	1	Cumulative	0	0	1
			Net Add			1
Governmental	Community Anchor Inst.	11	Cumulative	0	0	5
			Net Add			5
Banking	Business		Cumulative			
			Net Add			
Cellular Tower Backhaul	Business		Cumulative			
			Net Add			
Cable Television	Business					
General Business	Business		Cumulative			
			Net Add			

	Avg. Quarterly Charge	Avg. Quarterly Customers	
K-12 & Libraries	\$ 4,200	10	
			\$ 42,000
Other Higher Ed	\$ 7,500	2	
			\$ 15,000
Clinic Health Care	\$ 7,500	1	
			\$ 7,500
Hospital Health Care	\$ 12,000		
Governmental P to P	\$ 4,200	4	
			\$ 16,800
Governmental Networked	\$ 6,000	1	
			\$ 6,000
Bank Holding Companies	\$ 6,000		
Cell Towers	\$ 4,500		
Cable Companies	\$ 144	Fiber Miles	
WISPs & Other Business	\$ 3,000		
Total			\$ 87,300
Co-Lo Racks	\$ 1,500		
Installs	\$ 500	18	
			\$ 9,000

Customer Locations	\$500				18
Nodes	\$ 2,000				15
Customer Location Maintenance					
Node Maintenance					
Utilities	\$ 750			\$ 11,250	
Advertising	\$50				27
				\$ 1,350	
Salaries				\$ 50,000	
				\$ 51,350	
Outside Plant		18,550,000	3,300,000	2,000,000	6,000,000
	4%		3,300,000	5,300,000	11,300,000
Electronics		10,650,000			5,000,000
	10%		-	-	5,000,000
Customer Equipment	\$ 10,000		-	-	180,000
			-	-	180,000
	20%				
Depreciation					
Cash Advances	5%		3,000,000	3,000,000	3,000,000
			3,000,000	6,000,000	9,000,000
Income before taxes					
Property Tax					
Taxable Income					
Loss Carryforward					
Taxable Income					
Federal Rates	-	50,000	15%		
	50,000	75,000	25%		
	75,000	100,000	34%		
	100,000	335,000	39%		
	335,000	10,000,000	34%		
State			6.25%		
Without BTOP Advances	5%		6,000,000	7,000,000	8,000,000
			6,000,000	13,000,000	21,000,000



	Year 2				Year 3		
Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3
24	28	32	36	40	46	52	58
12	4	4	4	4	6	6	6
1	2	2	2	2	3	3	3
	1				1		
11	12	12	13	13	14	15	16
6	1		1		1	1	1
	1	1	3	3	5	5	8
	1		2		2		3
	3	6	9	12	16	20	24
	3	3	3	3	4	4	4
	1	1	1	1	2	2	2
	1				1		
	1	1	3	3	6	6	10
	1		2		3		4

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20	24	28	31	35	40	46	51
\$ 84,000	\$ 100,800	\$ 117,600	\$ 130,200	\$ 147,000	\$ 168,000	\$ 193,200	\$ 214,200
4	4	4	5	5	6	6	7
\$ 30,000	\$ 30,000	\$ 30,000	\$ 37,500	\$ 37,500	\$ 45,000	\$ 45,000	\$ 52,500
1	2	2	2	2	2	2	2
\$ 7,500	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000
					1	1	1
					\$ 12,000	\$ 12,000	\$ 12,000
10	11	11	11	11	12	12	13
\$ 42,000	\$ 46,200	\$ 46,200	\$ 46,200	\$ 46,200	\$ 50,400	\$ 50,400	\$ 54,600
1	1	1	2	2	2	3	3
\$ 6,000	\$ 6,000	\$ 6,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 18,000	\$ 18,000
	\$ 6,000	\$ 6,000	\$ 18,000	\$ 18,000	\$ 30,000	\$ 30,000	\$ 48,000
	\$ 13,500	\$ 27,000	\$ 40,500	\$ 54,000	\$ 72,000	\$ 90,000	\$ 108,000
	100	150	150	150	200	200	250
	\$ 14,400	\$ 21,600	\$ 21,600	\$ 21,600	\$ 28,800	\$ 28,800	\$ 36,000
	\$ 3,000	\$ 3,000	\$ 9,000	\$ 9,000	\$ 18,000	\$ 18,000	\$ 30,000
\$ 169,500	\$ 234,900	\$ 272,400	\$ 330,000	\$ 360,300	\$ 451,200	\$ 500,400	\$ 588,300
	1	1	1	1	2	2	2
	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 3,000	\$ 3,000	\$ 3,000
18	11	7	12	7	17	11	18
\$ 9,000	\$ 5,500	\$ 3,500	\$ 6,000	\$ 3,500	\$ 8,500	\$ 5,500	\$ 9,000

36	47	54	66	73	90	101	119
30	30	30	30	30	30	30	30
\$13,500				\$30,000			
\$ 45,000				\$ 60,000			

\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500
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60	110
\$ 3,000	\$ 5,500
\$ 100,000	\$ 100,000
\$ 103,000	\$ 105,500

5,300,000	1,950,000						
16,600,000	18,550,000						
5,000,000	650,000						
10,000,000	10,650,000						
365,000				742,000			
375,000				1,065,000			
180,000	110,000	70,000	120,000	70,000	170,000	110,000	180,000
360,000	470,000	540,000	660,000	730,000	900,000	1,010,000	1,190,000
27,000				120,000			
767,000				1,927,000			
26,960,000				29,930,000			

	(1,000,000)	(500,000)			(500,000)	(500,000)	
9,000,000	8,000,000	7,500,000	7,500,000	7,500,000	7,000,000	6,500,000	6,500,000
337,500				381,250			
(979,300)				(1,381,150)			
-				288,123			
(979,300)				(1,669,273)			

8,000,000	2,000,000	1,000,000	1,000,000	1,000,000			
29,000,000	31,000,000	32,000,000	33,000,000	34,000,000	34,000,000	34,000,000	34,000,000
862,500				1,625,000			

	Year 4				Year 5		
Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3
64	70	75	75	75	75	75	75
6	6	5					
3	5	5	5	5	5	5	5
	2						
17	18	19	19	19	19	19	19
1	1	1					
8	11	11	11	11	15	15	15
	3				4		
28	33	38	43	48	55	63	63
4	5	5	5	5	7	8	
3	3	3	3	3	3	3	3
1							
10	15	15	20	20	25	25	30
	5		5		5		5

57	62	67	67	67	67	67	67	67
\$ 239,400	\$ 260,400	\$ 281,400	\$ 281,400	\$ 281,400	\$ 281,400	\$ 281,400	\$ 281,400	\$ 281,400
7	8	8	8	8	8	8	8	8
\$ 52,500	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000
2	3	3	3	3	3	3	3	3
\$ 15,000	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500
1	2	2	2	2	2	2	2	2
\$ 12,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000
13	14	14	14	14	14	14	14	14
\$ 54,600	\$ 58,800	\$ 58,800	\$ 58,800	\$ 58,800	\$ 58,800	\$ 58,800	\$ 58,800	\$ 58,800
4	4	5	5	5	5	5	5	5
\$ 24,000	\$ 24,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000
\$ 48,000	\$ 66,000	\$ 66,000	\$ 66,000	\$ 66,000	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000
\$ 126,000	\$ 148,500	\$ 171,000	\$ 193,500	\$ 216,000	\$ 247,500	\$ 283,500	\$ 283,500	\$ 283,500
250	250	250	250	250	250	250	250	250
\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000
\$ 30,000	\$ 45,000	\$ 45,000	\$ 60,000	\$ 60,000	\$ 75,000	\$ 75,000	\$ 90,000	\$ 90,000
\$ 637,500	\$ 745,200	\$ 794,700	\$ 832,200	\$ 854,700	\$ 925,200	\$ 961,200	\$ 976,200	\$ 976,200
2	3	3	3	3	4	4	4	4
\$ 3,000	\$ 4,500	\$ 4,500	\$ 4,500	\$ 4,500	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000
11	22	11	10	5	16	8	5	5
\$ 5,500	\$ 11,000	\$ 5,500	\$ 5,000	\$ 2,500	\$ 8,000	\$ 4,000	\$ 2,500	\$ 2,500

130	152	163	173	178	194	202	207
30	30	30	30	30	30	30	30
\$55,000				\$83,250			
\$ 60,000				\$ 60,000			

\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500
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166.5	202.5
\$ 8,325	\$ 10,125
\$ 100,000	\$ 100,000
\$ 108,325	\$ 110,125

742,000				742,000			
1,065,000				1,065,000			
110,000	220,000	110,000	100,000	50,000	160,000	80,000	50,000
1,300,000	1,520,000	1,630,000	1,730,000	1,780,000	1,940,000	2,020,000	2,070,000
220,000				333,000			
2,027,000				2,140,000			
30,500,000				30,980,000			

	(500,000)	(500,000)			(500,000)	(500,000)	(500,000)
6,500,000	6,000,000	5,500,000	5,500,000	5,500,000	5,000,000	4,500,000	4,000,000
331,250				281,250			
(462,850)				493,975			
299,596				283,569			
(762,446)				210,406			
				(1,705,510)			
				(1,495,104)			

	(500,000)	(500,000)			(500,000)	(500,000)	
34,000,000	33,500,000	33,000,000	33,000,000	33,000,000	32,500,000	32,000,000	32,000,000
1,700,000				1,656,250			



	Year 6				Year 7		
Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3
75	75	75	75	75	75	75	75
5	5	5	5	5	5	5	5
19	19	19	19	19	19	19	19
15	20	20	20	20	20	20	20
	5						
63	63	63	63	63	63	63	63
3	3	3	3	3	3	3	3
30	30	30	30	30	30	30	30

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67	67	67	67	67	67	67	67	67
\$ 281,400	\$ 281,400	\$ 281,400	\$ 281,400	\$ 281,400	\$ 281,400	\$ 281,400	\$ 281,400	\$ 281,400
8	8	8	8	8	8	8	8	8
\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000
3	3	3	3	3	3	3	3	3
\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500
2	2	2	2	2	2	2	2	2
\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000
14	14	14	14	14	14	14	14	14
\$ 58,800	\$ 58,800	\$ 58,800	\$ 58,800	\$ 58,800	\$ 58,800	\$ 58,800	\$ 58,800	\$ 58,800
5	5	5	5	5	5	5	5	5
\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000
\$ 90,000	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000
\$ 283,500	\$ 283,500	\$ 283,500	\$ 283,500	\$ 283,500	\$ 283,500	\$ 283,500	\$ 283,500	\$ 283,500
250	250	250	250	250	250	250	250	250
\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000
\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000
\$ 976,200	\$ 1,006,200	\$ 1,006,200	\$ 1,006,200	\$ 1,006,200	\$ 1,006,200	\$ 1,006,200	\$ 1,006,200	\$ 1,006,200
4	5	5	5	5	6	6	6	6
\$ 6,000	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000
0	5	0	0	0	0	0	0	0
\$ -	\$ 2,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

207	212	212	212	212	212	212	212
30	30	30	30	30	30	30	30
\$101,250				\$106,000			
\$ 60,000				\$ 60,000			

\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500
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212	212
\$ 10,600	\$ 10,600
\$ 100,000	\$ 100,000
\$ 110,600	\$ 110,600

742,000				742,000			
1,065,000				1,065,000			
-	50,000	-	-	-	-	-	-
2,070,000	2,120,000	2,120,000	2,120,000	2,120,000	2,120,000	2,120,000	2,120,000
405,000				424,000			
2,212,000				2,231,000			
31,270,000				31,320,000			

(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)
3,500,000	3,000,000	2,500,000	2,000,000	1,500,000	1,000,000	500,000	-
212,500				112,500			

1,079,425	1,335,200
265,309	244,167
814,116	1,091,033
(1,495,104)	(680,988)
(680,988)	410,046
	7,500
	6,250
	8,500
	91,650
	25,515
	139,415
	25,628
	165,043

	(500,000)	(500,000)			(500,000)	(500,000)	(500,000)
32,000,000	31,500,000	31,000,000	31,000,000	31,000,000	30,500,000	30,000,000	29,500,000
1,606,250				1,556,250			

	Year 8			
Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4
75	75	75	75	75
5	5	5	5	5
19	19	19	19	19
20	20	20	20	20
63	63	63	63	63
3	3	3	3	3
30	30	30	30	30

67	67	67	67	67
\$ 281,400	\$ 281,400	\$ 281,400	\$ 281,400	\$ 281,400
8	8	8	8	8
\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000
3	3	3	3	3
\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500
2	2	2	2	2
\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000
14	14	14	14	14
\$ 58,800	\$ 58,800	\$ 58,800	\$ 58,800	\$ 58,800
5	5	5	5	5
\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000
\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000
\$ 283,500	\$ 283,500	\$ 283,500	\$ 283,500	\$ 283,500
250	250	250	250	250
\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000
\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000
\$ 1,006,200	\$ 1,006,200	\$ 1,006,200	\$ 1,006,200	\$ 1,006,200
6	7	7	7	7
\$ 9,000	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500
0	0	0	0	0
\$ -	\$ -	\$ -	\$ -	\$ -

212	212	212	212	212
30	30	30	30	30
\$106,000				\$106,000
\$ 60,000				\$ 60,000
\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500

212  
\$ 10,600  
\$ 100,000  
\$ 110,600

742,000				742,000
1,065,000				1,065,000
-	-	-	-	-
2,120,000	2,120,000	2,120,000	2,120,000	2,120,000
424,000				424,000
2,231,000				2,231,000
31,320,000				31,320,000

-  
18,750

1,432,450				1,457,200
220,176				195,635
1,212,274				1,261,565

1,212,274				1,261,565
7,500				7,500
6,250				6,250
8,500				8,500
91,650				91,650
298,273				315,032
412,173				428,932
75,767				78,848
487,940				507,780

(500,000)	(500,000)	(500,000)	(500,000)	(500,000)
29,000,000	28,500,000	28,000,000	27,500,000	27,000,000
1,487,500				1,387,500



# Income Statement

## Sho-Me Technologies without BTOP Funding

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
<b>Revenues</b>								
Broadband Offerings								
Wholesale Data	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Retail Data	\$ 256,800	\$ 1,118,400	\$ 2,047,800	\$ 3,082,800	\$ 3,694,800	\$ 3,880,800	\$ 3,880,800	\$ 3,880,800
Dark Fiber	\$ -	\$ 79,200	\$ 129,600	\$ 144,000	\$ 144,000	\$ 144,000	\$ 144,000	\$ 144,000
Collocation	\$ -	\$ 6,000	\$ 12,000	\$ 18,000	\$ 24,000	\$ 30,000	\$ 36,000	\$ 42,000
Other (list specific services)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Network Driven Revenues								
Video Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Voice Services (local/toll/long distance)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other (list specific services)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Universal Service Fund	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Installation Revenues	\$ 18,000	\$ 18,500	\$ 28,500	\$ 24,000	\$ 14,500	\$ 2,500	\$ -	\$ -
Other Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total Revenues</b>	\$ 274,800	\$ 1,222,100	\$ 2,217,900	\$ 3,268,800	\$ 3,877,300	\$ 4,057,300	\$ 4,060,800	\$ 4,066,800
<b>Expenses</b>								
Backhaul	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Network Maintenance/Monitoring	\$ 58,500	\$ 90,000	\$ 115,000	\$ 143,250	\$ 161,250	\$ 166,000	\$ 166,000	\$ 166,000
Utilities	\$ 33,750	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000
Leasing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales/Marketing	\$ 51,350	\$ 103,000	\$ 105,500	\$ 108,325	\$ 110,125	\$ 110,600	\$ 110,600	\$ 110,600
Customer Care	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Billing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Corporate G&A	\$ 6,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000
Other Operating Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	\$ 149,600	\$ 295,000	\$ 322,500	\$ 353,575	\$ 373,375	\$ 378,600	\$ 378,600	\$ 378,600
<b>EBITDA</b>	\$ 125,200	\$ 927,100	\$ 1,895,400	\$ 2,915,225	\$ 3,503,925	\$ 3,678,700	\$ 3,682,200	\$ 3,688,200
Depreciation	\$ 767,000	\$ 1,927,000	\$ 2,027,000	\$ 2,140,000	\$ 2,212,000	\$ 2,231,000	\$ 2,231,000	\$ 2,231,000
Amortization	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Earnings Before Interest and Taxes</b>	\$ (641,800)	\$ (999,900)	\$ (131,600)	\$ 775,225	\$ 1,291,925	\$ 1,447,700	\$ 1,451,200	\$ 1,457,200
Interest Expense	\$ 862,500	\$ 1,625,000	\$ 1,700,000	\$ 1,656,250	\$ 1,606,250	\$ 1,556,250	\$ 1,487,500	\$ 1,387,500
<b>Income Before Taxes</b>	\$ (1,504,300)	\$ (2,624,900)	\$ (1,831,600)	\$ (881,025)	\$ (314,325)	\$ (108,550)	\$ (36,300)	\$ 69,700
Property Tax	\$ -	\$ 288,123	\$ 299,596	\$ 283,569	\$ 265,309	\$ 244,167	\$ 220,176	\$ 195,635
Income Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Net Income</b>	\$ (1,504,300)	\$ (2,913,023)	\$ (2,131,196)	\$ (1,164,594)	\$ (579,634)	\$ (352,717)	\$ (256,476)	\$ (125,935)

## Balance Sheet

## Sho-Me Technologies without BTOP Funding

	Forecast Period							
Assets	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Current Assets								
Cash	\$ 1,742,950	\$ 1,239,277	\$ 1,498,231	\$ 2,203,037	\$ 3,830,403	\$ 5,893,393	\$ 6,843,726	\$ 7,828,511
Marketable Securities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Accounts Receivable	\$ 84,750	\$ 180,150	\$ 318,750	\$ 427,350	\$ 488,100	\$ 503,100	\$ 503,100	\$ 503,100
Notes Receivable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Inventory	\$ 2,696,000	\$ 2,993,000	\$ 3,050,000	\$ 3,098,000	\$ 3,127,000	\$ 3,132,000	\$ 3,132,000	\$ 3,132,000
Prepayments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Assets	\$ 4,523,700	\$ 4,412,427	\$ 4,866,981	\$ 5,728,387	\$ 7,445,503	\$ 9,528,493	\$ 10,478,826	\$ 11,463,611
Non-Current Assets								
Long-Term Investments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amortizable Asset (Net of Amortization)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Plant in Service	\$ 26,960,000	\$ 29,930,000	\$ 30,500,000	\$ 30,980,000	\$ 31,270,000	\$ 31,320,000	\$ 31,320,000	\$ 31,320,000
Less: Accumulated Depreciation	\$ 767,000	\$ 2,694,000	\$ 4,721,000	\$ 6,861,000	\$ 9,073,000	\$ 11,304,000	\$ 13,535,000	\$ 15,766,000
Net Plant	\$ 26,193,000	\$ 27,236,000	\$ 25,779,000	\$ 24,119,000	\$ 22,197,000	\$ 20,016,000	\$ 17,785,000	\$ 15,554,000
Other	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Non-Current Assets	\$ 26,193,000	\$ 27,236,000	\$ 25,779,000	\$ 24,119,000	\$ 22,197,000	\$ 20,016,000	\$ 17,785,000	\$ 15,554,000
Total Assets	\$ 30,716,700	\$ 31,648,427	\$ 30,645,981	\$ 29,847,387	\$ 29,642,503	\$ 29,544,493	\$ 28,263,826	\$ 27,017,611
Liabilities and Owners' Equity								
Liabilities								
Current Liabilities								
Accounts Payable	\$ 2,696,000	\$ 297,000	\$ 57,000	\$ 48,000	\$ 29,000	\$ 5,000	\$ -	\$ -
Notes Payable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Liabilities	\$ 2,696,000	\$ 297,000	\$ 57,000	\$ 48,000	\$ 29,000	\$ 5,000	\$ -	\$ -
Long-Term Liabilities								
Long Term Notes Payable	\$ 29,000,000	\$ 34,000,000	\$ 34,000,000	\$ 33,000,000	\$ 32,000,000	\$ 31,000,000	\$ 29,000,000	\$ 27,000,000
Due to Parent	\$ 525,000	\$ 1,768,750	\$ 3,137,500	\$ 4,512,500	\$ 5,906,250	\$ 7,184,957	\$ 8,165,766	\$ 9,045,486
Other Long Term Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Long-Term Liabilities	\$ 29,525,000	\$ 35,768,750	\$ 37,137,500	\$ 37,512,500	\$ 37,906,250	\$ 38,184,957	\$ 37,165,766	\$ 36,045,486
Total Liabilities	\$ 32,221,000	\$ 36,065,750	\$ 37,194,500	\$ 37,560,500	\$ 37,935,250	\$ 38,189,957	\$ 37,165,766	\$ 36,045,486
Owner's Equity								
Capital Stock	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional Paid-In Capital								
Retained Earnings	\$ (1,504,300)	\$ (4,417,323)	\$ (6,548,519)	\$ (7,713,113)	\$ (8,292,747)	\$ (8,645,464)	\$ (8,901,940)	\$ (9,027,875)
Total Equity	\$ (1,504,300)	\$ (4,417,323)	\$ (6,548,519)	\$ (7,713,113)	\$ (8,292,747)	\$ (8,645,464)	\$ (8,901,940)	\$ (9,027,875)
Total Liabilities and Owner's Equity	\$ 30,716,700	\$ 31,648,427	\$ 30,645,981	\$ 29,847,387	\$ 29,642,503	\$ 29,544,493	\$ 28,263,826	\$ 27,017,611
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

# Statement of Cash Flows

Sho-Me Tech

	Year 1	Year 2	Year 3
<b>Beginning Cash</b>	<b>\$ -</b>	<b>\$ 1,742,950</b>	<b>\$ 1,239,277</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>			
Net Income	(1,504,300)	(2,913,023)	(2,131,196)
<i>Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities</i>			
Add: Depreciation	767,000	1,927,000	2,027,000
Add: Amortization	-	-	-
<i>Changes in Current Assets and Liabilities:</i>			
Marketable Securities	-	-	-
Accounts Receivable	(84,750)	(95,400)	(138,600)
Inventory	(2,696,000)	(297,000)	(57,000)
Prepayments	-	-	-
Other Current Assets	-	-	-
Accounts Payable	2,696,000	(2,399,000)	(240,000)
Other Current Liabilities	-	-	-
<b>Net Cash Provided (Used) by Operations</b>	<b>\$ (822,050)</b>	<b>\$ (3,777,423)</b>	<b>\$ (539,796)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>			
Capital Expenditures	(26,960,000)	(2,970,000)	(570,000)
Amortizable Asset (Net of Amortization)	-	-	-
Long-Term Investments	-	-	-
<b>Net Cash Used in Investing Activities</b>	<b>\$ (26,960,000)</b>	<b>\$ (2,970,000)</b>	<b>\$ (570,000)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>			
Notes Receivable	-	-	-
Net Advances on Notes Payable	525,000	1,243,750	1,368,750
Principal Payments	-	-	-
New Borrowing	29,000,000	5,000,000	-
Additional Paid-in Capital	-	-	-
Additions to Patronage Capital Credits	-	-	-
Payment of Dividends	-	-	-
<b>Net Cash Used in Financing Activities</b>	<b>\$ 29,525,000</b>	<b>\$ 6,243,750</b>	<b>\$ 1,368,750</b>
<b>Net Increase (Decrease) in Cash</b>	<b>\$ 1,742,950</b>	<b>\$ (503,673)</b>	<b>\$ 258,954</b>
<b>Ending Cash</b>	<b>\$ 1,742,950</b>	<b>\$ 1,239,277</b>	<b>\$ 1,498,231</b>

## Technologies without BTOP Funding

Forecast Period				
Year 4	Year 5	Year 6	Year 7	Year 8
<b>\$ 1,498,231</b>	<b>\$ 2,203,037</b>	<b>\$ 3,830,403</b>	<b>\$ 5,893,393</b>	<b>\$ 6,843,726</b>
(1,164,594)	(579,634)	(352,717)	(256,476)	(125,935)
2,140,000	2,212,000	2,231,000	2,231,000	2,231,000
-	-	-	-	-
-	-	-	-	-
(108,600)	(60,750)	(15,000)	-	-
(48,000)	(29,000)	(5,000)	-	-
-	-	-	-	-
-	-	-	-	-
(9,000)	(19,000)	(24,000)	(5,000)	-
-	-	-	-	-
<b>\$ 809,806</b>	<b>\$ 1,523,616</b>	<b>\$ 1,834,283</b>	<b>\$ 1,969,524</b>	<b>\$ 2,105,065</b>
(480,000)	(290,000)	(50,000)	-	-
-	-	-	-	-
-	-	-	-	-
<b>\$ (480,000)</b>	<b>\$ (290,000)</b>	<b>\$ (50,000)</b>	<b>\$ -</b>	<b>\$ -</b>
-	-	-	-	-
1,375,000	1,393,750	1,278,707	980,809	879,720
(1,000,000)	(1,000,000)	(1,000,000)	(2,000,000)	(2,000,000)
-	-	-	-	-
-	-	-	-	-
-	-	-	-	-
-	-	-	-	-
<b>\$ 375,000</b>	<b>\$ 393,750</b>	<b>\$ 278,707</b>	<b>\$ (1,019,191)</b>	<b>\$ (1,120,280)</b>
<b>\$ 704,806</b>	<b>\$ 1,627,366</b>	<b>\$ 2,062,990</b>	<b>\$ 950,333</b>	<b>\$ 984,785</b>
<b>\$ 2,203,037</b>	<b>\$ 3,830,403</b>	<b>\$ 5,893,393</b>	<b>\$ 6,843,726</b>	<b>\$ 7,828,511</b>



## 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 up service area. Please provide full 11-digit Census tract numbers, includes the 2-digit State FIP the 3-digit county code, followed by a unique 6-digit tract number. For Census block groups 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 the for that service area. It is critical that the service area names provided in this table match with service area names provided in the Service Area Details page of the application. Please review 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: **MoBroadbandNow "Sho-Me MO" Middle Mile Project**  
Easy Grants ID: **4521**

Service Area Name	Tract or Block Group #
Sho-Me MO Benton	29015009601
Sho-Me MO Benton	29015009602
Sho-Me MO Benton	29015009603
Sho-Me MO Benton	29015009607
Sho-Me MO Benton	29015009608
Sho-Me MO Camden	29029009502
Sho-Me MO Camden	29029009504
Sho-Me MO Camden	29029009505
Sho-Me MO Camden	29029009506
Sho-Me MO Camden	29029009508
Sho-Me MO Camden	29029009509
Sho-Me MO Christian	29043020202
Sho-Me MO Christian	29043020203
Sho-Me MO Christian	29043020204
Sho-Me MO Christian	29043020205
Sho-Me MO Christian	29043020301
Sho-Me MO Christian	29043020302
Sho-Me MO Christian	29043000204
Sho-Me MO Christian	29043000205
Sho-Me MO Cole	29051000206
Sho-Me MO Cole	29051000108
Sho-Me MO Cole	29051000107
Sho-Me MO Cole	29051000106
Sho-Me MO Cole	29051000105
Sho-Me MO Cole	29051000104
Sho-Me MO Cole	29051000204
Sho-Me MO Cole	29051020198
Sho-Me MO Cooper	29053009505
Sho-Me MO Crawford	29055009501
Sho-Me MO Crawford	29055009503
Sho-Me MO Dallas	29059009802
Sho-Me MO Dallas	29059009803
Sho-Me MO Douglas	29067009502
Sho-Me MO Douglas	29067009505
Sho-Me MO Franklin	29071800201
Sho-Me MO Franklin	29071800202
Sho-Me MO Franklin	29071008003
Sho-Me MO Franklin	29071800401
Sho-Me MO Franklin	29071800402
Sho-Me MO Franklin	29071008005
Sho-Me MO Franklin	29071800601
Sho-Me MO Franklin	29071800602
Sho-Me MO Gasconade	29073009601
Sho-Me MO Gasconade	29073009602
Sho-Me MO Gasconade	29073009603
Sho-Me MO Gasconade	29073009604
Sho-Me MO Gasconade	29073009605
Sho-Me MO Greene	29077000051
Sho-Me MO Greene	29077005002
Sho-Me MO Greene	29077005001
Sho-Me MO Greene	29077000049
Sho-Me MO Greene	29077004302
Sho-Me MO Greene	29077004801
Sho-Me MO Greene	29077004803
Sho-Me MO Greene	29077004802

## Broadband Subscriber Estimates

Name of Service Offering	Customer Type	Year 0	Cumulative/ Net Add	Year 1				Year 2				Year 3				Year 4	
				Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2
Educational	Community Anchor Inst.	24	Cumulative	0	0	12	24	28	32	36	40	46	52	58	64	70	75
			Net Add			12	12	4	4	4	4	6	6	6	6	6	5
Health-Care	Community Anchor Inst.	1	Cumulative	0	0	1	1	2	2	2	2	3	3	3	3	5	5
			Net Add			1	1	1	1	1	1	1	1	1	1	2	2
Governmental	Community Anchor Inst.	11	Cumulative	0	0	5	11	12	12	13	13	14	15	16	17	18	19
			Net Add			5	6	1	1	1	1	1	1	1	1	1	1
Banking	Business		Cumulative					1	1	3	3	5	5	8	8	11	11
			Net Add					1	1	2	2	2	2	3	3	3	3
Cellular Tower Backhaul	Business		Cumulative					3	6	9	12	16	20	24	28	33	38
			Net Add					3	3	3	3	4	4	4	4	5	5
Cable Television	Business		Cumulative					1	1	1	1	2	2	2	3	3	3
			Net Add					1	1	1	1	1	1	1	1	1	1
General Business	Business		Cumulative					1	1	3	3	6	6	10	10	15	15
			Net Add					1	1	2	2	3	3	4	4	5	5
Cumulative Totals (excluding Indirect)	Residential/Individual		Total														
	Business		Total					6	9	16	19	29	33	44	49	62	67
	Community Anchor Inst.	36	Total	0	0	18	36	42	46	51	55	63	70	77	84	93	99
	Third Party Service Provider		Total														
Cumulative Totals (including Indirect)	Residential/Individual		Total														
	Business		Total					6	9	16	19	29	33	44	49	62	67
	Community Anchor Inst.		Total	0	0	18	36	42	46	51	55	63	70	77	84	93	99
			Total														

### Table of Customer Types

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

### Explanation of Methodology:

Some schools have previously been connected because of distance learning consortiums. Most of those consortiums are no longer operational, however the fiber connection can be re-utilized for a broadband connection. As bandwidth needs increase, and the school's contract for T-1 service expires, greater bandwidth speeds will be opted for at the same price or less than the price being paid for standard TDM service.

The amount of time needed for last mile build-out and the expiration of any existing copper-based contract contribute to the gradual growth over a 3 to 4 year period for all customer offerings.



Name of Service Offering	Customer Type	Year 4		Year 5				Year 6				Year 7				Year 8		
		Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3
Educational	Community Anchor Inst.	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75
Health-Care	Community Anchor Inst.	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
Governmental	Community Anchor Inst.	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19
Banking	Business	11	11	15	15	15	15	20	20	20	20	20	20	20	20	20	20	20
Cellular Tower Backhaul	Business	43	48	55	63	63	63	63	63	63	63	63	63	63	63	63	63	63
		5	5	7	8													
Cable Television	Business	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
General Business	Business	20	20	25	25	30	30	30	30	30	30	30	30	30	30	30	30	30
		5		5		5												
Cumulative Totals (excluding Indirect)	Residential/Individual																	
	Business	77	82	98	106	111	111	116	116	116	116	116	116	116	116	116	116	116
	Community Anchor Inst.	99	99	99	99	99	99	99	99	99	99	99	99	99	99	99	99	99
	Third Party Service Provider																	
Cumulative Totals (including Indirect)	Residential/Individual																	
	Business	77	82	98	106	111	111	116	116	116	116	116	116	116	116	116	116	116
	Community Anchor Inst.	99	99	99	99	99	99	99	99	99	99	99	99	99	99	99	99	99

**Table of Customer Types**

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

Name of Service Offering	Customer Type	Qtr 4
Educational	Community Anchor Inst.	75
Health-Care	Community Anchor Inst.	5
Governmental	Community Anchor Inst.	19
Banking	Business	20
Cellular Tower Backhaul	Business	63
Cable Television	Business	3
General Business	Business	30
Cumulative Totals (excluding Indirect)	Residential/Individual	
	Business	116
	Community Anchor Inst.	99
	Third Party Service Provider	
Cumulative Totals (including Indirect)	Residential/Individual	
	Business	116
	Community Anchor Inst.	99

**Table of Customer Types**

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

## **BTOP Comprehensive Community Infrastructure Community Anchor Institution and Network Points of Interest Detail Template**

Please complete the Anchor Institution Details worksheet by providing information on all Community Anchor Institutions that will be directly connected by the proposed network as necessary. All Community Anchor Institutions should be given a type from the specification. A Community Anchor Institution is considered a minority-serving institution if it is a post-secondary educational institution with enrollment of minority students exceeding 50% of its total enrollment. The "Project Role" column only requires a word or two, or a short phrase, not a detailed explanation of the role of project partners and community anchor institution provided in the essay portions of the application.

Please complete the Points of Interest worksheet by providing information on all points of interest. Points of interest include, but are not limited to, interconnection (passive, non-environmentally controlled points of interconnection, e.g., fiber optic points, may be excluded), collocation facilities, central offices, head ends, and other central facilities, network access points to last mile service providers, Internet peering points, etc. For each point of interest you may provide either a street address or geocoordinates (latitude/longitude). You must provide detail on what the point of interest is, whether it is already existing or will be created by the proposed project. Where more than one facility type applies, select the most appropriate facility type. For example, if a central office houses a point of interconnection, select central office as the facility type, or if a cell site is located on a tower, select tower as the facility type. The "Interconnection Available at the Facility" field should be Yes if interconnection to the proposed network is available at that location, otherwise No. The brief description field is optional and can be used to convey a better understanding of what the facility is. You may use the space at the bottom of the table to provide additional notes, if desired.

**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 or other format for upload. Additionally, applicants should not modify the format of this file.**

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### BTOP CCI Community Anchor Institutions Detail Template

Title: **MoBroadbandNow "Sho-Me MO" Middle Mile Project**  
 Easy Grants ID: **4521**

Facility Name	Organization	Address Line 1	City	State	Zip	Facility Type	Minority Serving Institution Type	Project Role
Linn State Technical College		1 Technology Dr	Linn	MO	65051	Community College	N/A	Substantial upgrade
State Fair Community College		3201 W 16th St	Sedalia	MO	65301	Community College	N/A	Substantial upgrade
Ozark Technical Community College		1001 E Brower	Springfield	MO	65802	Community College	N/A	Substantial upgrade
Oregon County Courthouse		Court Square Courthouse	Alton	MO	65606	Other Government Facility	N/A	Substantial upgrade
Camden County Courthouse		#1 Court Circle	Camdenton	MO	65020	Other Government Facility	N/A	Substantial upgrade
Shannon County Courthouse		113 Main	Eminence	MO	65466	Other Government Facility	N/A	Substantial upgrade
Gasconade County Courthouse		119 East 1st Street	Hermann	MO	65041	Other Government Facility	N/A	Substantial upgrade
Hickory County Courthouse		Spring and Polk	Hermitage	MO	65668	Other Government Facility	N/A	Substantial upgrade
Texas County Courthouse		210 N. Grand	Houston	MO	65483	Other Government Facility	N/A	Substantial upgrade
Osage County Courthouse		106 East Main Street	Linn	MO	65051	Other Government Facility	N/A	Substantial upgrade
Miller County Courthouse		2001 Highway 52	Tuscumbia	MO	65082	Other Government Facility	N/A	Substantial upgrade
Maries County Courthouse		211 4th Street	Vienna	MO	65582	Other Government Facility	N/A	Substantial upgrade
Polk County Courthouse		102 East Broadway	Bolivar	MO	65613	Other Government Facility	N/A	Substantial upgrade
Cooper County Courthouse		200 Main Room 26	Boonville	MO	65233	Other Government Facility	N/A	Substantial upgrade
Dallas County Courthouse		108 South Maple	Buffalo	MO	65622	Other Government Facility	N/A	Substantial upgrade
Stone County Courthouse		110-F South Maple	Galena	MO	65656	Other Government Facility	N/A	Substantial upgrade
Wright County Courthouse		Courthouse Square	Hartville	MO	65667	Other Government Facility	N/A	Substantial upgrade
Phelps County Courthouse		200 N. Main	Rolla	MO	65401	Other Government Facility	N/A	Substantial upgrade
Crawford County Courthouse		302 East Main Street	Steelville	MO	65565	Other Government Facility	N/A	Substantial upgrade
Benton County Courthouse		316 Van Buren	Warsaw	MO	65355	Other Government Facility	N/A	Substantial upgrade
Howell County Courthouse		#6 Court Square	West Plains	MO	65775	Other Government Facility	N/A	Substantial upgrade
Southwest Baptist University		1600 University Avenue	Bolivar	MO	65613	Other Institution of Higher Education	N/A	Substantial upgrade
College of Ozarks		1 Opportunity Ave	Point Lookout	MO	65726	Other Institution of Higher Education	N/A	Substantial upgrade
Missouri University of Science & technology		Parker Hall- Room G9	Rolla	MO	65401	Other Institution of Higher Education	N/A	Substantial upgrade
Southwest Baptist University-salem		501 North Grand	Salem	MO	65560	Other Institution of Higher Education	N/A	Substantial upgrade
MSU-West Plains		128 Garfield	West Plains	MO	65775	Other Institution of Higher Education	N/A	Substantial upgrade
Oregon County		Court Square	Alton	MO	65606	Library	N/A	Substantial upgrade
Wood Place Library		501 S Oak Street	California	MO	65018	Library	N/A	Substantial upgrade
Camden County Library		89 Rodeo Road	Camdenton	MO	65020	Library	N/A	Substantial upgrade

Facility Name	Organization	Address Line 1	City	State	Zip	Facility Type	Minority Serving Institution Type	Project Role
Gerald Area Library		357 S. Main	Gerald	MO	63037	Library	N/A	Substantial upgrade
Scenic Regional Library		113 East Fourth	Hermann	MO	65041	Library	N/A	Substantial upgrade
Missouri river Regional Librarv		1014 D East Main St	Linn	MO	65051	Library	N/A	Substantial upgrade
Camden County Library		90 St Road N	Macks Creek	MO	65786	Library	N/A	Substantial upgrade
Scenic Regional Library		901 Maupin	New Haven	MO	63068	Library	N/A	Substantial upgrade
Camden County Library		1064 Gutridge Ln	Osage Beach	MO	65065	Library	N/A	Substantial upgrade
Springfield-Greene County		2535 N Kansas Exp	Springfield	MO	65807	Library	N/A	Substantial upgrade
Camden County Library		36 East State Rd H	Stoutland	MO	65567	Library	N/A	Substantial upgrade
Texas County Library		139 Rogers	Summersville	MO	65571	Library	N/A	Substantial upgrade
Oregon County		121 N 2nd St	Thayer	MO	65791	Library	N/A	Substantial upgrade
Heartland Regional Library System		315 Third St	Vienna	MO	65582	Library	N/A	Substantial upgrade
Boonslick Regional Library		102 East jackson street	Warsaw	MO	65355	Library	N/A	Substantial upgrade
Winona Public Library		106 N. Ash Street	Winona	MO	65588	Library	N/A	Substantial upgrade
Texas County Library		418 Walnut	Cabool	MO	65689	Library	N/A	Substantial upgrade
Heartland Regional Library		308 E First	Eldon	MO	65026	Library	N/A	Substantial upgrade
Springfield-Greene County		71 S Orchard	Fair Grove	MO	65648	Library	N/A	Substantial upgrade
Wright County Library		125 Court Square	Hartville	MO	65667	Library	N/A	Substantial upgrade
Texas County Library		112 W Walnut	Houston	MO	65483	Library	N/A	Substantial upgrade
Missouri river Regional Library		214 Adams St	Jefferson City	MO	65101	Library	N/A	Substantial upgrade
Oregon County		302Luyster	Koshkonong	MO	65692	Library	N/A	Substantial upgrade
Laclede		135 Harwood	Lebanon	MO	65536	Library	N/A	Substantial upgrade
Texas County Library		126 S Main	Licking	MO	65542	Library	N/A	Substantial upgrade
Wright County Library		120 Bus 60	Mansfield	MO	65704	Library	N/A	Substantial upgrade
Webster County Library		PO Box 89	Marshfield	MO	65706	Library	N/A	Substantial upgrade
Wright County Library		206 Green St	Mtn Grove	MO	65711	Library	N/A	Substantial upgrade
Wright County Library		248 S Eagle St	Norwood	MO	65717	Library	N/A	Substantial upgrade
Scenic Regional Library		107 N First	Ownsville	MO	65066	Library	N/A	Substantial upgrade
Christain County		1005 North 4th Avenue	Ozark	MO	65721	Library	N/A	Substantial upgrade
Boonslick Regional Library		219 West 3rd Street	sedalia	MO	65301	Library	N/A	Substantial upgrade
Scenic Regional Library		308 Hawthorne Dr	Union	MO	63084	Library	N/A	Substantial upgrade
Washington Public Library		415 Jefferson Street	Washington	MO	63090	Library	N/A	Substantial upgrade
West Plains Public Library		750 W. Broadway	West Plains	MO	65775	Library	N/A	Substantial upgrade
Willow Springs Public Library		214 N. Harris Street	Willow Springs	MO	65793	Library	N/A	Substantial upgrade
Texas County Memorial Hospital		1333 S Sam Houston Blvd	Houston	MO	65483	Medical or Healthcare Provider	N/A	Substantial upgrade
St. John's Regional Medical Center		727 Mc Clelland	Joplin	MO	64804	Medical or Healthcare Provider	N/A	Substantial upgrade
LAKE REGIONAL HEALTH SYSTEMS		54 Hospital Dr	Osage Beach	MO	65065	Medical or Healthcare Provider	N/A	Substantial upgrade
Salem Memorial District Hospital		35629 Hwy 72	Salem	MO	65560	Medical or Healthcare Provider	N/A	Substantial upgrade
AIR EVAC LIFETEAM		306 Davis	West Plains	MO	65775	Medical or Healthcare Provider	N/A	Substantial upgrade
Missouri Eastern Correctional Center		Fence Line Road	Jefferson City	MO	65101	Public Safety Entity	N/A	Substantial upgrade
Algoa Correctional Facility		Fence Line Road	Jefferson City	MO	65101	Public Safety Entity	N/A	Substantial upgrade
Bakersfield R-IV		1201 O Hwy	Bakersfield	MO	65609	School (k-12)	N/A	Substantial upgrade
Bolivar R-I		524 W Madison	Bolivar	MO	65613	School (k-12)	N/A	Substantial upgrade
Dallas Co. R-I		309 W Commercial	Buffalo	MO	65622	School (k-12)	N/A	Substantial upgrade

Facility Name	Organization	Address Line 1	City	State	Zip	Facility Type	Minority Serving Institution Type	Project Role
Cabool R-IV		1025 Rogers St	Cabool	MO	65689	School (k-12)	N/A	Substantial upgrade
Camdenton R-III		119 Service Rd	Camdenton	MO	65020	School (k-12)	N/A	Substantial upgrade
Hermitage R-IV		302 E Polk	Hermitage	MO	65668	School (k-12)	N/A	Substantial upgrade
Houston R-I		423 W Pine	Houston	MO	65483	School (k-12)	N/A	Substantial upgrade
Humansville R-IV		300 N Oak St	Humansville	MO	65674	School (k-12)	N/A	Substantial upgrade
Licking R-VIII		125 College Ave	Licking	MO	65542	School (k-12)	N/A	Substantial upgrade
Lincoln R-II		101 W Lamine St	Lincoln	MO	65338	School (k-12)	N/A	Substantial upgrade
Osage Co. R-II		1212 E Main St	Linn	MO	65051	School (k-12)	N/A	Substantial upgrade
Marshfield R-I		170 State Hwy DD	Marshfield	MO	65706	School (k-12)	N/A	Substantial upgrade
New Haven		100 Park Dr	New Haven	MO	63068	School (k-12)	N/A	Substantial upgrade
Sedalia 200		2806 Matthew Dr	Sedalia	MO	65301	School (k-12)	N/A	Substantial upgrade
Seymour R-II		416 E Clinton Ave	Seymour	MO	65746	School (k-12)	N/A	Substantial upgrade
Stoutland R-II		7584 State Rd T	Stoutland	MO	65567	School (k-12)	N/A	Substantial upgrade
Thayer R-II		401 E Walnut St	Thayer	MO	65791	School (k-12)	N/A	Substantial upgrade
Miller Co. R-III		526 School Rd	Tuscumbia	MO	65082	School (k-12)	N/A	Substantial upgrade
Maries Co. R-I		Maries Co. R-I	Vienna	MO	65582	School (k-12)	N/A	Substantial upgrade
Warsaw R-IX		20363 Lane Of Champions	Warsaw	MO	65355	School (k-12)	N/A	Substantial upgrade
Wheatland R-II		291 S Hwy 83	Wheatland	MO	65779	School (k-12)	N/A	Substantial upgrade
Chadwick R-I		7090 State Hwy 125 S	Chadwick	MO	65629	School (k-12)	N/A	Substantial upgrade
Laclede Co. R-I		726 W Jefferson	Conway	MO	65632	School (k-12)	N/A	Substantial upgrade
Phelps Co. R-III		17790 State Rte M	Edgar Springs	MO	65462	School (k-12)	N/A	Substantial upgrade
Eldon R-I		112 S Pine St	Eldon	MO	65026	School (k-12)	N/A	Substantial upgrade
Halfway R-III		2150 Hwy 32	Halfway	MO	65663	School (k-12)	N/A	Substantial upgrade
Gasconade Co. R-I		164 Blue Pride Dr	Hermann	MO	65041	School (k-12)	N/A	Substantial upgrade
Niangua R-V		301 Rumsey St	Niangua	MO	65713	School (k-12)	N/A	Substantial upgrade
Gasconade Co. R-II		402 E Lincoln	Owensville	MO	65066	School (k-12)	N/A	Substantial upgrade
Union R-XI		Union R-XI	Union	MO	63084	School (k-12)	N/A	Substantial upgrade
Hickory Co. R-I		Rte 1 Box 838	Urbana	MO	65767	School (k-12)	N/A	Substantial upgrade
Washington		220 Locust St	Washington	MO	63090	School (k-12)	N/A	Substantial upgrade

### BTOP CCI Network Points of Interest Detail Template

Title: **MoBroadbandNow "Sho-Me MO" Middle Mile Project**  
 Easy Grants ID: **4521**

Facility Type	Address Line 1	City	State	Zip	Longitude	Latitude	Interconnection Available at this Location	Status in Proposed Network
Central Office	18574 E Hwy 38	Marshfield	MO	65706	-92.881825	37.331095	Yes	Existing - Applicant/Partner Owned
Central Office	490 State Hwy C	Seymour	MO	65746	-92.751888	37.154932	Yes	Existing - Applicant/Partner Owned
Collocation Facility	296 Buena Vista Road	Branson	MO	65616	-93.255945	36.683574	Yes	Existing - Applicant/Partner Owned
Collocation Facility	1400 E 10th	Rolla	MO	65401	-91.74882	37.951029	Yes	Existing - Applicant/Partner Owned
Collocation Facility	4100 South Fairview	Springfield	MO	65807	-93.2976	37.1403	Yes	New for Proposed Network
Collocation Facility	Schott and Bess Road	Jefferson City	MO	65102	-92.1328	38.5438	Yes	New for Proposed Network
Last Mile Network Access Point	County road 401	Alton	MO	65606	-91.397217	36.708926	Yes	New for Proposed Network
Last Mile Network Access Point	1023 S. Springfield St	Bolivar	MO	65613	-93.4072	37.6061	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	2449 St. Hwy. 76,	Branson	MO	65615	-93.1831	36.639	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	119 South Maple	Buffalo	MO	65622	-93.1056	37.6303	Yes	New for Proposed Network
Last Mile Network Access Point	1564 Frisbee Road,	Cabool	MO	65689	-92.0961	37.0987	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	690 Ha Ha Tonka Rd,	Camdenton	MO	65020	-92.7517	37.9956	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	County Road 804	Gainesville	MO	65655	-92.44135	36.60987	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	Hwy 19 & H	Hermann	MO	65041	-91.4408	38.6939	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	16944 Ridge Road	Houston	MO	65483	-91.930277	37.30327	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	12028 Highway 63	Licking	MO	65542	-91.85745	37.492393	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	1324 E main	Linn	MO	65051	-91.8339	38.4706	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	2585 Hwy 5	Mansfield	MO	65704	-92.5712	37.141812	Yes	New for Proposed Network
Last Mile Network Access Point	305 W Mt Vernon	Nixa	MO	65714	-93.2926	37.072	Yes	New for Proposed Network
Last Mile Network Access Point	N. Hwy 65	Preston	MO	65732	-93.2083	37.9478	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	20346 State Hwy 413	Reed Springs	MO	65737	-93.3814	36.7244	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	28250 Quisenberry Rd. Prairie,	Sedalia	MO	65301	-93.3128	38.66861	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	6724 State Rd T	Stoutland	MO	65567	-91.5528	37.821	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	29868 Highway 5	Tipton	MO	65081	-92.8125	38.635912	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	20518 Seales Rd	Versailles	MO	65084	-92.4825	38.2313	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	406 Independence Lane	Vienna	MO	65582	-91.946318	38.176525	Yes	Existing - Applicant/Partner Owned



Facility Type	Address Line 1	City	State	Zip	Longitude	Latitude	Interconnection Available at this Location	Status in Proposed Network
Last Mile Network Access Point	5602 White Oaks Trails	Washington	MO	63090	-91.007087	38.524187	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	1880 E State Route K	West Plains	MO	65775	-91.88182	36.72455	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	2760 Rail Road Dr,	Willow Springs	MO	65793	-92.033715	36.881275	Yes	Existing - Applicant/Partner Owned
Last Mile Network Access Point	Lindsey & Lowe Streets	Winona	MO	65588	-91.339501	37.001359	Yes	New for Proposed Network

**CERTIFICATIONS REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION-LOWER TIER COVERED TRANSACTIONS AND LOBBYING**

Applicants should refer to the regulations cited below to determine the certification to which they are required to attest. Applicants should also review the instructions for certification included in the regulations before completing this form. Signature on this form provides for compliance with certification requirements under 15 CFR Part 26, "Governmentwide Debarment and Suspension (Nonprocurement)" and 15 CFR Part 28, "New Restrictions on Lobbying."

**1. DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION-LOWER TIER COVERED TRANSACTIONS**

As required by Executive Order 12549, Debarment and Suspension, and implemented at 15 CFR Part 26, Section 26.510, Participants responsibilities, for prospective participants in lower tier covered transactions (except subcontracts for goods or services under the \$25,000 small purchase threshold unless the subtier recipient will have a critical influence on or substantive control over the award), as defined at 15 CFR Part 26, Sections 26.105 and 26.110 -

(1) The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.

(2) Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.

**2. LOBBYING**

As required by Section 1352, Title 31 of the U.S. Code, and implemented at 15 CFR Part 28, for persons entering into a grant, cooperative agreement or contract over \$100,000 or a loan or loan guarantee over \$150,000 as defined at 15 CFR Part 28, Sections 28.105 and 28.110, the applicant certifies that to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, 'Disclosure Form to Report Lobbying,' in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

**Statement for loan Guarantees and Loan Insurance**

The undersigned states, to the best of his or her knowledge and belief, that:

If any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, 'Disclosure Form to Report Lobbying,' in accordance with its instructions.

Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

**As the duly authorized representative of the applicant, I hereby certify that the applicant will comply with the above applicable certification(s).**

NAME OF APPLICANT

Sho-Me Technologies, LLC

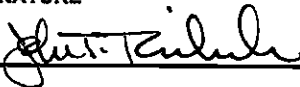
AWARD NUMBER AND/OR PROJECT NAME

Broadband Technology Opportunities Program

PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE

John T. Richards, Chief Financial Officer

SIGNATURE



DATE

6/10/2010

Applicants should also review the instructions for certification included in the regulations before completing this form. Signature on this form provides for compliance with certification requirements under 15 CFR Part 28, 'New Restrictions on Lobbying.' The certifications shall be treated as a material representation of fact upon which reliance will be placed when the Department of Commerce determines to award the covered transaction, grant, or cooperative agreement.

**LOBBYING**

As required by Section 1352, Title 31 of the U.S. Code, and implemented at 15 CFR Part 28, for persons entering into a grant, cooperative agreement or contract over \$100,000 or a loan or loan guarantee over \$150,000 as defined at 15 CFR Part 28, Sections 28.105 and 28.110, the applicant certifies that to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, 'Disclosure Form to Report Lobbying,' in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

**Statement for Loan Guarantees and Loan Insurance**

The undersigned states, to the best of his or her knowledge and belief, that:

In any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, 'Disclosure Form to Report Lobbying,' in accordance with its instructions.

Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

As the duly authorized representative of the applicant, I hereby certify that the applicant will comply with the above applicable certification.

**\* NAME OF APPLICANT**

Sho-Me Technologies, LLC

**\* AWARD NUMBER**

**\* PROJECT NAME**

Broadband Technology Opportunities Program

Prefix:

\* First Name:

Middle Name:

John

T.

\* Last Name:

Suffix:

Richards

\* Title: Chief Financial Officer

\* SIGNATURE:

\* DATE: 06/10/2010

Completed by Grants.gov upon submission.

Completed by Grants.gov upon submission.

# DISCLOSURE OF LOBBYING ACTIVITIES

Complete this form to disclose lobbying activities pursuant to 31 U.S.C. 1352  
(See reverse for public burden disclosure.)

Approved by OMB  
0348-0046

<b>1. Type of Federal Action:</b> <input type="checkbox"/> a. contract <input checked="" type="checkbox"/> b. grant c. cooperative agreement d. loan e. loan guarantee f. loan insurance		<b>2. Status of Federal Action:</b> <input type="checkbox"/> a. bid/offer/application <input type="checkbox"/> b. initial award <input type="checkbox"/> c. post-award		<b>3. Report Type:</b> <input type="checkbox"/> a. initial filing <input type="checkbox"/> b. material change <b>For Material Change Only:</b> year _____ quarter _____ date of last report _____	
<b>4. Name and Address of Reporting Entity:</b> <input checked="" type="checkbox"/> Prime <input type="checkbox"/> Subawardee Tier _____, if known:  Sho-Me Technologies, L.L.C. 301 West Jackson P.O. Box D Marshfield, MO 65706 Congressional District, if known: 4c			<b>5. If Reporting Entity in No. 4 is a Subawardee, Enter Name and Address of Prime:</b>   Congressional District, if known:		
<b>6. Federal Department/Agency:</b> National Telecommunications & Information Adm.			<b>7. Federal Program Name/Description:</b> Broadband Technology Opportunities Program  CFDA Number, if applicable:		
<b>8. Federal Action Number, if known:</b> Easygrants ID 4521			<b>9. Award Amount, if known:</b> \$		
<b>10. a. Name and Address of Lobbying Registrant</b> (if individual, last name, first name, MI):			<b>b. Individuals Performing Services</b> (including address if different from No. 10a) (last name, first name, MI):		
<b>11.</b> Information requested through this form is authorized by title 31 U.S.C. section 1352. This disclosure of lobbying activities is a material representation of fact upon which reliance was placed by the tier above when this transaction was made or entered into. This disclosure is required pursuant to 31 U.S.C. 1352. This information will be available for public inspection. Any person who fails to file the required disclosure shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.			Signature: <u>John T. Richards</u> Print Name: John T. Richards Title: Chief Financial Officer Telephone No.: (417) 859-2615      Date: 06/10/2010		
<b>Federal Use Only:</b>			Authorized for Local Reproduction Standard Form LLL (Rev. 7-97)		

## **BTOP Comprehensive Community Infrastructure Detailed Budget**

Please complete the General Budget Overview and Detailed Project Costs worksheets.

**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 should not alter the layout of the provided templates, except to insert additional line-items as needed in the Detailed Project Costs worksheet.

## General Budget Overview

Budget	Federal Funding Request	Matching Funds (Cash)	Matching Funds (In-Kind)	Budget TOTAL	Last Mile Allocation	Middle Mile Allocation	Allocated TOTAL
Network & Access Equipment (switching, routing, transport, access)	\$8,200,000	\$2,210,020		\$10,410,020		\$10,410,020.00	\$10,410,020
Outside Plant (cables, conduits, ducts, poles, towers, repeaters, etc.)	\$17,200,000		\$8,800,000	\$26,000,000		\$26,000,000.00	\$26,000,000
Buildings and Land – (new construction, improvements, renovations, lease)	\$1,200,000	\$150,000		\$1,350,000		\$1,350,000.00	\$1,350,000
Customer Premise Equipment (modems, set-top boxes, inside wiring, etc.)				\$0			\$0
Billing and Operational Support Systems (IT systems, software, etc.)		\$99,980		\$99,980		\$99,980.00	\$99,980
Operating Equipment (vehicles, office equipment, other)				\$0			\$0
Engineering/Professional Services (engineering design, project management, consulting, etc.)				\$0			\$0
Testing (network elements, IT system elements, user devices, test generators, lab furnishings, servers/computers, etc.)		\$140,000		\$140,000		\$140,000.00	\$140,000
Site Preparation				\$0			\$0
Other				\$0			\$0
<b>TOTAL BROADBAND SYSTEM:</b>	<b>\$26,600,000</b>	<b>\$2,600,000</b>	<b>\$8,800,000</b>	<b>\$38,000,000</b>	<b>\$0</b>	<b>\$38,000,000</b>	<b>\$38,000,000</b>
<b>Cost Share Percentage:</b>	<b>70.00%</b>	<b>6.84%</b>	<b>23.16%</b>				

DETAIL OF PROJECT COSTS

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

SERVICE AREA or COMMON NETWORK FACILITES:		Match (Cash/In-kind)	Unit Cost	No. of Units	Total Cost	Last Mile Allocation	Middle Mile Allocation	Allocated Total	SF-424C Budget Category	Support of Reasonableness
NETWORK & ACCESS EQUIPMENT					\$10,410,020	\$0	\$10,410,020	\$10,410,020		
Switching	Telco Systems T5C for CCIs	Cash Match	\$5,000.00	130	\$650,000		\$650,000	\$650,000	10. Equipment	Quote from Telco Systems, August, 2009
	Vendor Labor		\$2,000.00	130	\$260,000		\$260,000	\$260,000	10. Equipment	Typical cost for Sho-Me
					\$0			\$0		
Routing					\$0			\$0		
					\$0			\$0		
					\$0			\$0		
Transport	ADVA FSP3000R7	Cash Match	\$116,590.00	16	\$1,865,440		\$1,865,440	\$1,865,440	10. Equipment	Quote from ADVA, August, 2009
	Vendor Labor	Cash Match	\$2,000.00	16	\$32,000		\$32,000	\$32,000	10. Equipment	Typical cost for Sho-Me
	ADVA FSP3000R7		\$116,590.00	61	\$7,111,990		\$7,111,990	\$7,111,990	10. Equipment	Quote from ADVA, August, 2009
	Vendor Labor		\$2,000.00	61	\$122,000		\$122,000	\$122,000	10. Equipment	Typical cost for Sho-Me
	ADVA FSP3000R7 (partial unit)	Cash Match	\$61,580.00	1	\$61,580		\$61,580	\$61,580	10. Equipment	Quote from ADVA, August, 2009
	Vendor Labor	Cash Match	\$1,000.00	1	\$1,000		\$1,000	\$1,000	10. Equipment	Typical cost for Sho-Me
	ADVA FSP3000R7 (partial unit)		\$55,010.00	1	\$55,010		\$55,010	\$55,010	10. Equipment	Quote from ADVA, August, 2009
	Vendor Labor		\$1,000.00	1	\$1,000		\$1,000	\$1,000	10. Equipment	Typical cost for Sho-Me
Access					\$0			\$0		
					\$0			\$0		
					\$0			\$0		
Other	Digital Cross Connect	Cash Match	\$243,000.00	1	\$243,000		\$243,000	\$243,000	10. Equipment	Purchase, Alcatel Lucent, Mar 2009
	Vendor Labor	Cash Match	\$7,000.00	1	\$7,000		\$7,000	\$7,000	10. Equipment	Typical cost for Sho-Me
					\$0			\$0		
OUTSIDE PLANT					\$26,000,000	\$0	\$26,000,000	\$26,000,000		
Cables	Aerial ADSS 60 Strand		\$4,276.80	190	\$812,592		\$812,592	\$812,592	9. Construction	Quote from Graybar, November, 2009
	Aerial OPGW 36 Strand		\$7,920.00	20	\$158,400		\$158,400	\$158,400	9. Construction	Typical cost from Sho-Me stock
	Buried 72 Strand		\$2,745.60	290	\$796,224		\$796,224	\$796,224	9. Construction	Quote from Graybar, November, 2009
Conduits	Duct		\$1,584.00	290	\$459,360		\$459,360	\$459,360	9. Construction	Quote, Sellenriek Construction, May 2010
	Contract Labor		\$27,456.00	290	\$7,962,240		\$7,962,240	\$7,962,240	9. Construction	Quote, Sellenriek Construction, May 2010
	Vaults		\$325.00	870	\$282,750		\$282,750	\$282,750	9. Construction	Quote, Sellenriek Construction, May 2010
	Contract Labor		\$250.00	870	\$217,500		\$217,500	\$217,500	9. Construction	Quote, Sellenriek Construction, May 2010
	Provisioning/Splicing		\$2,026.00	290	\$587,540		\$587,540	\$587,540	9. Construction	Quote, Midwest Fiber Optics, 2010
	Contract Labor		\$2,304.00	290	\$668,160		\$668,160	\$668,160	9. Construction	Quote, Midwest Fiber Optics, 2010
Aerial	Hardware		\$11,871.00	170	\$2,018,070		\$2,018,070	\$2,018,070	9. Construction	Typical cost from Sho-Me stock
	Contract Labor		\$5,288.00	170	\$898,960		\$898,960	\$898,960	9. Construction	Quote, Sellenriek Construction, May 2010
	Carrier Construction		\$17,160.00	30	\$514,800		\$514,800	\$514,800	9. Construction	Typical cost from Sho-Me stock
	Contract Labor		\$10,556.80	30	\$316,704		\$316,704	\$316,704	9. Construction	Quote, Sellenriek Construction, May 2010
	Splicing		\$2,410.00	210	\$506,100		\$506,100	\$506,100	9. Construction	Quote, Midwest Fiber Optics, 2010
	Contract Labor		\$1,920.00	210	\$403,200		\$403,200	\$403,200	9. Construction	Quote, Midwest Fiber Optics, 2010
Poles	Pole - 35 Feet		\$400.00	125	\$50,000		\$50,000	\$50,000	2. Land, structures	Sho-Me Co-op transfer costs [Mo/Yr]
	Contract Labor		\$400.00	125	\$50,000		\$50,000	\$50,000	2. Land, structures	Sho-Me Co-op transfer costs [Mo/Yr]
	Anchoring		\$150.00	300	\$45,000		\$45,000	\$45,000	2. Land, structures	Quote, Sellenriek Construction, May 2010
	Contract Labor		\$350.00	300	\$105,000		\$105,000	\$105,000	2. Land, structures	Quote, Sellenriek Construction, May 2010
	Easement/Crossings/Gates		\$1,316.00	150	\$197,400		\$197,400	\$197,400	2. Land, structures	Typical cost for Sho-Me
Towers	Contract Labor		\$1,000.00	150	\$150,000		\$150,000	\$150,000	2. Land, structures	Typical cost for Sho-Me
					\$0			\$0		
					\$0			\$0		
					\$0			\$0		
Repeaters					\$0			\$0		
					\$0			\$0		
					\$0			\$0		
					\$0			\$0		
Other	4 strands dark fiber (Metro)	In-kind Match	\$10,000	35	\$350,000		\$350,000	\$350,000	9. Construction	See SIR #23
	4 strands dark fiber (Rural)	In-kind Match	\$10,000	845	\$8,450,000		\$8,450,000	\$8,450,000	9. Construction	See SIR #23
					\$0			\$0		
COMMON		Match	Unit Cost	No. of	Total Cost	Last Mile	Middle Mile	Allocated Total	SF-424C Budget	Support of Reasonableness
BUILDINGS					\$1,350,000	\$0	\$1,350,000	\$1,350,000		
New Construction					\$0			\$0		

General Budget Overview Total  
\$10,410,020

\$26,000,000

\$1,350,000



SERVICE AREA or COMMON NETWORK FACILITIES:	Match (Cash/In-kind)	Unit Cost	No. of Units	Total Cost	Last Mile Allocation	Middle Mile Allocation	Allocated Total	SF-424C Budget Category	Support of Reasonableness
NETWORK & ACCESS EQUIPMENT				\$10,410,020	\$0	\$10,410,020	\$10,410,020		
				\$0			\$0		
	12x20 Hut		\$27,000	15	\$405,000	\$405,000	\$405,000	9. Construction	Quote from Cellxion, September, 2009
	Contract Labor		\$3,000	15	\$45,000	\$45,000	\$45,000	9. Construction	Quote from Cellxion, September, 2009
Pre-Fab Huts	Site Preparation		\$4,000	15	\$60,000	\$60,000	\$60,000	7. Site work	Quote from Cellxion, September, 2009
	Contract Labor		\$1,000	15	\$15,000	\$15,000	\$15,000	7. Site work	Quote from Cellxion, September, 2009
	Generator/Transfer Switch		\$14,000	15	\$210,000	\$210,000	\$210,000	9. Construction	Quote from Cellxion, September, 2009
	Contract Labor		\$1,000	15	\$15,000	\$15,000	\$15,000	9. Construction	Quote from Cellxion, September, 2009
	Land Acquisitions/50'x50'		\$25,000	15	\$375,000	\$375,000	\$375,000	2. Land, structures	Typical cost for Sho-Me
	Contract Labor		\$5,000	15	\$75,000	\$75,000	\$75,000	2. Land, structures	Typical cost for Sho-Me
Improvements &	NOC Air Handlers/Capacity	Cash Match	\$135,000	1	\$135,000	\$135,000	\$135,000	9. Construction	Quote, Lockwood Refrigeration, Feb 2010
	Contract Labor	Cash Match	\$15,000	1	\$15,000	\$15,000	\$15,000	9. Construction	Quote, Lockwood Refrigeration, Feb 2010
					\$0		\$0		
Other					\$0		\$0		
					\$0		\$0		
					\$0		\$0		
CUSTOMER PREMISE EQUIPMENT				\$0	\$0	\$0	\$0		
Modems				\$0			\$0		
				\$0			\$0		
				\$0			\$0		
Set Top Boxes				\$0			\$0		
				\$0			\$0		
				\$0			\$0		
Inside Writing				\$0			\$0		
				\$0			\$0		
				\$0			\$0		
Other				\$0			\$0		
				\$0			\$0		
				\$0			\$0		
BILLING SUPPORT AND OPERATIONS SUPPORT SYSTEMS				\$99,980	\$0	\$99,980	\$99,980		
Billing Support				\$0			\$0		
				\$0			\$0		
				\$0			\$0		
Customer Care	Solarwinds Orion Unlimited	Cash Match	\$49,990	2	\$99,980	\$99,980	\$99,980	10. Equipment	Quote from Solar Winds, August, 2009
					\$0		\$0		
					\$0		\$0		
Other Support				\$0			\$0		
				\$0			\$0		
				\$0			\$0		
COMMON		Match	Unit Cost	No. of	Total Cost	Last Mile	Middle Mile	Allocated Total	SF-424C Budget
OPERATING EQUIPMENT					\$0	\$0	\$0	\$0	
Vehicles					\$0			\$0	
					\$0			\$0	
					\$0			\$0	
Office Equipment /					\$0			\$0	
					\$0			\$0	
					\$0			\$0	
Other					\$0			\$0	
					\$0			\$0	
					\$0			\$0	
PROFESSIONAL SERVICES					\$0	\$0	\$0	\$0	
Engineering					\$0			\$0	
					\$0			\$0	
					\$0			\$0	
Project					\$0			\$0	
					\$0			\$0	
					\$0			\$0	
Consulting					\$0			\$0	
					\$0			\$0	
					\$0			\$0	

General Budget  
Overview Total  
\$10,410,020

\$0

\$99,980

\$0

\$0

\$140,000



SERVICE AREA or COMMON NETWORK FACILITES:		Match (Cash/In-kind)	Unit Cost	No. of Units	Total Cost	Last Mile Allocation	Middle Mile Allocation	Allocated Total	SF-424C Budget Category	Support of Reasonableness
NETWORK & ACCESS EQUIPMENT					\$10,410,020	\$0	\$10,410,020	\$10,410,020		
Other					\$0			\$0		
					\$0			\$0		
					\$0			\$0		
TESTING					\$140,000	\$0	\$140,000	\$140,000		
Network	Anritsu 10G Analyzer	Cash Match	\$40,000	2	\$80,000		\$80,000	\$80,000	10. Equipment	Quote from Anritsu, August, 2009
	Anritsu OSA Analyzer	Cash Match	\$30,000	1	\$30,000		\$30,000	\$30,000	10. Equipment	Quote from Anritsu, August, 2009
					\$0			\$0		
IT System					\$0			\$0		
					\$0			\$0		
					\$0			\$0		
User Devices					\$0			\$0		
					\$0			\$0		
					\$0			\$0		
Test Generators					\$0			\$0		
					\$0			\$0		
					\$0			\$0		
Lab					\$0			\$0		
					\$0			\$0		
					\$0			\$0		
Servers/Computer	ADVA NMS/Software	Cash Match	\$30,000	1	\$30,000		\$30,000	\$30,000	10. Equipment	Purch PC Mall, Nov 2009; Adva, Aug 2009
					\$0			\$0		
					\$0			\$0		
COMMON		Match	Unit Cost	No. of	Total Cost	Last Mile	Middle Mile	Allocated Total	SF-424C Budget	Support of Reasonableness
OTHER UPFRONT COSTS					\$0	\$0	\$0	\$0		
Site					\$0			\$0		
					\$0			\$0		
					\$0			\$0		
Other					\$0			\$0		
					\$0			\$0		
					\$0			\$0		
PROJECT TOTAL:					\$38,000,000	\$0	\$38,000,000	\$38,000,000		

General Budget  
Overview Total  
\$10,410,020

\$0

\$38,000,000

SF-424C Cross-check Totals	
1. Admin and Legal	\$0
2. Land, structures	\$1,047,400
3. Relocation expenses	\$0
4. Architectural and engr.	\$0
5. Other archit. and engr.	\$0
6. Inspection fees	\$0
7. Site work	\$75,000
8. Demolition/removal	\$0
9. Construction	\$26,227,600
10. Equipment	\$10,650,000
11. Misc.	\$0

Matching Contribution Cross-check Totals	
Federal Funding Request	\$26,600,000
Cash Match Contribution	\$2,600,000
In-kind Match Contribution	\$8,800,000

Approach to allocating Last Mile and Middle Mile costs:

This project is a CCI Middle Mile project connecting 30 counties in the State of Missouri with a broadband fiber optic network comprised of 500 miles new construction and 880 miles of contributed fiber for a total of 1,380 network miles. Federal funds would be used for the construction of the 500 miles of aerial and underground fiber and a portion of the electronics required to light the fiber. The contributory cash funds would be used for the remainder of transport electronics , test equipment and all the customer premise equipment or CCI equipment, such as Ethernet switches. The in-kind fiber is fiber that will be turned over and dedicated to this project to connect rings and form complete paths with the new construction.

Sho-Me Technologies Balance Sheets  
for years ending December 31

CURRENT ASSETS	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>
Cash & Temporary Investments	\$ 169,085	\$ 104,458	\$ 97,523	\$ 82,004
Accounts Receivable	\$ 733,889	\$ 680,659	\$ 836,255	\$ 1,291,941
Prepayments	\$ 24,902	\$ 52,223	\$ 52,626	\$ 77,654
Deferred Tax Assets	\$ -	\$ 740,000	\$ 370,000	\$ 370,000
Total Current Assets	\$ 927,876	\$ 1,577,340	\$ 1,356,404	\$ 1,821,599
NON-CURRENT ASSETS				
Telecommunications Plant in Service	\$ 2,470,669	\$ 8,110,321	\$ 13,581,478	\$ 17,070,900
Accumulated Depreciation	\$ (165,177)	\$ (786,215)	\$ (2,164,806)	\$ (4,074,243)
Net Telecommunications Plant in Service	\$ 2,305,492	\$ 7,324,106	\$ 11,416,672	\$ 12,996,657
Other	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500
DEFERRED CHARGES(20 Year IRU)				\$ 3,125,772
TOTAL ASSETS	\$ 3,235,868	\$ 8,903,946	\$ 12,775,576	\$ 17,946,528
CURRENT LIABILITIES				
Accounts Payable	\$ 179,246	\$ 194,310	\$ 232,217	\$ 330,418
Accrued Interest	\$ 82,439	\$ 92,320	\$ 87,660	\$ 75,035
Other Current Liabilities	\$ 29,724	\$ 68,528	\$ 31,458	\$ 20,285
Total Current Liabilities	\$ 291,409	\$ 355,158	\$ 351,335	\$ 425,738
DEFERRED CREDITS				
Deferred tax liability	\$ (184,000)		\$ 485,000	\$ 1,358,000
Other (20 Year IRUs)	\$ 38,573	\$ 30,433	\$ 4,036,359	\$ 7,964,324
Total Deferred Credits	\$ (145,427)	\$ 30,433	\$ 4,521,359	\$ 9,322,324
NON-CURRENT LIABILITIES				
Advances due to Sho-Me Power	\$ 17,187,650	\$ 20,973,785	\$ 18,916,348	\$ 17,734,025
Total Liabilities	\$ 17,187,650	\$ 20,973,785	\$ 18,916,348	\$ 17,734,025
MEMBER'S EQUITY	\$ (14,097,764)	\$ (12,455,430)	\$ (11,013,466)	\$ (9,535,559)
TOTAL LIABILITIES & EQUITY	\$ 3,235,868	\$ 8,903,946	\$ 12,775,576	\$ 17,946,528

Sho-Me Technologies  
Annual Income Statements

	for years ended		
	<u>2007</u>	<u>2008</u>	<u>2009</u>
OPERATING REVENUE:			
End User Revenue	\$ 14,554,515	\$ 17,983,667	\$ 18,084,242
Dark Fiber Revenue		\$ 322,807	\$ 1,147,443
Rack Space Revenue	\$ 134,701	\$ 262,977	\$ 318,767
Miscellaneous Income	<u>\$ 42,430</u>	<u>\$ 34,467</u>	<u>\$ 35,371</u>
Total Revenue	\$ 14,731,646	\$ 18,603,918	\$ 19,585,823
OPERATING EXPENSES			
Operations Expense	\$ 274,662	\$ 322,247	\$ 445,222
Network Expense	\$ 10,996,253	\$ 12,729,021	\$ 12,721,797
Depreciation Expense	\$ 608,568	\$ 1,380,985	\$ 2,060,546
Interest Expense	\$ 1,046,066	\$ 1,010,308	\$ 980,538
Operating Taxes	\$ 42,154	\$ 90,335	\$ 182,861
Administrative and General	<u>\$ 696,607</u>	<u>\$ 744,545</u>	<u>\$ 799,401</u>
Total Operating Expenses	\$ 13,664,310	\$ 16,277,441	\$ 17,190,365
NET NON-OPERATING MARGINS	<u>\$ 18,997</u>	<u>\$ (29,512)</u>	<u>\$ (44,550)</u>
Margins before Income Taxes	\$ 1,086,333	\$ 2,296,965	\$ 2,350,908
INCOME TAX EXPENSE	<u>\$ (556,000)</u>	<u>\$ 855,000</u>	<u>\$ 873,000</u>
Net Income	\$ 1,642,333	\$ 1,441,965	\$ 1,477,908

# Statement of Cash Flows

## Sho-Me Technologies

	Forecast Period		
	2007	2008	2009
<b>Beginning Cash</b>	<b>\$ 169,085</b>	<b>\$ 104,458</b>	<b>\$ 97,523</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>			
Net Income	1,642,333	1,441,965	1,477,908
<i>Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities</i>			
Add: Depreciation	608,568	1,380,985	2,060,546
Add: Amortization	-	-	-
Deferred Income Taxes	(556,000)	855,000	873,000
<i>Changes in Current Assets and Liabilities:</i>			
Marketable Securities	-	-	-
Accounts Receivable	53,230	(155,596)	(455,686)
Inventory			
Prepayments	(27,321)	(403)	(25,028)
Other Current Assets	-	-	-
Accounts Payable	15,064	37,907	98,201
Other Current Liabilities	48,685	(41,730)	(23,798)
<b>Net Cash Provided (Used) by Operations</b>	<b>\$ 1,784,559</b>	<b>\$ 3,518,128</b>	<b>\$ 4,005,143</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>			
Capital Expenditures	(5,627,182)	(5,473,551)	(6,766,303)
Amortizable Asset (Net of Amortization)	-	-	-
Long-Term Investments	-	-	-
<b>Net Cash Used in Investing Activities</b>	<b>\$ (5,627,182)</b>	<b>\$ (5,473,551)</b>	<b>\$ (6,766,303)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>			
Notes Receivable	-	-	-
Net Advances ( Payments) on Notes Payable	3,777,996	1,948,488	2,745,641
Principal Payments			
New Borrowing			
Additional Paid-in Capital			
<b>Net Cash Used in Financing Activities</b>	<b>\$ 3,777,996</b>	<b>\$ 1,948,488</b>	<b>\$ 2,745,641</b>
<b>Net Increase (Decrease) in Cash</b>	<b>\$ (64,627)</b>	<b>\$ (6,935)</b>	<b>\$ (15,519)</b>
<b>Ending Cash</b>	<b>\$ 104,458</b>	<b>\$ 97,523</b>	<b>\$ 82,004</b>

## Gary L. Fulks

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### Education

1971 MS&T – Rolla, MO. (Formerly University of Missouri – Rolla)  
**Bachelor of Science in Electrical Engineering**

1994 Smeal School of Business/Penn State University – University Park, PA.  
**Executive Leadership**

### Work Experience

2007 – Present

**General Manager & Managing General Partner. Sho-Me Power Electric Cooperative/Sho-Me Technologies, LLC – Marshfield, MO.**

Direct planning, construction, maintenance and operations of the electrical and fiber-optic/wireless telecommunication systems of a Generation and Transmission cooperative. Directs planning, construction, maintenance, operations, marketing, customer service, partner relationships, board communications, and all aspects for Sho-Me Technologies a for-profit regional Competitive Access Provider (CAP) telecommunications company. Directs compliance with rules and regulations of all regulatory bodies.

1996 – 2007

**Director, Engineering & Operations. Associated Electric Cooperative, Inc. – Springfield, MO.**

Responsibilities included transmission planning, resource planning and project development, load forecasting, negotiating and administration of interchange and interconnection contracts, negotiations for new generation equipment and facilities, environmental services, fuels administration (including coal contracts, rail contracts, gas pipeline contracts and gas purchasing), system operations and power marketing. In the resource area, involvement in contract negotiations for long-term and short-term capacity sales and purchases, managing hydroelectric purchase contracts, and negotiating the development of the first three large scale wind farms in Missouri. Involvement in the development of Interchange Agreements with 27 neighboring utilities through some 80 interconnection points at voltage levels between 69kV and 500kV.

1980 - 1996

**Manager, Planning and Engineering. Associated Electric Cooperative, Inc. – Springfield, MO.**

Managed and directed professional engineers in the areas of transmission planning, resource planning and load forecasting.

1974 - 1980

**Planning Engineer. Associated Electric Cooperative, Inc. – Springfield, MO.**

Performed various studies to develop long range transmission plans and resource plans which resulted in a \$1.2 Billion RUS loan guarantee.

1971 - 1974

**Distribution Engineer and Substation Design Engineer. San Diego Gas and Electric Company – San Diego, CA**

Assisted in the design of overhead and underground distribution lines and designed substation modifications.

### Professional Affiliations

National Rural Electric Cooperative Association Transmission Task Force (1988 - 1999)  
Southwest Power Pool Engineering & Operations Committee (1993 – 1998)  
Executive Committee of the Southeastern Electric Reliability Council (1998 – 2005)  
North American Electric Reliability Council Reliability Criteria Subcommittee(1990 – 1994)  
Board of Director of Associated Electric Cooperative, Inc. (2007 – Present)  
Electric Sector Steering Group (ESSG) (2008 – Present)  
Vice President – Midwest Alliance for Renewable Energy (2008 – Present)

## John Richards

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Education	<p>May, 1978 Drury University Breech School of Administration - Springfield, MO. <b>Masters Degree in Business Administration</b></p> <p>May, 1975 Missouri Southern State University - Springfield, MO. <b>Bachelor of Science in Business Administration</b></p> <p>1973 University of Tulsa – Tulsa, Ok. Accounting Course Work</p>
Work Experience	<p>July, 1979 – Present <b>Chief Financial Officer. Sho-Me Power Electric Cooperative/Sho-Me Technologies, LLC – Marshfield, MO.</b> Oversees all financial activities of both companies. Risk Manager &amp; legal liaison for both entities.</p> <p>September, 1975 – July, 1979 <b>Accountant. Sho-Me Power Corporation, Marshfield, MO.</b> Prepared financial forecasts, performed internal audit functions &amp; coordinated computer integration into daily routines for administrative component of corporation. Chief witness before the Missouri Public Service Commission for 10 rate cases in 8 years for corporation.</p> <p>January, 1975 – August, 1975 <b>Accounting Intern. KAMO Power – Vinita, OK.</b> Assisted CFO in financial forecast &amp; loan application preparation and performed financial analysis as assigned.</p>
Professional Affiliations	<p>G&amp;T Accounting and Finance Association – (1993 – 1994 Past President) Missouri Electric Cooperative Employees Credit Union (Past President)</p>

## Mark W. Keeling, P.E.

<b>Education</b>	2005 Villanova University - Villanova, Pennsylvania <b>C.o.A. Six Sigma Green Belt</b>
	2000-2004 Southern Methodist University - Dallas, Texas <b>M.S. EETS Electrical Engineering/Telecommunications</b>
	1990 - 1992 Missouri Southern State College - Joplin, Missouri <b>Post Graduate Business Law/Programming</b>
	1985 - 1989 University of Missouri - Rolla - Rolla, Missouri <b>B.S. EE Electrical Engineering</b>
<b>Experience</b>	07/07- Present <b>Manager, Telecommunications and Fiber Operations. Sho-Me Power Electric Cooperative/ Sho-Me Technologies, LLC - Marshfield, MO.</b> Responsible for the activities regarding systems integration, network operations, field operations and fiber infrastructure supporting a large area fiber optic telecom network in the State of Missouri. Management duties involve annual operations and maintenance budgets, preparing issue papers for the General Manager and Board of Directors, infrastructure expansion of growing DWDM and fiber footprint, project approvals for customer facilities and design layouts.
	01/01-07/07 <b>Director of Telecommunications. Sho-Me Power Electric Cooperative/Sho-Me Technologies, LLC - Marshfield, MO.</b> Overall responsibilities were to endorse reliable network designs and operations to prevent injury to personnel, damage to equipment, and unintentional outages to customers. Reviewed and kept current with the latest transport and management systems that enabled those networks to be modern, adequate and cost effective. Differentiated and classified Service Level Agreements (SLAs) between provider and customers regarding determined thresholds of Quality of Service (QoS).
	11/96-01/01 <b>Communications Superintendent. Sho-Me Power Electric Cooperative/Sho-Me Technologies, LLC - Marshfield, MO.</b> Engineered, coordinated and supervised the installation, removal and maintenance of the Company's telecommunications systems which included telemetry, VHF radio, 900 MHz and 2 GHz microwave, power line carrier, telephone, SCADA and SONET. Key functions included the development, implementation, marketing and sales of a Missouri based statewide broadband communications system as part of a regulated business (Sho-Me Technologies, LLC). This system included over 2,000 miles of fiber optic cable with over thirty (30) SONET rings ranging from OC1-OC48. Interacted with other organizations, such as neighboring utilities and interconnects, to coordinate fiber, SCADA, telemetry and microwave interconnects. Ensured all FCC, FAA, and other regulatory requirements and licenses relating to all telecommunications systems were met in order to remain in compliance at all times. Monitored activity in the PCS (Personal Communications Systems) arena and prepared appropriate strategies. Developed disaster recovery plans for the systems considered critical to Global operations by identifying and analyzing the critical systems, estimating the costs of protection, estimating the benefits of protection, researching alternatives, formulating integrated plans, implementing and testing procedures and documenting results. Moved majority of departmental prints from pencil and ink drawings to AutoCAD.
	5/94-11/96 <b>Manager of Telecommunications and Relay Operations. The Empire District Electric Co. - Joplin, MO.</b> Analyzed relay coordination data received from System Protection Engineering and System Dispatching in order to resolve relay coordination problems. Supervised the proper installation, maintenance and periodic testing of relatively simple to extremely complex relaying schemes using mechanical and electromechanical relays. Engineered, coordinated and supervised the installation, removal and maintenance of the Company's telecommunications systems which included telemetry, VHF radio, 900 MHz and 6 GHz microwave, power line carrier, telephone, SCADA and fiber optics. Managed the development, implementation, marketing and sales of a fiber optic broadband communications system as part of a profit making, non-regulated business. One of five members of the corporate restructuring team that reviewed all operations and issues involving a complete and thorough evaluation of EDE Co's generation and power plants. Also served on a fifteen-member team, which completely restructured (from the top down) all departments consisting of 650 employees.
	5/89 - 5/94 <b>Electrical Distribution Engineer. The Empire District Electric Co. - Joplin, MO.</b> Worked with every aspect of system wide distribution network involving all 12.47 kV circuits and under. Performed load studies and contingency analyses in order to determine the need, placement and ETA of substations and transmission/distribution lines. Performed power quality and EMF studies upon customer request. Implemented a distribution automation system in Branson, MO using remote controlled distribution switches and SCADA (Supervisory Control and Data Acquisition). Responsible for all distribution pole inspection contracts, which included the bidding, awarding, scheduling and supervising contract crews. Provided the initial development and implementation of a corporate "Work Management System" that would ultimately track the status of a customer work order from inception to completion through various departments such as Customer Service, Engineering, Construction and Accounting. Line design duties included a working knowledge of single and three phase, overhead and underground distribution systems. It also included commercial metering, industrial power, co-generation, regulators, reclosers, faulted circuit indication, transformers, street lighting, the National Electrical Code and the National Electrical Safety Code.
<b>Professional Affiliations</b>	Member of the National Society and Missouri Society of Professional Engineers since 1989 2001 Young Engineer of the Year and served as Chairperson of Ozark Chapter Young Engineer of the Year Committee Past Chairperson for the MSPE EIT/PE Licensing Committee Past Representative on the Substation Apparatus Committee for the Missouri Valley Electric Association Past Member of the Telecommunications Subcommittee for the Southwest Power Pool and the Midwest Utilities Telecommunications Council Currently serving as a member of the IDCT (Information Digital Communications Technologies) MAG (Members Advisory Committee) for CRN (Cooperative's Research Network) since 2006

## Matt Arthur

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### Education/ Diplomas/ Certificates

BBA in progress Drury University - Springfield, MO.  
1991 Diploma, Communication Electronics School, United States Marine Corps  
1997 Diploma, NCO Leader/Management Development Course, Marine Corps Institute  
1997 FCC General Radio Telephone Operators License (GROL)  
2008 Cisco Certified Network Associate (CCNA)  
Diploma, Sync University  
**Certificates:**  
TCP/IP Networking, New Horizons  
ATM/Frame Relay Advanced, 7470 Certified, Alcatel  
SONET Advanced, JMUX Certified, Nortel  
Digital Cross-Connects Advanced, 1631 Certified, Alcatel  
PBX, SX2000 Certified, Mitel  
DS-1/3 to OC-1/48 Signal Analyzing Advanced, TTC Acterna  
PBX, Starplus Certified, Vodavi  
Professional Sound Design, Altec Lansing  
TX-21/TC-V Certified Rauland Borg  
STP, RSTP, MSTP, PVSTP fundamentals, Cisco  
Interior Gateway Protocols, Cisco  
Electrical Grounding and Bonding, ICC

### Work Experience

August 2000 – Present

**Director, Systems Integration. Sho-Me Power Electric Cooperative/Sho-Me Technologies, LLC – Marshfield, MO.**

Responsible for the reliability and efficiency of the networks used to provide connectivity for internal needs and commercial customers. Work closely with manufactures and organizations in researching and developing new products and standards. Develop specialized software used by the industry. Provide technical details, project cost estimation, and method of procedure for implementation on extensive networks. Provide technical assistance to the Network operations Center. Evaluate and recommend new products.

April 1998 – August 2000

**Lead Technician – Communications Department. Sho-Me Power Electric Cooperative/Sho-Me Technologies, LLC – Marshfield, MO.**

Responsible for installing, maintaining, monitoring, and servicing an extensive SONET, microwave, SCADA, cellular, LAN WAN, and telephone communications network. Provide customer support in all facets of engineering, troubleshooting, installation, and purchasing of materials.

October 1997 – April 1998

**Technician – Communications Department. Sho-Me Power Electric Cooperative – Marshfield, MO.**

Responsible for maintaining a twenty-eight hop microwave radio open loop system used to communicate to the substation. Part of a core team responsible for the installation of the SONET network that replaced the microwave system. Developed the method of procedure for transitioning three hundred circuits off the microwave radios to the new SONET network and successfully completed the transition in less than two months.

August 1994 – October 1997

**Service Manager – Sound and Communications Department. Audio Acoustics, Inc. Springfield, MO.**

Responsible for maintaining communication and sound systems in over one-thousand schools, fifteen hospitals, and one-hundred businesses in a four state area. Assisted in the design and layout of all new telecommunication and media retrieval systems used in new projects. Designed and developed "The Sound Companion" software for the professional sound industry.

August 1990 – August 1994

**Computer System Analyst – Communications Center Operator/United State Marine Corps**

As Computer Systems Analyst of an eight-person team, implemented sensitive international voice and data communication networks all over the world. Assisted Marine Corps System Command in successfully testing and validating the AN/VCC-2B shipboard system used on a major naval vessel. Maintained data communication networks at the communications center in Okinawa, Japan.

### Professional Affiliations

Institute of Electrical and Electronic Engineers (IEEE)  
President, 2008-2009 General Electric, Digital Energy, Lenitronics JTC



## Brad McGoon

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### Education

August 1987 – December 1989 MS&T - Rolla, MO. (Formerly University of Missouri – Rolla)  
**Bachelor of Science in Mechanical Engineering**

August 1985 – May 1987 MSU - Springfield, MO. (Formerly SMSU)  
Pre Engineering

August 1978 – May 1982 MSU - Springfield, MO. (Formerly SMSU)  
**Bachelor of Science in Industrial Management**

Marshfield High School - Marshfield, MO.

### Work Experience

January 2008 – Present

**Director, Fiber Infrastructure. Sho-Me Power Electric Cooperative/Sho-Me Technologies, LLC – Marshfield, MO.**

Duty requires Management of Project Coordinators for Fiber Optic Plant installation and maintenance of internal database and utility records. Aerial and underground deployment, specifications of fiber optic cable and components, installation and service of the outside plant to customer locations. Support for systems integration of deployed network.

September 2001 – December 2007

**Fiber Optic Engineer. Sho-Me Power Electric Cooperative/Sho-Me Technologies, LLC – Marshfield, MO.**

Duty requires the engineering, estimating, installation and database management of the Fiber Optic Plant for Sho-Me Technologies and its Co-op's. Duties also include managing the Fiber Optic Technicians and the associated splicing and testing of the plant as required for the installation and service of the outside plant and customer locations. Establish relationship with vendors, partners and customers for Fiber connectivity.

August 1999 - September 2001

**Equipment Support Engineer. Dayco Products – Springfield, MO.**

Technical support for all current and legacy hydraulic hose crimpers and related products. Knowledge of hose designs, machine & hose capabilities, and materials required for crimping applications. Design of new crimpers and machine controls.

June 1992 - August 1999

**Project Engineer. Kraft Foods – Springfield, MO.**

Project Engineer for the design and installation of automated food processing equipment. Project budget of \$8 million for over 18 plant projects in 1999. Managed the budget, design, testing and implementation of equipment in existing and prototype production of Macaroni & Cheese, DiGiorno Sauces, Velveeta, Cream Cheese and Spray drying of cheese powder. Managed Project and production line Mechanics, duties, scheduling and resources to maintain the 24/7 production. Recipient of two Above and Beyond the Call of Duty (ABCD) awards from Kraft Corporate.

August 1982 - July 1985

**Project Designer. Sho-Me Power Electric Cooperative – Marshfield, MO.**

Design and layout of substations, power transmission lines and SCADA schematics, as directed by professional engineer through manual and CAD drafting techniques.



## Tony Combs

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### Education/ Certificates

1986 Drury University - Springfield, MO.

#### **Associate Degree in Electronics**

TCP/IP Networking, Cisco Router Configuration, Cisco Certified Network Associate (CCNA# CSC011432928)

Cisco OSP and NMS

Xtera 7200 OSP and 8600 NMS

Alcatel 1631 SX LMC SONET Cross-Connect O/M

Alcatel-Lucent Lambda Unite MSS, Alcatel 7470 Multi Service Platform Core Functions

GE Multilin JungleMUX SONET Multiplexer

Federal Communications Commission, General Radio-Telephone Operator License (FCC# PG-GB-060533)

JDSU Network Testing with T-BERD 310 and 2310

Anritsu CMA5000 Ethernet analyzer

### Work Experience

June 2004 – Present

#### **Director, System Operations. Sho-Me Power Electric Cooperative/Sho-Me Technologies, LLC – Marshfield, MO.**

Provide Professional supervision for Network Operation Center. Work in conjunction with Director System Integration, Director Fiber Operations and Director Fiber Infrastructure to maintain SMP/SMT Communication network.

Ensure Efficient operation of NOC. Advise management of personnel requirements and issues. Plans, analyze and resolve problems on daily basis. Assist in resolving customer issues as they are escalated. Monitor system to ensure continuing optimum performance such as system upgrades and equipment issues. Assist with annual budget requests for Network Operation Center. Consult with upper management to determine information requirements and discuss system needs. Identify and prioritize opportunities for new projects. Provide leadership and direction in the development of short and long range plans. Review progress of projects and direct changes as needed to meet deadlines. Prepare a variety of documents, MOP's, drawings and training information to help keep technicians informed on equipment and projects. Responsible for ensuring quality is delivered in project rollouts. Oversee monitoring, operational and support aspects of equipment in Network Operation Center. Responsible for development and improvements in: establishing quality work, developing escalation procedures, trouble ticket management, network maintenance notifications and customer satisfaction. Assist engineering with network design and implementation. Assist with new equipment research and evaluations. Maintain current knowledge of equipment installed in network.

September 1999 – June 2004

#### **Communications Technician. Sho-Me Power Electric Cooperative/Sho-Me Technologies, LLC – Marshfield, MO.**

Responsible for customer service, installation, service and maintenance of communications equipment.

## Chris A. Lange

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### Education/ Training

AAS Aviation Communications Systems  
FCC General Radiotelephone License  
Industrial Maintenance Management Course  
Non-Commissioned Officer Leadership and Management Course  
Numerous other aircraft and communications systems course

### Work Experience

September 1999 – Present

#### **Director, Field Operations. Sho-Me Power Electric Cooperative/ Sho-Me Technologies, LLC – Marshfield, MO.**

Perform various duties in positions of Communications Technician, Foreman, Fiber Optic Superintendent and Director of Field Operations. Duties include: Installation and maintenance of a variety of wireless communications to include point to multi point radios and point to point radios with bandwidths from DS-0 to 10 megabit Ethernet. Installation and maintenance of fiber optic equipment with bandwidths from DS-0 to DS-3 to Gigabit Ethernet. Installation and maintenance of OC-1 thru OC-48 SONET and DWDM equipment. Responsible for supervising 12 highly qualified technicians that splice and terminate fiber optic cable and commission fiber optic communications equipment at the customers premise and at Point of Present sites.

September 1979 – September 1999

#### **United States Air Force**

A 20 year career in aircraft Command, Control, Communications and Navigation culminating in the position of Sortie Generation Flight Superintendent. Led 145 personnel in 6 aircraft maintenance specialties performing maintenance on EC-135 LOOKING GLASS aircraft and associated equipment worth over \$3 billion. Responsible for managing all aspects of aircraft maintenance for the Presidentially mandated airborne mission providing National Command Authorities and Joint Chiefs of Staff a survivable command and control platform capable of directing all strategic nuclear forces. Analyzed and resolved adverse trends and quality deficiencies on over 40 major aircraft systems. Provided leadership, guidance and direction to subordinate supervisors for management of the work force.

## Tim Lewis

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### Education/ Training

1982 – 1985 College of the Ozarks – Point Lookout, MO.

CCNA  
Cisco On-Line Training Courses  
Cisco Product Training Classes

### Work Experience

2002 - Present

**Director of Marketing. Sho-Me Power Electric Cooperative/Sho-Me Technologies, LLC – Marshfield, MO.**

Developed a successful Marketing Team from the ground up. Increased monthly recurring revenue from \$700 thousand to \$1.4 million. Reduced access paid to other carriers by 40%. Worked personally with top ten named accounts.

2000 – 2002

**Systems Engineer II. Cisco Systems – St. Louis, MO.**

Designed optical networks leading to purchases of over \$10 million. Presented Cisco solutions to key decision makers for several corporations. Answered multiple RFPs resulting in several million dollars of purchase. Received Cisco achievement awards.

1998 – 2000

**Telecommunications Technician. Sho-Me Power Electric Cooperative – Marshfield, MO.**

Interfaced with management and engineering in order to fulfill goals and objectives. Worked directly with customers to design and install telecommunication services.

1986 – 1998

**Telecommunications Technician. Contel/GTE – Branson/Marshfield, MO.**

Installed multiple transmission facilities across Southern Missouri. Member of an elite Test Acceptance team for eight years. Received several service awards.

## Jerry Hartman

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### Education/ Certifications

2004 Webster University – Springfield, MO.

**Master of Business Administration**

2001 Drury University - Springfield, MO.

**Bachelor of Science - Communications**

1986 Miami-Dade Community College – Miami, FL.

**Associate in Arts**

1984 FCC General Radiotelephone Operator with Radar endorsement

### Work Experience

2007 – Present

**Manager, Administrative Services. Sho-Me Power Electric Cooperative/Sho-Me Technologies, LLC – Marshfield, MO.**

Purchase and maintenance of equipment, machinery and materials required in the electric utility/telecommunications industry as required by RUS specifications. Analyzes materials and equipment to provide the quality necessary to maintain optimum and efficient operation of the cooperative. Directs and maintains warehouse and ensures efficient utilization of all materials and company assets. Develops, implements and manages safety program to comply with standard safety policies and procedures. Investigates accidents and maintains Safety/accident records. Serves as liaison with municipalities as well as grassroots coordinator. Supervises Information Technology, SCADA & Environmental Departments. Responsible for company-wide security system and Grass Roots.

2001 – 2007

**Director of Legislative & Regulatory Compliance. Sho-Me Power Electric Cooperative/Sho-Me Technologies, LLC – Marshfield, MO.**

Responsible for ensuring that all company personnel are well trained to meet Safety requirements and receive training in fields such as first aid and CPR. Provide and maintain all Safety records for the company and ensure that Sho-Me is in compliance with OSHA requirements.

1998 - 2001

**Special Projects Administrator. Sho-Me Power Electric Cooperative/Sho-Me Technologies, LLC – Marshfield, MO.**

Responsibilities include initializing fiber optic network and developing partnerships necessary to expand the networks reach, capability and penetration.

1986 - 1998

**Telecommunications Technician. The Empire District Electric Company – Joplin, MO.**

Daily responsibilities include design, purchasing, installation and maintenance of mobile and base radios, telephone systems, PLC, telemetering, microwave and multiplex systems, SCADA RTU and MAS radio, interference troubleshooting, fiber optic systems and other associated telecommunication equipment. Also, market telecommunication products and services to develop and expand our customer base.

1982 – 1986

**Wideband Communications Technician. United States Air Force**

Served in 726 Tactical – duties included broadband communications both fixed and mobile. Training and assignments included the design, deployment and maintenance for microwave, radar satellite and UHF systems in support of forward air control

### Professional Affiliations

Marshfield Rotary (2001 – Present)

President of Marshfield Community Housing (2002 – 2007)

Honorary Chapter Farmer – Marshfield FFA (2004)

## Daniel Webster, MBA

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### Education

August 2005 – May 2007 Drury University - Springfield, MO.

**Master of Business Administration**

August 2000 – May 2005 University of Oklahoma - Norman, OK.

**Bachelor of Business Administration**

### Work Experience

March 2008 – Present

**Special Projects Coordinator. Sho-Me Power Electric Cooperative – Marshfield, MO.**

Project manager for a variety of special projects including grassroots, corporate intranet, member services, corporate branding, mobile phone deployment, application development, and business process refinement.

August 2007 – March 2008

**Special Projects Developer. Sho-Me Power Electric Cooperative – Marshfield, MO.**

Created corporate intranet system based on Microsoft SharePoint technologies. Designed and developed corporate website. Documented and streamlined business processes. Streamlined and integrated several business processes into the corporate intranet system. Integrated SCADA information using Microsoft SQL Reporting Services. Created special sites and provided training for various workgroups.

May 2005 – May 2007

**Advisor. Drury University – Springfield, MO.**

Served as a housing and student life director for Drury University while completing my MBA. Emphasis on planning and managing university student life functions. Elected and served as Chairman of the Graduate Student Advisory Board for the Breech College of Business.

December 2001 – May 2005

**General Manager. Accessible Transportation – Norman, OK.**

Responsible for all general business practices from employee management, financial oversight, and business process development. Worked closely with owners to ensure business goals were met in a timely manner. Heavy emphasis on day to day operations and project management.

## Andy Meyers

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### Education/ Training

1983 Florida Atlantic University - Boca Raton, Florida  
**Bachelor of Science in Geology**

1979 Florida Institute of Technology - Jensen Beach, Florida  
**Associate Degree in Offshore Marine Technology**

Smallworld Magik Programming  
Smallworld Application Development  
Smallworld System Administration  
Smallworld Data Modeling Workshop  
FME  
Visual Basic  
Introduction to Programming with Microsoft Access  
Supporting Microsoft Windows NT Server  
Supporting Microsoft Windows NT Core Technologies  
Supporting Microsoft Windows 95  
Internetworking with Microsoft TCP/IP  
Installing and Configuring Microsoft Exchange Server  
UNIX Operating System

### Work Experience

November 1995 – Present

**GIS Administrator. Sho-Me Power Electric Cooperative – Marshfield, MO.**

Design and implement Smallworld GIS applications. Smallworld GIS Database Administrator/System Administrator. Design, Develop and implement Microsoft Access database applications. Design and implemented AutoCad Map/Microsoft Access GIS applications. Maintain Trimble GPS Base Station and GPS Data Collectors. Designed and Implemented Company wide application for Customer Service and Project Management.

June 1994 – November 1995

**Senior Marketing Analyst. Intergraph Corp. – Huntsville, Alabama**

Created GIS demonstration data sets used by employees worldwide. Performed benchmarks and demonstrations, trained employees in use of GIS software. Provided technical phone support to customers and employees.

October 1989 – June 1994

**Senior System Engineer. Intergraph Corp. – Huntsville, Alabama**

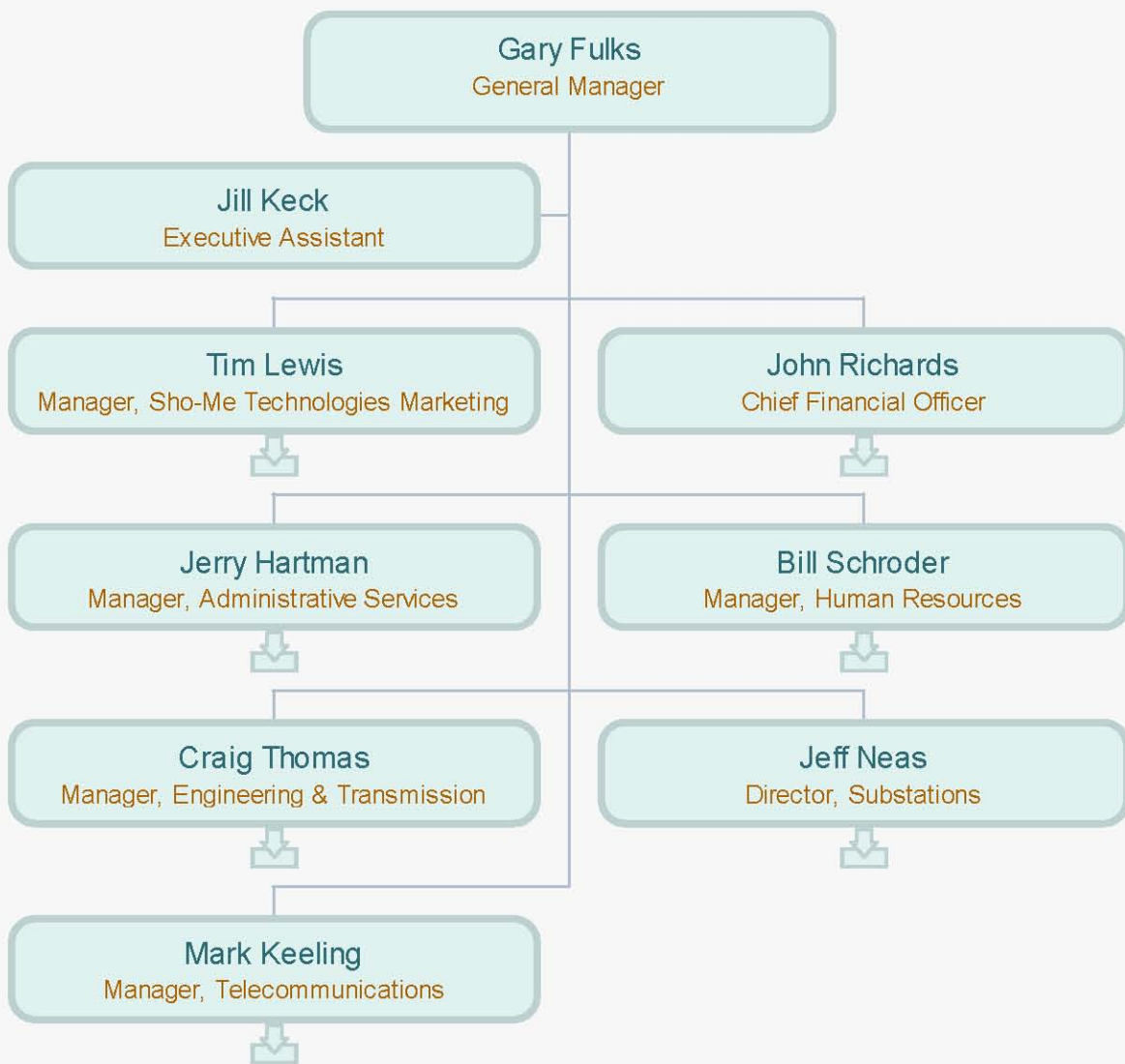
Supervised three software engineers performing software maintenance. Performed software testing and configuration management for the PATRIOT Tactical Planner.

November 1983 – June 1989

**Cartographer. Defense Mapping Agency – Washington, D.C.**

Supervised All aspects of conversion from a manual to a digital data collection system. Assisted fifty employees with production and equipment related problems. Developed and conducted training courses on photogrammetry and map production. Collected digital data and produced line maps on an analytical stereoplotter.

# Sho-Me Power Electric Cooperative Executive

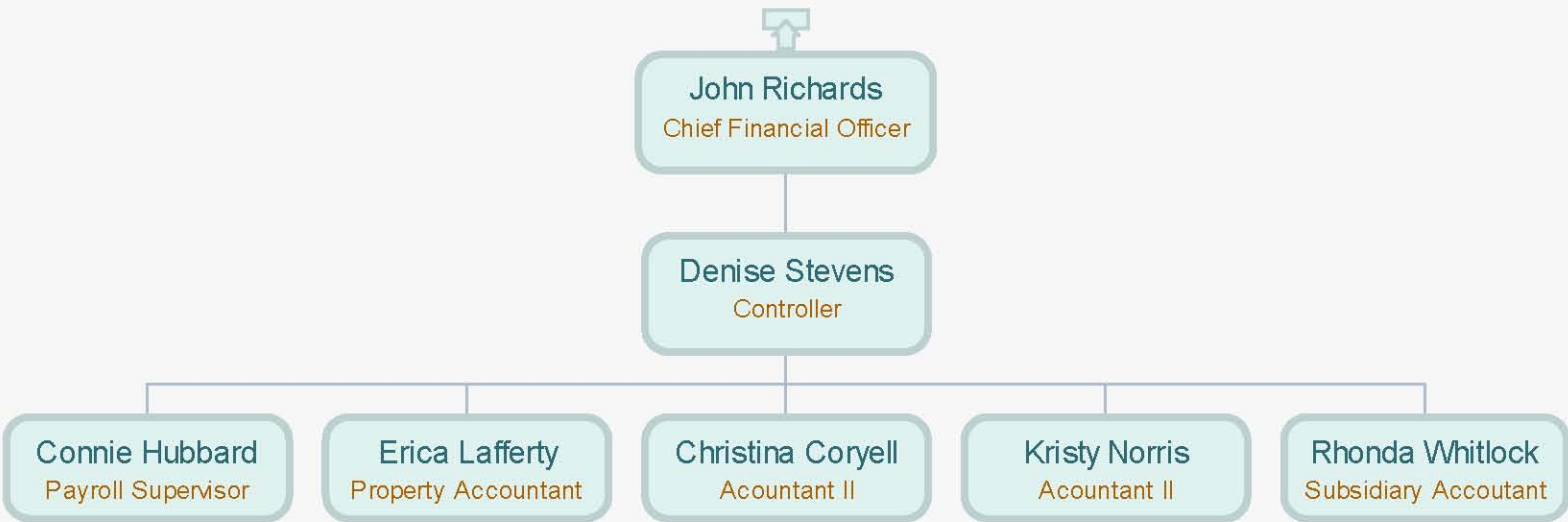




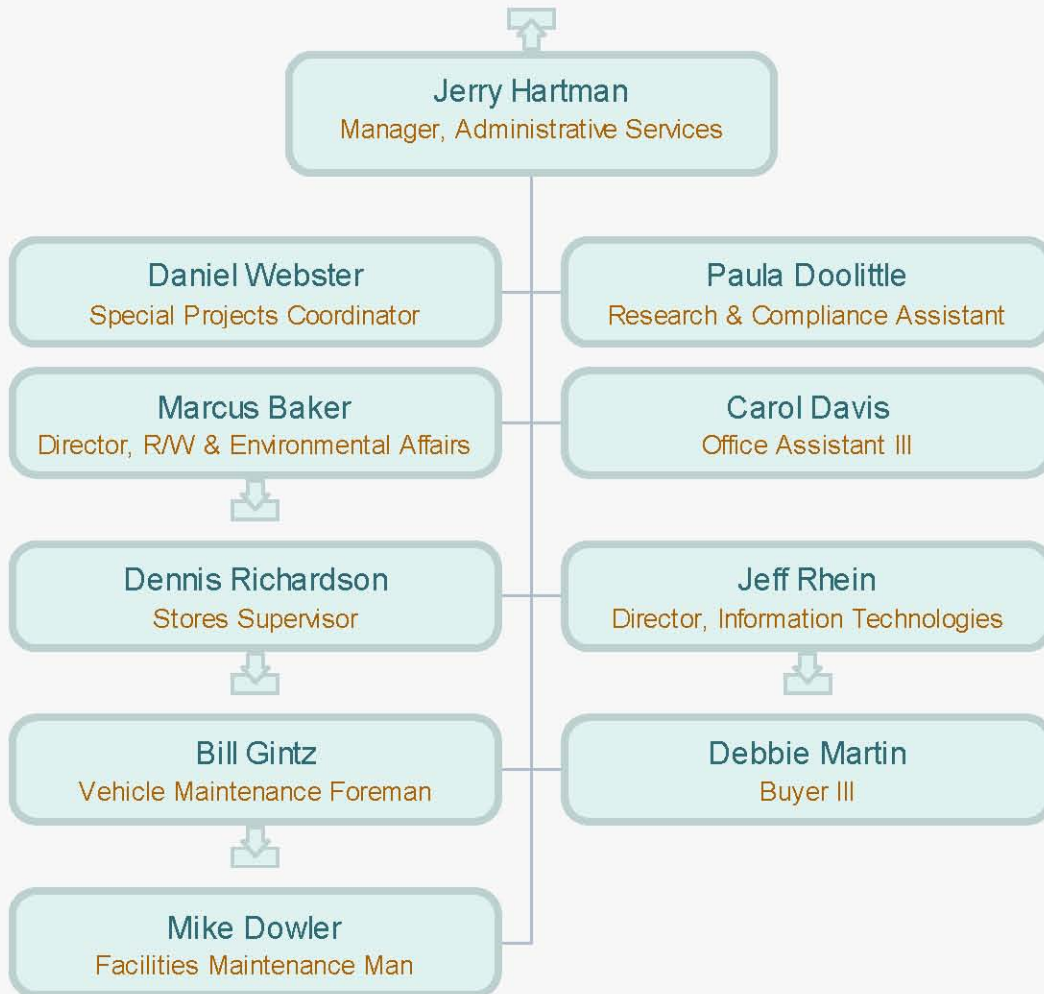
Sho-Me Power Electric Cooperative  
Sho-Me Technologies Marketing



Sho-Me Power Electric Cooperative  
Financial Services



Sho-Me Power Electric Cooperative  
Administrative Services



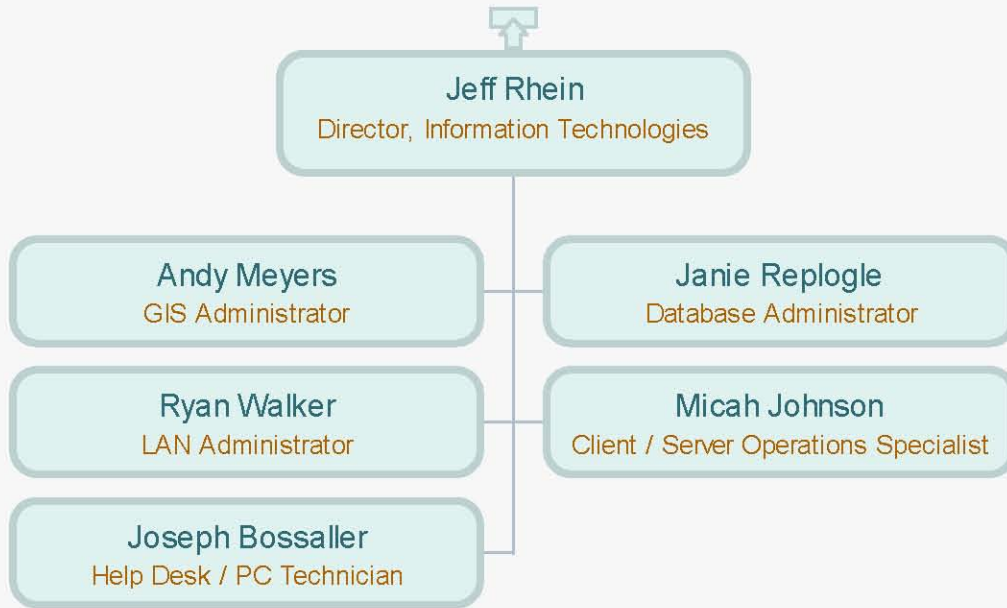
Sho-Me Power Electric Cooperative  
Right of Way & Environmental Affairs



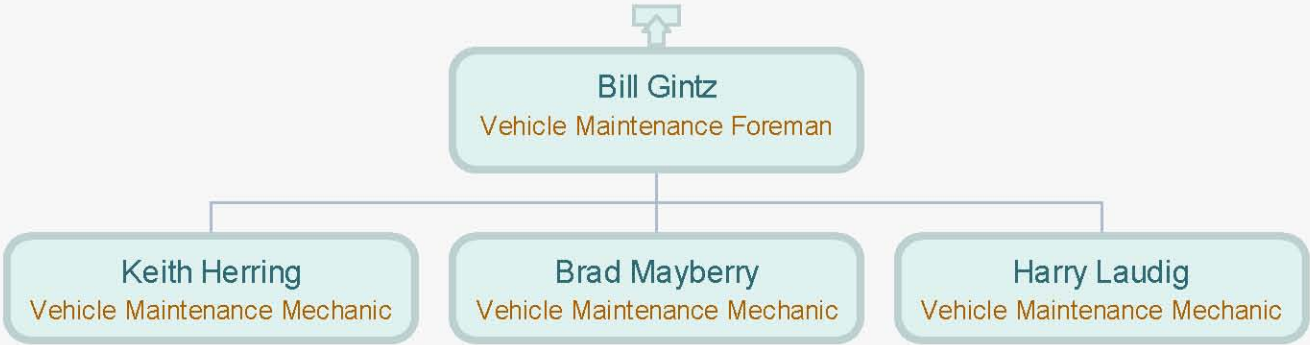
Sho-Me Power Electric Cooperative  
Warehouse & Inventory



# Sho-Me Power Electric Cooperative Information Technologies



Sho-Me Power Electric Cooperative  
Vehicle Maintenance

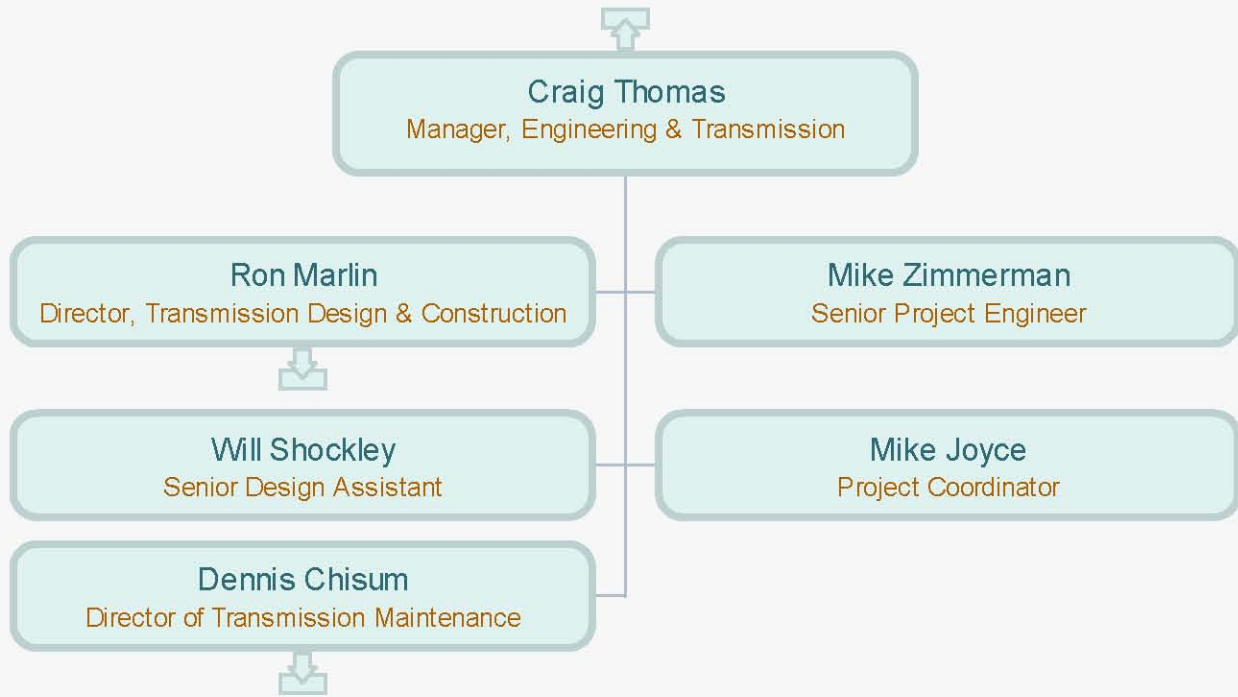


# Sho-Me Power Electric Cooperative Human Resources





Sho-Me Power Electric Cooperative  
Engineering & Transmission



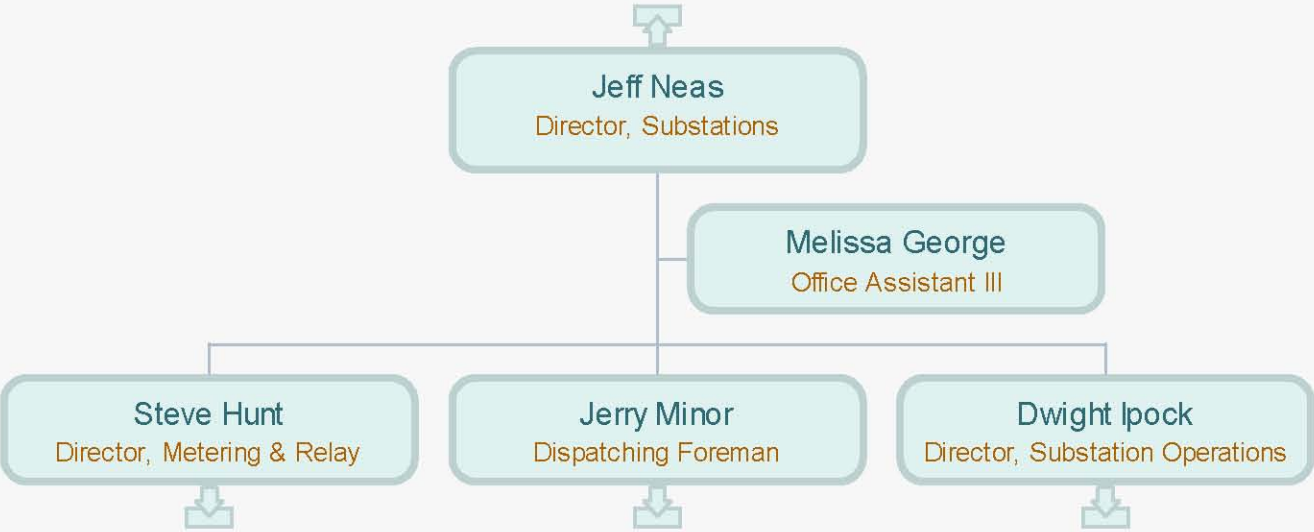
# Sho-Me Power Electric Cooperative Transmission Design & Construction



# Sho-Me Power Electric Cooperative Transmission Maintenance



Sho-Me Power Electric Cooperative  
Substations



# Sho-Me Power Electric Cooperative

## Metering & Relay



Steve Hunt  
Director, Metering & Relay

Jarrold Murdaugh  
Protection & Control Engineer

Tom Kutz  
Meter & Relay Foreman

John Haynes  
Meter & Relay Foreman

Gina Hentschke  
Electric Engineer

Tom Epperson  
Meter & Relay Foreman

Dean Barton  
Meter & Relay Foreman

James Watson  
Meter & Relay Technician

James Robinson  
Meter & Relay Technician

Raymond Thompson  
Meter & Relay Technician

Willie Hendricks  
Meter & Relay Technician

Gary Durlington  
Meter & Relay Technician

Elijah Pryor  
Meter & Relay Technician

Ronnie Lathrom  
Meter & Relay Technician

Myron Rhoades  
Communications Foreman

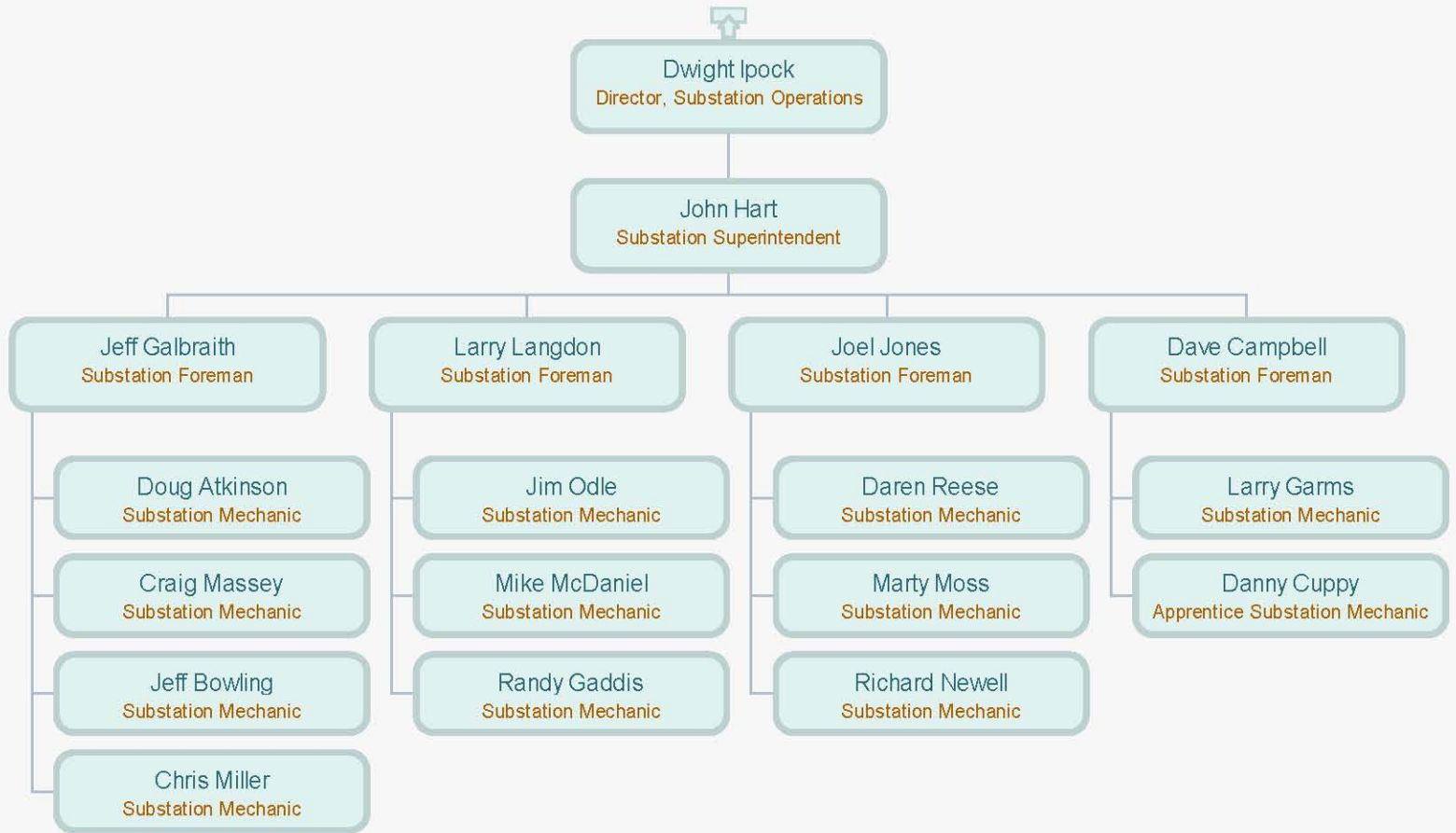
Phil Hughes  
Apprentice Meter & Relay

Travis Mock  
Meter & Relay Technician

Sho-Me Power Electric Cooperative  
Dispatching



# Sho-Me Power Electric Cooperative Substation Operations



# Sho-Me Power Electric Cooperative Telecommunications



Mark Keeling  
Manager, Telecommunications

Matt Arthur  
Director, Systems Integration

Danny Howard  
Systems Coordinator

Kari Harles  
Systems Coordinator

Craig Young  
Systems Coordinator

Brad McGoon  
Director, Fiber Infrastructure

Bud Ballard  
Project Coordinator

Jeff McKeel  
Project Coordinator

Vernon Leighty  
Project Coordinator

Tony Combs  
Director, Systems Operations

Shawn Spurlock  
Central Office Technician Foreman

Chris Lange  
Director, Field Operations

Chris Pamperien  
Communications Foreman

Jerry Keller  
Fiber Foreman

Rick Rothermich  
Fiber Foreman

Robert Larimore  
Communications Foreman

Trevor Knifong  
Fiber Foreman



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