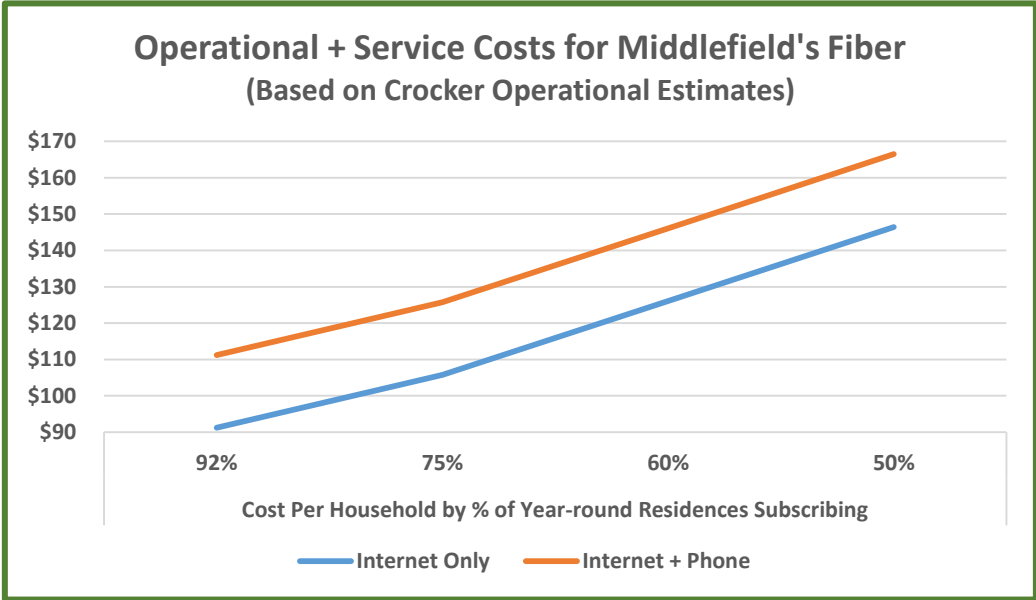


## Operational + Service Costs for Middlefield's Fiber

Middlefield Fiber Service Costs Based on Crocker Operational Estimates*					
(218 year-round residences)	Annual Cost	Monthly per subscriber by signup %			
		200 sub - 92%	164 sub - 75%	131 sub - 60%	109 sub - 50%
<b>Operational Costs</b>					
Replacement of fiber plant	\$ 36,000	\$ 15.00	\$ 18.29	\$ 22.90	\$ 27.52
Replacement of electronics	\$ 20,000	\$ 8.33	\$ 10.16	\$ 12.72	\$ 15.29
PURMA Dues	\$ 1,200	\$ 0.50	\$ 0.61	\$ 0.76	\$ 0.92
Insurance	\$ 12,000	\$ 5.00	\$ 6.10	\$ 7.63	\$ 9.17
Bond fee for poles	\$ 2,500	\$ 1.04	\$ 1.27	\$ 1.59	\$ 1.91
Pole rental	\$ 10,174	\$ 4.24	\$ 5.17	\$ 6.47	\$ 7.78
Accountant	\$ 3,000	\$ 1.25	\$ 1.52	\$ 1.91	\$ 2.29
Bookkeeper, Manager, treasurer	\$ 5,000	\$ 2.08	\$ 2.54	\$ 3.18	\$ 3.82
Routine maintenance	\$ 22,500	\$ 9.38	\$ 11.43	\$ 14.31	\$ 17.20
Network Operator	\$ 8,000	\$ 3.33	\$ 4.07	\$ 5.09	\$ 6.12
1 GB network connection	\$ 16,000	\$ 6.67	\$ 8.13	\$ 10.18	\$ 12.23
Legal	\$ 10,000	\$ 4.17	\$ 5.08	\$ 6.36	\$ 7.65
POP electricity	\$ 2,500	\$ 1.04	\$ 1.27	\$ 1.59	\$ 1.91
Allowed Return	\$ 10,000	\$ 4.17	\$ 5.08	\$ 6.36	\$ 7.65
<b>Total operational</b>	<b>\$ 158,874</b>	<b>\$ 66.20</b>	<b>\$ 80.73</b>	<b>\$ 101.06</b>	<b>\$ 121.46</b>
<b>Internet</b>		\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00
<b>Internet + phone</b>		\$ 45.00	\$ 45.00	\$ 45.00	\$ 45.00
<b>TOTAL - Internet only</b>		<b>\$ 91.20</b>	<b>\$ 105.73</b>	<b>\$ 126.06</b>	<b>\$ 146.46</b>
<b>TOTAL - Internet + Phone</b>		<b>\$ 111.20</b>	<b>\$ 125.73</b>	<b>\$ 146.06</b>	<b>\$ 166.46</b>
<b>*Note:</b> Totals do not include financing costs.					
Network operations/ISP includes network monitoring, multi-tiered trouble resolution, subscriber router/firewall/browser support, bucket truck company retainer, routine and emergency maintenance, minimum 1 Gig MBI transport, retail sales, billing, etc.					
Network operations and customer support is 7x24x365					

# Operational + Service Costs for Middlefield's Fiber

Middlefield Fiber Service Costs Based on Crocker Operational Estimates				
	Cost Per Household by % of Year-round Residences Subscribing			
	92%	75%	60%	50%
Internet Only	\$ 91	\$ 106	\$ 126	\$ 146
Internet + Phone	\$ 111	\$ 126	\$ 146	\$ 166



# Worthington Fiber Operational Costs

<b>Crocker Estimate of Worthington Fiber Operational Costs (481 Subscribers)</b>		
OPEX Element - Cost Recovery	<b>Cost</b>	<b>Per sub/month</b>
Replacement of fiber plant	\$100,000	\$ 17.33
Replacement of electronics	\$45,000	\$ 7.80
PURMA Dues	\$1,200	\$ 0.21
Insurance	\$19,000	\$ 3.29
Bond fee for poles	\$4,200	\$ 0.73
Pole rental	\$18,726	\$ 3.24
Accountant	\$3,000	\$ 0.52
Bookkeeper, Manager, treasurer	\$5,000	\$ 0.87
Routine maintenance	\$32,000	\$ 5.54
Network Operator	\$34,116	\$ 5.91
Legal	\$10,000	\$ 1.73
POP electricity	\$2,500	\$ 0.43
Subtotal	\$274,742	\$ 47.60
Allowed Return	\$17,600	\$ 3.05
<b>Total</b>	<b>\$292,342</b>	<b>\$ 50.65</b>
<p>Network operations/ISP includes network monitoring, multi-tiered trouble resolution, subscriber router/firewall/browser support, bucket truck company retainer, routine and emergency maintenance, minimum 1 Gig MBI transport, retail sales, billing, etc.</p>		
<p>Network operations and customer support is 7x24x365</p>		

## Hawley Fiber Operational Costs

<b>Crocker Estimate of Hawley Fiber Operational Costs (150 Subscribers)</b>		
OPEX Element - Cost Recovery	<b>Cost</b>	<b>Per sub/month</b>
Budgetary - Hawley		
Replacement of fiber plant	\$ 36,000	\$20.00
Replacement of electronics	\$ 20,000	\$11.11
PURMA Dues	\$ 1,200	\$00.67
Insurance	\$ 12,000	\$06.67
Bond fee for poles	\$ 2,500	\$01.39
Pole rental	\$ 9,236	\$05.13
Accountant	\$ 3,000	\$01.67
Bookeeper, Manager, treasurer	\$ 5,000	\$02.78
Routine maintenance	\$ 22,200	\$12.33
Network Operator	\$ 24,000	\$13.33
Legal	\$ 10,000	\$05.56
POP electricity ,	\$ 2,500	\$01.39
Sub Total	\$ 147,636	\$82.02
Allowed Return	\$ 10,000	\$5.56
Total	\$ 157,636	\$87.58
Network operations/ISP includes network monitoring, multi-tiered trouble resolution, subscriber router/firewall/browser support, bucket truck company retainer, routine and emergency maintenance, minimum 1 Gig MBI transport, retail sales, billing, etc.		
Network operations and customer support is 7x24x365		

## Leverett Fiber Operational Costs

<b>Crocker Actual Leverett Operational Costs Based on 600 Subscribers</b>		
OPEX Element - Cost Recovery	<b>Cost</b>	<b>Per sub/month</b>
ACTUAL - Leverett		
Replacement of fiber plant	\$ 90,000	\$ 12.50
Replacement of electronics	\$ 52,000	\$ 7.22
PURMA Dues	\$ 1,200	\$ 0.17
Insurance	\$ 19,000	\$ 2.64
Bond fee for poles	\$ 4,200	\$ 0.58
Pole rental	\$ 18,000	\$ 2.50
Accountant	\$ 3,000	\$ 0.42
Bookkeeper, Manager, treasurer	\$ 5,000	\$ 0.69
Routine maintenance	\$ 32,000	\$ 4.44
Network Operator	\$ 64,800	\$ 9.00
Legal	\$ 10,000	\$ 1.39
POP electricity	\$ 5,000	\$ 0.69
Sub Total	\$ 304,200	\$ 42.25
Allowed Return (5.7%?)	\$ 17,600	\$ 2.44
Total	\$ 321,800	\$ 44.69