



BOULT ■ CUMMINGS®
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January 10, 2006

Ron Jones, Chairman
Tennessee Regulatory Authority
460 James Robertson Pkwy.
Nashville, TN 37243-0505

Re: *Application of Bristol Tennessee Essential Services for a Certificate of Convenience and Necessity to Provide Competing Telecommunications Services*
Docket nbr: 05-00251

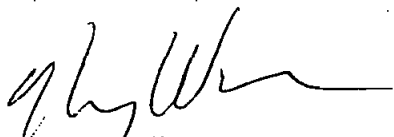
Dear Chairman Jones:

Consistent with today's filing of a corrected forecast (Exhibit D to the application), BTES files the attached workpapers to supplement the response to Question 12 in Sprint's second round of interrogatories.

Very truly yours,

BOULT, CUMMINGS, CONNERS & BERRY, PLC

By:


Henry Walker

HW/djc
Enclosure

CERTIFICATE OF SERVICE

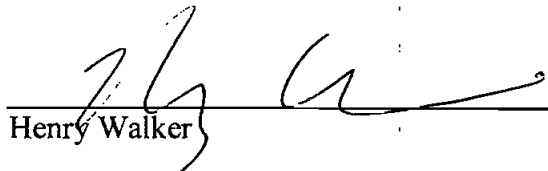
I hereby certify that a copy of the foregoing is being forwarded via U.S. mail, postage prepaid,, to:

Edward Phillips
United Telephone-Southeast, Inc.
Mailstop: NCWKFR0313
14111 Capital Blvd.
Wake Forest, NC 27587-5900

Guy Hicks
BellSouth Telecommunications, Inc.
333 Commerce Street, Ste. 2101
Nashville, TN 37201

Charles B. Welch, Jr.
Farris Matthews Branan Bobango Hellen & Dunlar, PLC
618 Church Street, Ste. 300
Nashville, TN 37219

on this the 20 day of January 2005.


Henry Walker

Bristol Tennessee Essential Services
Statements of Revenues, Expenses and Changes in Net Assets (Forecast)

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
Revenues													
Local Telephone Service	\$ -	\$ 1,871	\$ 7,989	\$ 12,077	\$ 16,185	\$ 27,263	\$ 24,401	\$ 28,559	\$ 32,817	\$ 35,724	\$ 40,932	\$ 44,940	\$ 268,109
Local Telephone Trunkline	\$ -	\$ -	\$ 1,698	\$ 2,573	\$ 3,438	\$ 4,323	\$ 5,198	\$ 6,074	\$ 6,949	\$ 7,824	\$ 8,698	\$ 9,573	\$ 57,173
Local Telephone Trunkline Service	\$ -	\$ 1,612	\$ 3,327	\$ 5,042	\$ 6,757	\$ 8,472	\$ 10,187	\$ 11,902	\$ 13,617	\$ 15,332	\$ 17,047	\$ 18,762	\$ 112,068
Long Distance Telephone Service	\$ -	\$ 5,256	\$ 12,994	\$ 19,692	\$ 26,389	\$ 33,086	\$ 39,783	\$ 46,480	\$ 53,177	\$ 59,874	\$ 66,571	\$ 73,268	\$ 437,639
Other	\$ -	\$ (1,577)	\$ (1,235)	\$ (4,922)	\$ (6,607)	\$ (8,292)	\$ (9,977)	\$ (11,662)	\$ (13,347)	\$ (15,032)	\$ (16,717)	\$ (18,402)	\$ (109,917)
Net Revenues	\$ -	\$ 6,139	\$ 12,559	\$ 19,189	\$ 25,730	\$ 32,263	\$ 38,791	\$ 45,322	\$ 51,852	\$ 58,382	\$ 64,912	\$ 71,443	\$ 426,698
Cost of Services													
Local Telephone Service	\$ -	\$ 595	\$ 1,228	\$ 1,861	\$ 2,494	\$ 3,127	\$ 3,760	\$ 4,393	\$ 5,026	\$ 5,659	\$ 6,292	\$ 6,925	\$ 41,560
Long Distance Telephone Service	\$ -	\$ 750	\$ 1,698	\$ 2,573	\$ 3,438	\$ 4,323	\$ 5,198	\$ 6,074	\$ 6,949	\$ 7,824	\$ 8,698	\$ 9,573	\$ 57,173
Total Cost of Services	\$ -	\$ 1,345	\$ 2,926	\$ 4,434	\$ 5,932	\$ 7,450	\$ 8,958	\$ 10,467	\$ 11,975	\$ 13,483	\$ 14,991	\$ 16,500	\$ 98,733
% of Net Revenues													
Gross Profit	\$ -	\$ 4,794	\$ 9,633	\$ 14,755	\$ 19,798	\$ 24,813	\$ 29,843	\$ 34,885	\$ 39,926	\$ 44,967	\$ 50,000	\$ 54,943	\$ 337,965
General & Admin													
Network Interconnection Expenses													
Plant Allocation Factor	\$ 1,837	\$ 3,476	\$ 5,812	\$ 7,740	\$ 9,667	\$ 11,595	\$ 13,523	\$ 15,451	\$ 17,379	\$ 19,307	\$ 21,235	\$ 23,163	\$ 143,322
Porting Signaling Charges (SS7)	\$ 2,335	\$ 2,376	\$ 2,376	\$ 2,376	\$ 2,376	\$ 2,376	\$ 2,376	\$ 2,376	\$ 2,376	\$ 2,376	\$ 2,376	\$ 2,376	\$ 28,416
Network Trunk Interconnection	\$ 6,239	\$ 1,355	\$ 5,378	\$ 5,992	\$ 6,607	\$ 7,222	\$ 7,837	\$ 8,452	\$ 9,067	\$ 9,682	\$ 10,297	\$ 10,912	\$ 77,062
Total Network Interconnection	\$ 10,411	\$ 5,187	\$ 13,566	\$ 16,108	\$ 18,650	\$ 21,193	\$ 23,735	\$ 26,277	\$ 28,819	\$ 31,361	\$ 33,903	\$ 36,445	\$ 248,800
% of Net Revenues													
Selling, General & Administrative Exp													
Salaries & Benefits	\$ 20,862	\$ 20,862	\$ 20,862	\$ 20,862	\$ 20,862	\$ 20,862	\$ 20,862	\$ 20,862	\$ 20,862	\$ 20,862	\$ 20,862	\$ 20,862	\$ 250,740
Administrative Expenses	\$ 492	\$ 964	\$ 1,447	\$ 1,929	\$ 2,411	\$ 2,893	\$ 3,375	\$ 3,858	\$ 4,340	\$ 4,822	\$ 5,304	\$ 5,787	\$ 37,612
Billing Services	\$ 391	\$ 789	\$ 1,183	\$ 1,578	\$ 1,972	\$ 2,367	\$ 2,761	\$ 3,155	\$ 3,549	\$ 3,943	\$ 4,337	\$ 4,731	\$ 30,755
Leasehold Improvements	\$ 961	\$ 961	\$ 961	\$ 961	\$ 961	\$ 961	\$ 961	\$ 961	\$ 961	\$ 961	\$ 961	\$ 961	\$ 11,538
Insurance	\$ 1,737	\$ 1,737	\$ 1,737	\$ 1,737	\$ 1,737	\$ 1,737	\$ 1,737	\$ 1,737	\$ 1,737	\$ 1,737	\$ 1,737	\$ 1,737	\$ 20,846
Utilities	\$ 192	\$ 384	\$ 576	\$ 768	\$ 960	\$ 1,152	\$ 1,344	\$ 1,536	\$ 1,728	\$ 1,920	\$ 2,112	\$ 2,304	\$ 14,985
Contract Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Marketing & Advertising	\$ 3,092	\$ 2,090	\$ 3,090	\$ 3,090	\$ 3,090	\$ 3,090	\$ 3,090	\$ 3,090	\$ 3,090	\$ 3,090	\$ 3,090	\$ 3,090	\$ 36,090
Travel & Entertainment	\$ 555	\$ 555	\$ 555	\$ 555	\$ 555	\$ 555	\$ 555	\$ 555	\$ 555	\$ 555	\$ 555	\$ 555	\$ 6,679
Materials	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 10,000
Legal/Regulatory	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Professional & Consulting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Building/Substations Expense	\$ 1,170	\$ 1,170	\$ 1,170	\$ 1,170	\$ 1,170	\$ 1,170	\$ 1,170	\$ 1,170	\$ 1,170	\$ 1,170	\$ 1,170	\$ 1,170	\$ 14,037
Taxes Other Than Income Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Selling, General & Administrative Exp.	\$ 20,187	\$ 31,256	\$ 32,525	\$ 33,384	\$ 34,467	\$ 35,531	\$ 36,600	\$ 37,668	\$ 38,737	\$ 39,806	\$ 40,875	\$ 41,944	\$ 432,801
% of Net Revenues													
EBITDA	\$ (41,092)	\$ (38,618)	\$ (18,855)	\$ (34,239)	\$ (31,469)	\$ (29,275)	\$ (28,735)	\$ (25,964)	\$ (23,771)	\$ (23,231)	\$ (20,462)	\$ (18,284)	\$ (350,423)
Margin													
Non-operating Revenue/Expenses													
Depreciation	\$ (5,598)	\$ (6,186)	\$ (6,313)	\$ (6,358)	\$ (6,423)	\$ (6,447)	\$ (6,492)	\$ (6,537)	\$ (6,582)	\$ (6,627)	\$ (6,671)	\$ (6,716)	\$ (76,990)
Amortization	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Interest Expense	\$ (1,886)	\$ (4,456)	\$ (4,716)	\$ (4,902)	\$ (5,079)	\$ (5,246)	\$ (5,413)	\$ (5,579)	\$ (5,746)	\$ (5,913)	\$ (6,080)	\$ (6,247)	\$ (61,024)
Interest Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Non-operating Revenue/Expenses	\$ (7,484)	\$ (10,642)	\$ (11,029)	\$ (11,260)	\$ (11,462)	\$ (11,693)	\$ (11,998)	\$ (12,111)	\$ (12,306)	\$ (12,559)	\$ (12,683)	\$ (12,860)	\$ (137,994)
Change in Net Assets	\$ (68,574)	\$ (48,683)	\$ (46,584)	\$ (45,989)	\$ (42,250)	\$ (40,571)	\$ (40,641)	\$ (38,073)	\$ (35,077)	\$ (33,730)	\$ (33,144)	\$ (31,144)	\$ (488,376)

Bristol Tennessee Essential Service
Statements of Revenues, Expenses and Ch

	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 21	Month 22	Month 23	Month 24	Total
Revenues												
Local Telephone Service	\$ 49,648	\$ 52,405	\$ 55,714	\$ 59,023	\$ 62,331	\$ 65,640	\$ 68,949	\$ 72,258	\$ 75,567	\$ 78,876	\$ 82,185	\$ 85,494
Local Telephone Features	\$ 10,468	\$ 11,323	\$ 12,178	\$ 13,033	\$ 13,888	\$ 14,743	\$ 15,598	\$ 16,453	\$ 17,308	\$ 18,163	\$ 19,018	\$ 19,873
Long Distance Telephone Service	\$ 20,477	\$ 21,666	\$ 22,855	\$ 24,044	\$ 25,233	\$ 26,422	\$ 27,611	\$ 28,800	\$ 29,989	\$ 31,178	\$ 32,367	\$ 33,556
Other Revenues	\$ 79,977	\$ 83,993	\$ 88,009	\$ 92,025	\$ 96,041	\$ 100,057	\$ 104,073	\$ 108,089	\$ 112,105	\$ 116,121	\$ 120,137	\$ 124,153
Churn	\$ (1,999)	\$ (2,155)	\$ (2,311)	\$ (2,467)	\$ (2,623)	\$ (2,779)	\$ (2,935)	\$ (3,091)	\$ (3,247)	\$ (3,403)	\$ (3,559)	\$ (3,715)
Net Revenues	\$ 77,553	\$ 83,253	\$ 89,009	\$ 94,765	\$ 100,521	\$ 106,277	\$ 112,033	\$ 117,789	\$ 123,545	\$ 129,301	\$ 135,057	\$ 140,813
Cost of Services												
Local Telephone Service	\$ 7,458	\$ 8,123	\$ 8,788	\$ 9,453	\$ 10,118	\$ 10,783	\$ 11,448	\$ 12,113	\$ 12,778	\$ 13,443	\$ 14,108	\$ 14,773
Long Distance Telephone Service	\$ 9,530	\$ 10,295	\$ 11,060	\$ 11,825	\$ 12,590	\$ 13,355	\$ 14,120	\$ 14,885	\$ 15,650	\$ 16,415	\$ 17,180	\$ 17,945
Total Cost of Services	\$ 17,988	\$ 18,418	\$ 19,848	\$ 21,278	\$ 22,708	\$ 24,138	\$ 25,568	\$ 26,998	\$ 28,428	\$ 29,858	\$ 31,288	\$ 32,718
% of Net Revenue	23%	22%	22%	22%	23%	23%	23%	23%	23%	23%	23%	23%
Gross Profit	\$ 60,005	\$ 65,177	\$ 69,771	\$ 73,487	\$ 77,813	\$ 81,939	\$ 86,465	\$ 90,791	\$ 95,317	\$ 99,443	\$ 103,769	\$ 108,095
Gross Margin	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%
Network Interconnection Expenses												
Local Interconnection	\$ 21,478	\$ 22,506	\$ 23,534	\$ 24,562	\$ 25,590	\$ 26,618	\$ 27,646	\$ 28,674	\$ 29,702	\$ 30,730	\$ 31,758	\$ 32,786
Long Distance Interconnection	\$ 7,525	\$ 8,172	\$ 8,819	\$ 9,466	\$ 10,113	\$ 10,760	\$ 11,407	\$ 12,054	\$ 12,701	\$ 13,348	\$ 13,995	\$ 14,642
Total Network Interconnection	\$ 29,003	\$ 30,678	\$ 32,353	\$ 34,028	\$ 35,703	\$ 37,378	\$ 39,053	\$ 40,728	\$ 42,403	\$ 44,078	\$ 45,753	\$ 47,428
% of Net Revenue	38%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%
Selling, General & Administrative Exp												
Salaries & Benefits	\$ 21,488	\$ 21,488	\$ 21,488	\$ 21,488	\$ 21,488	\$ 21,488	\$ 21,488	\$ 21,488	\$ 21,488	\$ 21,488	\$ 21,488	\$ 21,488
Advertising Expenses	\$ 3,228	\$ 3,228	\$ 3,228	\$ 3,228	\$ 3,228	\$ 3,228	\$ 3,228	\$ 3,228	\$ 3,228	\$ 3,228	\$ 3,228	\$ 3,228
Building Services	\$ 2,641	\$ 2,641	\$ 2,641	\$ 2,641	\$ 2,641	\$ 2,641	\$ 2,641	\$ 2,641	\$ 2,641	\$ 2,641	\$ 2,641	\$ 2,641
Incremental Acquisition Charges	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920
Insurance	\$ 1,638	\$ 1,638	\$ 1,638	\$ 1,638	\$ 1,638	\$ 1,638	\$ 1,638	\$ 1,638	\$ 1,638	\$ 1,638	\$ 1,638	\$ 1,638
Maintenance & Repairs	\$ 2,917	\$ 2,917	\$ 2,917	\$ 2,917	\$ 2,917	\$ 2,917	\$ 2,917	\$ 2,917	\$ 2,917	\$ 2,917	\$ 2,917	\$ 2,917
Contract Services	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167
Marketing & Advertising	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000
Trucks & Equipment	\$ 560	\$ 560	\$ 560	\$ 560	\$ 560	\$ 560	\$ 560	\$ 560	\$ 560	\$ 560	\$ 560	\$ 560
Materials	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850
Legal/Regulatory	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Professional & Consulting	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000
Building/Substations Expense	\$ 1,205	\$ 1,205	\$ 1,205	\$ 1,205	\$ 1,205	\$ 1,205	\$ 1,205	\$ 1,205	\$ 1,205	\$ 1,205	\$ 1,205	\$ 1,205
Taxes Other Than Income Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Selling, General & Administrative Exp	\$ 45,614	\$ 45,614	\$ 45,614	\$ 45,614	\$ 45,614	\$ 45,614	\$ 45,614	\$ 45,614	\$ 45,614	\$ 45,614	\$ 45,614	\$ 45,614
% of Net Revenue	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%
EBITDA	\$ (18,467)	\$ (17,525)	\$ (16,410)	\$ (15,295)	\$ (14,180)	\$ (13,065)	\$ (11,950)	\$ (10,835)	\$ (9,720)	\$ (8,605)	\$ (7,490)	\$ (6,375)
Margin	-24%	-21%	-18%	-16%	-14%	-12%	-10%	-9%	-8%	-7%	-6%	-5%
Non-operating Revenue/Expenses												
Depreciation	\$ (6,759)	\$ (6,802)	\$ (6,845)	\$ (6,888)	\$ (6,931)	\$ (6,973)	\$ (7,016)	\$ (7,059)	\$ (7,102)	\$ (7,145)	\$ (7,188)	\$ (7,231)
Amortization	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Interest expense	\$ (6,273)	\$ (6,402)	\$ (6,519)	\$ (6,627)	\$ (6,735)	\$ (6,843)	\$ (6,951)	\$ (7,059)	\$ (7,167)	\$ (7,275)	\$ (7,383)	\$ (7,491)
Interest income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Non-operating Revenue/Expenses	\$ (13,032)	\$ (13,204)	\$ (13,364)	\$ (13,515)	\$ (13,662)	\$ (13,798)	\$ (13,909)	\$ (14,009)	\$ (14,148)	\$ (14,283)	\$ (14,418)	\$ (14,557)
Change in Net Assets	\$ (31,501)	\$ (30,729)	\$ (29,774)	\$ (28,387)	\$ (26,649)	\$ (24,670)	\$ (22,343)	\$ (19,597)	\$ (16,521)	\$ (13,211)	\$ (9,657)	\$ (6,000)

Bristol Tennessee Essential Service
Statements of Revenues, Expenses and Ch

	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36	Total
Revenues													
Local Telephone Service	\$ 88,832	\$ 92,111	\$ 94,426	\$ 96,741	\$ 99,056	\$ 101,371	\$ 103,686	\$ 111,965	\$ 115,274	\$ 118,583	\$ 121,891	\$ 125,200	\$ 1,084,015
Long Distance Telephone Service	\$ 32,948	\$ 31,823	\$ 30,698	\$ 29,573	\$ 28,448	\$ 27,323	\$ 26,198	\$ 25,073	\$ 23,948	\$ 22,823	\$ 21,698	\$ 20,573	\$ 189,120
Long Distance Telephone Service	\$ 34,171	\$ 35,134	\$ 36,097	\$ 37,060	\$ 38,023	\$ 38,986	\$ 39,949	\$ 40,912	\$ 41,875	\$ 42,838	\$ 43,801	\$ 44,764	\$ 380,120
Gross Revenues	\$ 155,951	\$ 159,068	\$ 161,211	\$ 163,374	\$ 165,527	\$ 167,680	\$ 169,833	\$ 178,958	\$ 180,122	\$ 181,411	\$ 182,689	\$ 184,037	\$ 1,553,255
Churn	\$ (3,633)	\$ (3,740)	\$ (3,847)	\$ (3,954)	\$ (4,061)	\$ (4,168)	\$ (4,275)	\$ (4,382)	\$ (4,489)	\$ (4,596)	\$ (4,703)	\$ (4,810)	\$ 40,902
Net Revenues	\$ 152,318	\$ 155,328	\$ 157,364	\$ 159,420	\$ 161,466	\$ 163,512	\$ 165,559	\$ 174,576	\$ 174,633	\$ 176,815	\$ 177,986	\$ 179,227	\$ 1,604,357
Cost of Services													
Local Telephone Service	\$ 14,794	\$ 14,865	\$ 14,936	\$ 15,007	\$ 15,078	\$ 15,149	\$ 15,220	\$ 15,291	\$ 15,362	\$ 15,433	\$ 15,504	\$ 15,575	\$ 138,458
Long Distance Telephone Service	\$ 15,248	\$ 14,756	\$ 14,264	\$ 13,772	\$ 13,280	\$ 12,788	\$ 12,296	\$ 11,804	\$ 11,312	\$ 10,820	\$ 10,328	\$ 9,836	\$ 97,312
Total Cost of Services	\$ 30,042	\$ 29,621	\$ 29,200	\$ 28,779	\$ 28,358	\$ 27,937	\$ 27,516	\$ 27,095	\$ 26,674	\$ 26,253	\$ 25,832	\$ 25,411	\$ 235,770
% of Net Revenues	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	15%
Gross Profit	\$ 122,276	\$ 125,700	\$ 128,125	\$ 130,645	\$ 133,166	\$ 135,686	\$ 138,206	\$ 147,401	\$ 147,959	\$ 149,580	\$ 151,201	\$ 152,822	\$ 1,368,587
Gross Profit Margin	79%	79%	79%	79%	79%	79%	79%	82%	82%	83%	84%	84%	87%
Network Interconnection Expenses													
Local Telephone Service	\$ 13,219	\$ 13,219	\$ 13,219	\$ 13,219	\$ 13,219	\$ 13,219	\$ 13,219	\$ 13,219	\$ 13,219	\$ 13,219	\$ 13,219	\$ 13,219	\$ 132,190
Long Distance Telephone Service	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 25,350
Total Network Interconnection	\$ 15,754	\$ 15,754	\$ 15,754	\$ 15,754	\$ 15,754	\$ 15,754	\$ 15,754	\$ 15,754	\$ 15,754	\$ 15,754	\$ 15,754	\$ 15,754	\$ 157,540
% of Net Revenues	10%	10%	10%	10%	10%	10%	10%	9%	9%	9%	9%	9%	10%
Selling, General & Administrative Exp													
Salaries & Benefits	\$ 22,132	\$ 22,132	\$ 22,132	\$ 22,132	\$ 22,132	\$ 22,132	\$ 22,132	\$ 22,132	\$ 22,132	\$ 22,132	\$ 22,132	\$ 22,132	\$ 221,320
Administrative Expenses	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 33,250
Rolling Services	\$ 2,720	\$ 2,720	\$ 2,720	\$ 2,720	\$ 2,720	\$ 2,720	\$ 2,720	\$ 2,720	\$ 2,720	\$ 2,720	\$ 2,720	\$ 2,720	\$ 27,200
Accountant Acquisition Charges	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 920	\$ 9,200
Insurance	\$ 1,687	\$ 1,687	\$ 1,687	\$ 1,687	\$ 1,687	\$ 1,687	\$ 1,687	\$ 1,687	\$ 1,687	\$ 1,687	\$ 1,687	\$ 1,687	\$ 16,870
Maintenance & Repairs	\$ 4,667	\$ 4,667	\$ 4,667	\$ 4,667	\$ 4,667	\$ 4,667	\$ 4,667	\$ 4,667	\$ 4,667	\$ 4,667	\$ 4,667	\$ 4,667	\$ 46,670
Contract Services	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 41,670
Marketing & Advertising	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 20,830
Trucks & Equipment	\$ 577	\$ 577	\$ 577	\$ 577	\$ 577	\$ 577	\$ 577	\$ 577	\$ 577	\$ 577	\$ 577	\$ 577	\$ 5,770
Materials	\$ 867	\$ 867	\$ 867	\$ 867	\$ 867	\$ 867	\$ 867	\$ 867	\$ 867	\$ 867	\$ 867	\$ 867	\$ 8,670
Local/Regional	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Professional & Consulting	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 30,000
Building/Structural Expenses	\$ 1,241	\$ 1,241	\$ 1,241	\$ 1,241	\$ 1,241	\$ 1,241	\$ 1,241	\$ 1,241	\$ 1,241	\$ 1,241	\$ 1,241	\$ 1,241	\$ 12,410
Taxes Other Than Income Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Selling, General & Administrative Exp	\$ 47,387	\$ 47,387	\$ 47,387	\$ 47,387	\$ 47,387	\$ 47,387	\$ 47,387	\$ 47,387	\$ 47,387	\$ 47,387	\$ 47,387	\$ 47,387	\$ 473,870
% of Net Revenues	31%	31%	31%	31%	31%	31%	31%	27%	27%	27%	27%	27%	29%
EBITDA	\$ 74,889	\$ 78,313	\$ 80,777	\$ 83,241	\$ 85,705	\$ 88,169	\$ 90,633	\$ 99,014	\$ 99,572	\$ 100,130	\$ 100,688	\$ 101,246	\$ 890,487
Margin	49%	50%	51%	52%	53%	54%	55%	57%	57%	57%	57%	57%	55%
Non-operating Revenue/Expenses													
Depreciation	\$ (7,274)	\$ (7,317)	\$ (7,360)	\$ (7,403)	\$ (7,446)	\$ (7,489)	\$ (7,532)	\$ (7,575)	\$ (7,618)	\$ (7,661)	\$ (7,704)	\$ (7,747)	\$ (77,458)
Amortization	\$ (7,495)	\$ (7,530)	\$ (7,565)	\$ (7,600)	\$ (7,635)	\$ (7,670)	\$ (7,705)	\$ (7,740)	\$ (7,775)	\$ (7,810)	\$ (7,845)	\$ (7,880)	\$ (78,800)
Interest Expense	\$ (10)	\$ (10)	\$ (10)	\$ (10)	\$ (10)	\$ (10)	\$ (10)	\$ (10)	\$ (10)	\$ (10)	\$ (10)	\$ (10)	\$ (100)
Total Non-operating Revenue/Expenses	\$ (14,779)	\$ (14,857)	\$ (14,935)	\$ (15,013)	\$ (15,091)	\$ (15,169)	\$ (15,247)	\$ (15,325)	\$ (15,403)	\$ (15,481)	\$ (15,559)	\$ (15,637)	\$ (156,358)
Change in Net Assets	\$ (8,789)	\$ (6,379)	\$ (3,511)	\$ (2,470)	\$ (1,430)	\$ (383)	\$ 3,955	\$ 6,450	\$ 7,295	\$ 10,370	\$ 12,868	\$ 15,366	\$ 161,111

Bristol Tennessee Essential Services
Revenue Productivity Forecast - Residential

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
New Sales (in \$)												
Bristol, Tennessee	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Revenue Recognized												
Month 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Month 2	\$ -	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380
Month 3	\$ -	\$ -	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280
Month 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales Lit	\$ -	\$ 4,380	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Revenue Allocation												
Local Voice	\$ -	\$ 2,715	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909
Local Voice Features	\$ -	\$ 823	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875
Long Distance	\$ -	\$ 823	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875
Total Revenue	\$ -	\$ 4,380	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Revenue Allocation												
Local Voice	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%
Local Voice Features	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%
Long Distance	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%
Direct New Sales												
Average Sale per Customer	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32
New Monthly Sales	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Monthly New Customers Added	146	146	146	146	146	146	146	146	146	146	146	146
Cumulative New Customers Added	146	292	438	583	729	875	1,021	1,167	1,313	1,458	1,604	1,750
Average Revenue/Line	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95
Lines per Customer	1	1	1	1	1	1	1	1	1	1	1	1
Monthly New Lines Sold	146	146	146	146	146	146	146	146	146	146	146	146
Cumulative Lines Sold	146	292	438	583	729	875	1,021	1,167	1,313	1,458	1,604	1,750

Bristol Tennessee Essential Services
Revenue Productivity Forecast - Residential

	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24
New Sales (in \$)												
Bristol, Tennessee	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Revenue Recognized												
Month 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Month 2	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380
Month 3	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280
Month 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales Lift	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Revenue Allocation												
Local Voice	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909
Local Voice Features	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875
Long Distance	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875
Total Revenue	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Revenue Allotment												
Local Voice	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%
Local Voice Features	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%
Long Distance	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%
Direct New Sales												
Average Sale per Customer	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32
New Monthly Sales	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Monthly New Customers Added	146	146	146	146	146	146	146	146	146	146	146	146
Cumulative New Customers Added	1,896	2,042	2,188	2,333	2,479	2,625	2,771	2,917	3,063	3,208	3,354	3,500
Average Revenue/Line	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95
Lines per Customer	1	1	1	1	1	1	1	1	1	1	1	1
Monthly New Lines Sold	146	146	146	146	146	146	146	146	146	146	146	146
Cumulative Lines Sold	1,896	2,042	2,188	2,333	2,479	2,625	2,771	2,917	3,063	3,208	3,354	3,500

**Bristol Tennessee Essential Services
Revenue Productivity Forecast - Residential**

	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36
New Sales (in \$)												
Bristol Tennessee												
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Revenue Recognized												
Month 1	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380
Month 2	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280
Month 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Month 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales Lift	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Revenue Allocation												
Local Voice	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909
Local Voice Features	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875
Long Distance	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875
Total Revenue	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Revenue Allocation												
Local Voice	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%
Local Voice Features	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%
Long Distance	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%
Direct New Sales												
Average Sale per Customer	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32
New Monthly Sales	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Monthly New Customers Added												
Cumulative New Customers Added	146	146	146	146	146	146	146	146	146	146	146	146
Average Revenue/Line	3,195	3,195	3,195	3,195	3,195	3,195	3,195	3,195	3,195	3,195	3,195	3,195
Lines per Customer	1	1	1	1	1	1	1	1	1	1	1	1
Monthly New Lines Sold	146	146	146	146	146	146	146	146	146	146	146	146
Cumulative Lines Sold	3,546	3,792	3,938	4,083	4,229	4,375	4,521	4,667	4,813	4,958	5,104	5,250

**Bristol Tennessee Essential Services
Revenue Productivity Forecast - Residential**

	Month 37	Month 38	Month 39	Month 40	Month 41	Month 42	Month 43	Month 44	Month 45	Month 46	Month 47	Month 48
New Sales (in \$)												
Bristol, Tennessee	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Revenue Recognized												
Month 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Month 2	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380	\$ 4,380
Month 3	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280
Month 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales Lift	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Revenue Allocation												
Local Voice	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909	\$ 2,909
Local Voice Features	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875
Long Distance	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875
Total Revenue	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Revenue Allocation												
Local Voice	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%	62.44%
Local Voice Features	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%
Long Distance	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%	18.78%
Direct New Sales												
Average Sale per Customer	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32	\$ 32
New Monthly Sales	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659	\$ 4,659
Monthly New Customers Added	146	146	146	146	146	146	146	146	146	146	146	146
Cumulative New Customers Added	5,396	5,542	5,688	5,833	5,979	6,125	6,271	6,417	6,563	6,708	6,854	7,000
Average Revenue/Line	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95	\$ 31.95
Lines per Customer	1	1	1	1	1	1	1	1	1	1	1	1
Monthly New Lines Sold	146	146	146	146	146	146	146	146	146	146	146	146
Cumulative Lines Sold	5,196	5,342	5,488	5,633	5,779	5,925	6,071	6,217	6,363	6,508	6,654	6,800

Bristol Tennessee Essential Services
Revenue Productivity Forecast - Commercial

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
New Sales (in \$)												
Bristol, Tennessee	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039
Total	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039
Revenue Recognized												
Month 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Month 2	\$ -	\$ 1,916	\$ 1,916	\$ 1,916	\$ 1,916	\$ 1,916	\$ 1,916	\$ 1,916	\$ 1,916	\$ 1,916	\$ 1,916	\$ 1,916
Month 3	\$ -	\$ -	\$ -	\$ 122	\$ 122	\$ 122	\$ 122	\$ 122	\$ 122	\$ 122	\$ 122	\$ 122
Month 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales Lift	\$ -	\$ 1,916	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039
Revenue Allocation												
Local Voice	\$ -	\$ 1,127	\$ 1,199	\$ 1,199	\$ 1,199	\$ 1,199	\$ 1,199	\$ 1,199	\$ 1,199	\$ 1,199	\$ 1,199	\$ 1,199
Long Distance	\$ -	\$ 790	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840
Total Revenue	\$ -	\$ 1,916	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039
Revenue Allocation												
Local Voice	58.75%	58.75%	58.75%	58.75%	58.75%	58.75%	58.75%	58.75%	58.75%	58.75%	58.75%	58.75%
Long Distance	41.21%	41.21%	41.21%	41.21%	41.21%	41.21%	41.21%	41.21%	41.21%	41.21%	41.21%	41.21%
Direct New Sales												
Average Revenue per Customer	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204
New Monthly Sales	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039	\$ 2,039
Monthly New Customers Added	10	10	10	10	10	10	10	10	10	10	10	10
Cumulative New Customers Added	10	20	30	40	50	60	70	80	90	100	110	120
Average Revenue/Line	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95
Lines per Customer	3	3	3	3	3	3	3	3	3	3	3	3
Monthly New Lines Sold	30	30	30	30	30	30	30	30	30	30	30	30
Cumulative Lines Sold	30	60	90	120	150	180	210	240	270	300	330	360

Bristol Tennessee Essential Services
Revenue Productivity Forecast - Commercial

	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24
New Sales (in \$)												
Bristol Tennessee	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Total	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Revenue Recognized												
Month 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Month 2	\$ 1,976	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639
Month 3	\$ 122	\$ 122	\$ 41	\$ 41	\$ 41	\$ 41	\$ 41	\$ 41	\$ 41	\$ 41	\$ 41	\$ 41
Month 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales Lift	\$ 2,039	\$ 761	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Revenue Allocation												
Local Voice	\$ 1,199	\$ 447	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400
Long Distance	\$ 840	\$ 314	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280
Total Revenue	\$ 2,039	\$ 761	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Revenue Allocation												
Local Voice	\$ 58.79%	\$ 58.79%	\$ 58.79%	\$ 58.79%	\$ 58.79%	\$ 58.79%	\$ 58.79%	\$ 58.79%	\$ 58.79%	\$ 58.79%	\$ 58.79%	\$ 58.79%
Long Distance	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%
Direct New Sales												
Average Revenue per Customer	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204
New Monthly Sales	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Monthly New Customers Added	3	3	3	3	3	3	3	3	3	3	3	3
Cumulative New Customers Added	123	127	130	133	137	140	143	147	150	153	157	160
Average Revenue/Line	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95
Lines per Customer	3	3	3	3	3	3	3	3	3	3	3	3
Monthly New Lines Sold	10	10	10	10	10	10	10	10	10	10	10	10
Cumulative Lines Sold	370	380	390	400	410	420	430	440	450	460	470	480

Bristol Tennessee Essential Services
Revenue Productivity Forecast - Commercial

	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36
New Sales (in \$)												
Bristol, Tennessee	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Total	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Revenue Recognized												
Month 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Month 2	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639
Month 3	\$ -	\$ 41	\$ -	\$ 41	\$ -	\$ 41	\$ -	\$ 41	\$ -	\$ 41	\$ -	\$ 41
Month 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales Lift	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Revenue Allocation												
Local Voice	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400
Long Distance	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280
Total Revenue	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Revenue Allocation												
Local Voice	\$ 58.75%	\$ 58.75%	\$ 58.75%	\$ 58.75%	\$ 58.75%	\$ 58.75%	\$ 58.75%	\$ 58.75%	\$ 58.75%	\$ 58.75%	\$ 58.75%	\$ 58.75%
Long Distance	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%	\$ 41.21%
Direct New Sales												
Average Revenue per Customer	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204
New Monthly Sales	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Monthly New Customers Added	3	3	3	3	3	3	3	3	3	3	3	3
Cumulative New Customers Added	163	167	170	173	177	180	183	187	190	193	197	200
Average Revenue/Line	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95
Lines per Customer	3	3	3	3	3	3	3	3	3	3	3	3
Monthly New Lines Sold	10	10	10	10	10	10	10	10	10	10	10	10
Cumulative Lines Sold	490	500	510	520	530	540	550	560	570	580	590	600

Bristol Tennessee Essential Services
Revenue Productivity Forecast - Commercial

	Month 37	Month 38	Month 39	Month 40	Month 41	Month 42	Month 43	Month 44	Month 45	Month 46	Month 47	Month 48
New Sales (in \$)												
Bristol, Tennessee	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Total	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Revenue Recognized												
Month 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Month 2	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639	\$ 639
Month 3	\$ 41	\$ 41	\$ 41	\$ 41	\$ 41	\$ 41	\$ 41	\$ 41	\$ 41	\$ 41	\$ 41	\$ 41
Month 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales Lift	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Revenue Allocation												
Local Voice	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400
Long Distance	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280	\$ 280
Total Revenue	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Revenue Allocation												
Local Voice	58.79%	58.79%	58.79%	58.79%	58.79%	58.79%	58.79%	58.79%	58.79%	58.79%	58.79%	58.79%
Long Distance	41.21%	41.21%	41.21%	41.21%	41.21%	41.21%	41.21%	41.21%	41.21%	41.21%	41.21%	41.21%
Direct New Sales												
Average Revenue per Customer	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204	\$ 204
New Monthly Sales	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680	\$ 680
Monthly New Customers Added												
Cumulative New Customers Added	3	3	3	3	3	3	3	3	3	3	3	3
Average Revenue/Line	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95	\$ 67.95
Lines per Customer	3	3	3	3	3	3	3	3	3	3	3	3
Monthly New Lines Sold	10	10	10	10	10	10	10	10	10	10	10	10
Cumulative Lines Sold	610	620	630	640	650	660	670	680	690	700	710	720

Bristol Tennessee Essential Services
Capital Investment Schedule (Forecast)

Market / Position	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
Network Equipment													
Voice Switching Equipment	\$ 450,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 450,000
Voice Transport Equipment	\$ 150,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 150,000
Subtotal Network Equipment	\$ 600,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 600,000
ILLEC Collocation Charges	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Operational Support Systems													
Access Group - CLEC Billing	\$ 150,000	\$ 130,225	\$ 19,750	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 299,975
	\$ 150,000	\$ 130,225	\$ 19,750	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 299,975
Capitalized Start-up Expenditures	\$ 204,004	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 204,004
Capitalized Installation Charges	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 129,030
Total Capital Expenditures	\$ 964,757	\$ 140,978	\$ 30,503	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 10,753	\$ 1,233,009

Bristol Tennessee Essentia
Capital Investment Schedule (Fc

Market / Position	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	Total
Network Equipment													
Voice Switching Equipment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Voice Transport Equipment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-total Network Equipment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
ILEC Collocation Charges	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Operational Support Systems													
Access Group - CLEC Billing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Capitalized Start-up Expenditures	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Capitalized Installation Charges	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 123,510
Total Capital Expenditures	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 123,510

Bristol Tennessee Essentia
Capital Investment Schedule (Fc

Market / Position	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36	Total
Network Equipment													
Voice Switching Equipment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Voice Transport Equipment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-total Network Equipment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
IT/KC Collocation Charges	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Operational Support Systems													
Access Group - CLEC Billing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Capitalized Start-up Expenditures	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Capitalized Installation Charges	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 123,510
Total Capital Expenditures	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 10,293	\$ 123,510

Bristol Tennessee Essential Services
Balance Sheet (Pro-forma)

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
ASSETS												
Current Assets												
Cash and Cash Equivalents	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Accounts Receivable, Net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Receivables	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Property, Plant and Equipment												
Machinery & Equipment	\$ 964,757	\$ 1,105,734	\$ 1,136,327	\$ 1,146,989	\$ 1,157,742	\$ 1,168,404	\$ 1,179,247	\$ 1,189,999	\$ 1,200,752	\$ 1,211,504	\$ 1,222,257	\$ 1,233,009
Total	\$ 964,757	\$ 1,105,734	\$ 1,136,327	\$ 1,146,989	\$ 1,157,742	\$ 1,168,404	\$ 1,179,247	\$ 1,189,999	\$ 1,200,752	\$ 1,211,504	\$ 1,222,257	\$ 1,233,009
Less Accum. Depreciation	\$ (32,594)	\$ (11,734)	\$ (13,097)	\$ (24,453)	\$ (30,571)	\$ (37,265)	\$ (43,773)	\$ (50,344)	\$ (56,916)	\$ (63,543)	\$ (70,213)	\$ (76,900)
Net Property, Plant and Equipment	\$ 932,163	\$ 1,094,000	\$ 1,123,424	\$ 1,122,534	\$ 1,127,171	\$ 1,131,139	\$ 1,135,474	\$ 1,139,655	\$ 1,143,836	\$ 1,147,962	\$ 1,152,043	\$ 1,156,079
Deposits and Other Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Non-current Assets, Net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Other Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL ASSETS	\$ 932,163	\$ 1,094,000	\$ 1,123,424	\$ 1,122,534	\$ 1,127,171	\$ 1,131,139	\$ 1,135,474	\$ 1,139,655	\$ 1,143,836	\$ 1,147,962	\$ 1,152,043	\$ 1,156,079
LIABILITIES & NET ASSETS												
Current Liabilities												
Accounts Payable & Accrued Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Current Portion Capitalized Leases	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Liabilities												
Business Unit Line of Credit	\$ 1,007,732	\$ 1,191,707	\$ 1,262,280	\$ 1,312,174	\$ 1,359,474	\$ 1,404,759	\$ 1,449,653	\$ 1,491,944	\$ 1,532,192	\$ 1,572,046	\$ 1,609,273	\$ 1,644,453
Total Other Liabilities	\$ 1,007,732	\$ 1,191,707	\$ 1,262,280	\$ 1,312,174	\$ 1,359,474	\$ 1,404,759	\$ 1,449,653	\$ 1,491,944	\$ 1,532,192	\$ 1,572,046	\$ 1,609,273	\$ 1,644,453
TOTAL LIABILITIES	\$ 1,007,732	\$ 1,191,707	\$ 1,262,280	\$ 1,312,174	\$ 1,359,474	\$ 1,404,759	\$ 1,449,653	\$ 1,491,944	\$ 1,532,192	\$ 1,572,046	\$ 1,609,273	\$ 1,644,453
Net Assets												
Unrestricted	\$ (48,571)	\$ (97,707)	\$ (144,141)	\$ (189,640)	\$ (232,590)	\$ (273,621)	\$ (314,203)	\$ (352,290)	\$ (388,356)	\$ (424,086)	\$ (457,230)	\$ (488,374)
TOTAL NET ASSETS	\$ (48,571)	\$ (97,707)	\$ (144,141)	\$ (189,640)	\$ (232,590)	\$ (273,621)	\$ (314,203)	\$ (352,290)	\$ (388,356)	\$ (424,086)	\$ (457,230)	\$ (488,374)
TOTAL LIABILITIES & NET ASSETS	\$ 959,161	\$ 1,093,990	\$ 1,118,280	\$ 1,122,534	\$ 1,126,884	\$ 1,131,139	\$ 1,135,474	\$ 1,139,655	\$ 1,143,836	\$ 1,147,962	\$ 1,152,043	\$ 1,156,079

Bristol Tennessee Essential Services
Balance Sheet (Pro-forma)

	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24
ASSETS												
Current Assets												
Cash and Cash Equivalents	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,334	\$ 9,785	\$ 11,122	\$ 11,127	\$ 11,132	\$ 25,114
Accounts Receivable, Net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Receivables	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,334	\$ 9,785	\$ 11,122	\$ 11,127	\$ 11,132	\$ 25,114
Property, Plant and Equipment												
Machinery & Equipment	\$ 1,243,302	\$ 1,251,594	\$ 1,263,887	\$ 1,274,179	\$ 1,284,472	\$ 1,294,764	\$ 1,305,057	\$ 1,315,349	\$ 1,325,642	\$ 1,335,934	\$ 1,346,227	\$ 1,356,519
Total	\$ 1,243,302	\$ 1,251,594	\$ 1,263,887	\$ 1,274,179	\$ 1,284,472	\$ 1,294,764	\$ 1,305,057	\$ 1,315,349	\$ 1,325,642	\$ 1,335,934	\$ 1,346,227	\$ 1,356,519
Less Accum. Depreciation	\$ (483,689)	\$ (490,400)	\$ (497,315)	\$ (504,233)	\$ (511,154)	\$ (518,127)	\$ (525,143)	\$ (532,203)	\$ (539,305)	\$ (546,450)	\$ (553,638)	\$ (560,868)
Net Property, Plant and Equipment	\$ 759,613	\$ 761,194	\$ 766,572	\$ 769,946	\$ 773,318	\$ 776,637	\$ 779,912	\$ 783,146	\$ 786,337	\$ 789,484	\$ 792,589	\$ 795,651
Deposits and Other Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Non-current Assets, Net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Other Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL ASSETS	\$ 1,159,613	\$ 1,163,104	\$ 1,166,551	\$ 1,169,946	\$ 1,173,318	\$ 1,176,637	\$ 1,180,247	\$ 1,183,931	\$ 1,187,673	\$ 1,191,468	\$ 1,195,271	\$ 1,199,270
LIABILITIES & NET ASSETS												
Current Liabilities												
Accounts Payable & Accrued Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Current Portion Capitalized Leases	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Liabilities												
Balance Sheet Line of Credit	\$ 1,679,487	\$ 1,713,707	\$ 1,744,929	\$ 1,773,720	\$ 1,801,731	\$ 1,826,720	\$ 1,854,674	\$ 1,880,955	\$ 1,901,081	\$ 1,917,398	\$ 1,931,228	\$ 1,976,932
Total Other Liabilities	\$ 1,679,487	\$ 1,713,707	\$ 1,744,929	\$ 1,773,720	\$ 1,801,731	\$ 1,826,720	\$ 1,854,674	\$ 1,880,955	\$ 1,901,081	\$ 1,917,398	\$ 1,931,228	\$ 1,976,932
TOTAL LIABILITIES	\$ 1,679,487	\$ 1,713,707	\$ 1,744,929	\$ 1,773,720	\$ 1,801,731	\$ 1,826,720	\$ 1,854,674	\$ 1,880,955	\$ 1,901,081	\$ 1,917,398	\$ 1,931,228	\$ 1,976,932
Net Assets												
Unleveraged	\$ (519,874)	\$ (550,603)	\$ (578,377)	\$ (603,764)	\$ (628,413)	\$ (650,083)	\$ (669,427)	\$ (688,024)	\$ (705,622)	\$ (722,786)	\$ (739,507)	\$ (756,164)
TOTAL NET ASSETS	\$ (519,874)	\$ (550,603)	\$ (578,377)	\$ (603,764)	\$ (628,413)	\$ (650,083)	\$ (669,427)	\$ (688,024)	\$ (705,622)	\$ (722,786)	\$ (739,507)	\$ (756,164)
TOTAL LIABILITIES & NET ASSETS	\$ 1,159,613	\$ 1,163,104	\$ 1,166,551	\$ 1,169,946	\$ 1,173,318	\$ 1,176,637	\$ 1,180,247	\$ 1,183,931	\$ 1,187,673	\$ 1,191,468	\$ 1,195,271	\$ 1,199,270

Bristol Tennessee Essential Services
Balance Sheet (Pro-forma)

	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36
ASSETS												
Current Assets												
Cash and Cash Equivalents	\$ 25,125	\$ 25,138	\$ 25,146	\$ 25,154	\$ 17,981	\$ 16,079	\$ 17,226	\$ 20,443	\$ 23,250	\$ 32,767	\$ 42,727	\$ 24,500
Accounts Receivable Net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Receivables	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Assets	\$ 25,125	\$ 25,138	\$ 25,146	\$ 25,154	\$ 17,981	\$ 16,079	\$ 17,226	\$ 20,443	\$ 23,250	\$ 32,767	\$ 42,727	\$ 24,500
Property, Plant and Equipment												
Machinery & Equipment	\$ 1,365,812	\$ 1,377,104	\$ 1,387,397	\$ 1,397,689	\$ 1,407,982	\$ 1,418,274	\$ 1,428,567	\$ 1,438,859	\$ 1,449,152	\$ 1,459,444	\$ 1,469,737	\$ 1,480,029
Total	\$ 1,365,812	\$ 1,377,104	\$ 1,387,397	\$ 1,397,689	\$ 1,407,982	\$ 1,418,274	\$ 1,428,567	\$ 1,438,859	\$ 1,449,152	\$ 1,459,444	\$ 1,469,737	\$ 1,480,029
Less Accum. Depreciation	\$ (168,142)	\$ (175,458)	\$ (182,816)	\$ (190,200)	\$ (197,665)	\$ (205,153)	\$ (212,664)	\$ (220,218)	\$ (227,825)	\$ (235,415)	\$ (243,171)	\$ (250,983)
Net Property, Plant and Equipment	\$ 1,198,670	\$ 1,201,646	\$ 1,204,579	\$ 1,207,489	\$ 1,210,316	\$ 1,213,121	\$ 1,215,882	\$ 1,218,601	\$ 1,221,326	\$ 1,223,999	\$ 1,226,469	\$ 1,229,046
Deposits and Other Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Non-current Assets Net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Other Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL ASSETS	\$ 1,223,797	\$ 1,226,783	\$ 1,229,725	\$ 1,232,688	\$ 1,238,267	\$ 1,229,200	\$ 1,233,108	\$ 1,239,444	\$ 1,246,557	\$ 1,255,676	\$ 1,269,236	\$ 1,253,547
LIABILITIES & NET ASSETS												
Current Liabilities												
Accounts Payable & Accrued Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Current Portion Capitalized Leases	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Liabilities												
Business Unit Line of Credit	\$ 1,988,751	\$ 1,998,066	\$ 2,006,528	\$ 2,007,439	\$ 2,007,525	\$ 2,007,445	\$ 2,007,498	\$ 2,007,384	\$ 2,007,202	\$ 2,006,952	\$ 2,006,633	\$ 2,008,100
Total Other Liabilities	\$ 1,988,751	\$ 1,998,066	\$ 2,006,528	\$ 2,007,439	\$ 2,007,525	\$ 2,007,445	\$ 2,007,498	\$ 2,007,384	\$ 2,007,202	\$ 2,006,952	\$ 2,006,633	\$ 2,008,100
TOTAL LIABILITIES	\$ 1,988,751	\$ 1,998,066	\$ 2,006,528	\$ 2,007,439	\$ 2,007,525	\$ 2,007,445	\$ 2,007,498	\$ 2,007,384	\$ 2,007,202	\$ 2,006,952	\$ 2,006,633	\$ 2,008,100
Net Assets												
Unamortized	\$ (764,933)	\$ (771,283)	\$ (776,802)	\$ (779,221)	\$ (779,228)	\$ (778,345)	\$ (774,390)	\$ (762,940)	\$ (760,643)	\$ (750,276)	\$ (737,407)	\$ (754,531)
TOTAL NET ASSETS	\$ (764,933)	\$ (771,283)	\$ (776,802)	\$ (779,221)	\$ (779,228)	\$ (778,345)	\$ (774,390)	\$ (762,940)	\$ (760,643)	\$ (750,276)	\$ (737,407)	\$ (754,531)
TOTAL LIABILITIES & NET ASSETS	\$ 1,223,797	\$ 1,226,783	\$ 1,229,725	\$ 1,232,688	\$ 1,238,267	\$ 1,229,200	\$ 1,233,108	\$ 1,239,444	\$ 1,246,557	\$ 1,255,676	\$ 1,269,236	\$ 1,253,547

Bristol Tennessee Essential Services
Business Unit Line of Credit

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Beginning Balance	\$ -	\$ (1,007,732)	\$ (1,191,207)	\$ (1,262,280)	\$ (1,312,174)	\$ (1,359,474)	\$ (1,404,750)	\$ (1,449,653)	\$ (1,491,944)	\$ (1,532,192)	\$ (1,572,048)	\$ (1,609,273)
Draws	\$ (1,005,846)	\$ (179,035)	\$ (66,357)	\$ (64,991)	\$ (42,221)	\$ (40,024)	\$ (39,487)	\$ (36,717)	\$ (34,524)	\$ (33,963)	\$ (31,213)	\$ (29,076)
Interest Expense	\$ (1,886)	\$ (4,450)	\$ (4,716)	\$ (4,902)	\$ (5,079)	\$ (5,243)	\$ (5,416)	\$ (5,574)	\$ (5,724)	\$ (5,873)	\$ (6,012)	\$ (6,144)
Repayments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Ending Balance	\$ (1,007,732)	\$ (1,191,207)	\$ (1,262,280)	\$ (1,312,174)	\$ (1,352,474)	\$ (1,404,750)	\$ (1,449,653)	\$ (1,491,944)	\$ (1,532,192)	\$ (1,572,048)	\$ (1,609,273)	\$ (1,644,453)

Bristol Tennessee Essential
Business Unit Line of Credit

	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24
Beginning Balance	\$ (1,644,453)	\$ (1,679,487)	\$ (1,713,707)	\$ (1,744,929)	\$ (1,773,720)	\$ (1,801,731)	\$ (1,826,720)	\$ (1,854,674)	\$ (1,880,955)	\$ (1,901,081)	\$ (1,917,398)	\$ (1,931,228)
Draws	\$ (28,719)	\$ (27,818)	\$ (24,703)	\$ (22,165)	\$ (21,279)	\$ (18,164)	\$ (33,062)	\$ (56,556)	\$ (30,190)	\$ (25,383)	\$ (23,910)	\$ (45,678)
Interest Expense	\$ (9,275)	\$ (6,402)	\$ (6,519)	\$ (6,627)	\$ (6,731)	\$ (6,825)	\$ (6,993)	\$ (7,091)	\$ (7,167)	\$ (7,228)	\$ (7,280)	\$ (7,451)
Repayments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 17,102	\$ 17,466	\$ 17,259	\$ 17,295	\$ 17,560	\$ 17,425
Ending Balance	\$ (1,879,457)	\$ (1,713,707)	\$ (1,744,929)	\$ (1,773,720)	\$ (1,801,731)	\$ (1,826,720)	\$ (1,854,674)	\$ (1,880,955)	\$ (1,901,081)	\$ (1,917,398)	\$ (1,931,228)	\$ (1,976,922)

Bristol Tennessee Essential
Business Unit Line of Credit

	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36
Beginning Balance	\$ (1,976,932)	\$ (1,988,751)	\$ (1,998,066)	\$ (2,006,525)	\$ (2,007,439)	\$ (2,007,525)	\$ (2,007,545)	\$ (2,007,498)	\$ (2,007,384)	\$ (2,007,202)	\$ (2,006,952)	\$ (2,006,633)
Draws	\$ (21,813)	\$ (19,341)	\$ (18,522)	\$ (16,014)	\$ (10,293)	\$ (10,293)	\$ (10,293)	\$ (10,293)	\$ (10,293)	\$ (10,293)	\$ (10,293)	\$ (12,141)
Interest Expense	\$ (7,495)	\$ (7,530)	\$ (7,562)	\$ (7,585)	\$ (7,566)	\$ (7,557)	\$ (7,567)	\$ (7,567)	\$ (7,566)	\$ (7,566)	\$ (7,565)	\$ (7,570)
Repayments	\$ 17,400	\$ 17,556	\$ 17,622	\$ 22,688	\$ 17,723	\$ 17,439	\$ 17,506	\$ 17,273	\$ 18,041	\$ 18,165	\$ 18,116	\$ 18,245
Funding Balance	\$ (1,988,751)	\$ (1,998,066)	\$ (2,006,525)	\$ (2,007,439)	\$ (2,007,525)	\$ (2,007,545)	\$ (2,007,498)	\$ (2,007,384)	\$ (2,007,202)	\$ (2,006,952)	\$ (2,006,633)	\$ (2,006,100)

Bristol Tennessee Essential Services
Network Interconnection Charges (Forecast)

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
Network Interconnection													
Local Transport Charge													
SS*	\$ 1,837	\$ 3,675	\$ 5,512	\$ 7,350	\$ 9,187	\$ 11,025	\$ 12,862	\$ 14,700	\$ 16,537	\$ 18,375	\$ 20,212	\$ 22,050	\$ 413,322
A-Link STP Port Charge - Bristol, TN Link	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 5,820
A-Link STP Port Charge - Johnson City, TN Link	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 5,820
A-Link DS-1 Transport Charge - Bristol, TN Link	\$ 480	\$ 480	\$ 480	\$ 480	\$ 480	\$ 480	\$ 480	\$ 480	\$ 480	\$ 480	\$ 480	\$ 480	\$ 5,760
A-Link DS-1 Transport Charge - Johnson City, TN Link	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 12,900
Total SS* Transport Charges	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 30,420
One-way Trunk Groups - Residential													
DS-1 Transport Requirement	1	1	1	2	2	2	2	2	2	2	2	4	4
DS-0 Origination Requirement	7	15	22	29	36	44	51	58	66	73	80	88	88
DS-0 Termination Requirement	7	15	22	29	36	44	51	58	66	73	80	88	88
DS-1 Originating Trunk Costs - NRC	\$ 1,155	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 25,800
DS-1 Terminating Trunk Costs - NRC	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 25,800
Total Residential Trunk Group Charges	\$ 3,305	\$ 2,150	\$ 2,150	\$ 2,727	\$ 2,150	\$ 2,150	\$ 3,802	\$ 3,225	\$ 3,225	\$ 4,300	\$ 4,300	\$ 4,300	\$ 38,362
One-way Trunk Groups - Commercial													
DS-1 Transport Requirement	1	1	1	1	2	2	2	2	2	3	3	3	3
DS-0 Origination Requirement	5	10	15	20	25	30	35	40	45	50	55	60	60
DS-0 Termination Requirement	5	10	15	20	25	30	35	40	45	50	55	60	60
DS-1 Originating Trunk Costs - NRC	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
DS-1 Terminating Trunk Costs - NRC	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Commercial Trunk Group Charges	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Two-way Trunk Groups													
DS-1 Transport Requirement	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 25,800
Two-way Mtr. Trunk Groups													
DS-1 Transport Requirement	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 12,900
Director Assistance													
Operator Services													
Buy Line Verification													
Total Network Interconnection Charges	\$ 10,902	\$ 11,585	\$ 13,422	\$ 15,837	\$ 17,097	\$ 18,935	\$ 22,425	\$ 23,635	\$ 25,572	\$ 29,012	\$ 30,272	\$ 32,110	\$ 259,804

Bristol Tennessee Essential Services
Network Interconnection Charges (Forecast)

	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	Total
Network Interconnection													
Local Transport Charge													
SS7	\$ 21,678	\$ 25,206	\$ 25,935	\$ 28,563	\$ 30,192	\$ 31,820	\$ 33,449	\$ 35,077	\$ 36,705	\$ 38,334	\$ 39,963	\$ 41,591	\$39,614
A-link STP Port Charge - Bristol, TN Link	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 5,820
A-link STP Port Charge - Johnson City, TN Link	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 5,820
A-link DS-1 Transport Charge - Bristol, TN Link	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 5,860
A-link DS-1 Transport Charge - Johnson City, TN Link	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 12,900
Total SS7 Transport Charges	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 30,420
One-way Trunk Groups - Residential													
DS-1 Transport Requirement	4	5	5	5	5	6	6	7	7	7	7	8	
DS-6 Operating Requirement	95	102	109	117	124	131	139	146	153	160	168	175	
DS-6 Termination Requirement	95	102	109	117	124	131	139	146	153	160	168	175	
DS-1 Operating Trunk Costs - NRC	\$ -	\$ 577	\$ -	\$ -	\$ 577	\$ -	\$ -	\$ 577	\$ -	\$ -	\$ -	\$ 577	\$ 2,310
DS-1 Operating Trunk Costs - MRC	\$ 4,300	\$ 5,375	\$ 5,375	\$ 5,375	\$ 6,450	\$ 6,450	\$ 6,450	\$ 7,525	\$ 7,525	\$ 7,525	\$ 7,525	\$ 8,600	\$ 73,475
DS-1 Terminating Trunk Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Residential Trunk Group Charges	\$ 4,320	\$ 5,952	\$ 5,375	\$ 5,375	\$ 7,027	\$ 6,450	\$ 6,450	\$ 8,102	\$ 7,525	\$ 7,525	\$ 7,525	\$ 9,177	\$ 80,795
One-way Trunk Groups - Commercial													
DS-1 Transport Requirement	3	3	3	3	3	3	3	4	4	4	4	4	
DS-6 Operating Requirement	62	63	65	67	68	70	72	73	75	77	78	80	
DS-6 Termination Requirement	62	63	65	67	68	70	72	73	75	77	78	80	
DS-1 Operating Trunk Costs - NRC	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
DS-1 Operating Trunk Costs - MRC	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
DS-1 Terminating Trunk Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Commercial Trunk Group Charges	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Two-way Trunk Groups	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 25,900
Transient													
Two-way Misc Trunk Groups	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 12,900
E-911													
Directory Assistance													
Operator Services													
Busy Line Verification													
Total Network Interconnection Charges	\$ 33,738	\$ 37,019	\$ 38,070	\$ 39,698	\$ 42,579	\$ 44,030	\$ 45,559	\$ 48,940	\$ 49,991	\$ 51,619	\$ 53,248	\$ 56,228	\$ 541,518

Bristol Tennessee Essential Services
Network Interconnection Charges (Forecast)

	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36	Total
Network Interconnection													
Local Transport Charge													
SS7	\$ 41,219	\$ 44,848	\$ 46,476	\$ 48,105	\$ 49,733	\$ 51,362	\$ 52,990	\$ 54,619	\$ 56,247	\$ 57,876	\$ 59,504	\$ 61,133	\$636,112
A-link STP Port Charge - Bristol, TN Link	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 5,820
A-link STP Port Charge - Johnson City, TN Link	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 485	\$ 5,820
A-link DS-1 Transport Charge - Bristol, TN Link	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 490	\$ 5,880
A-link DS-1 Transport Charge - Johnson City, TN Link	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 12,900
Total SS7 Transport Charges	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 2,535	\$ 30,420
One-way Trunk Groups - Residential													
DS-1 Transport Requirement	8	8	9	9	9	10	10	10	11	11	11	11	11
DS-0 Organizing Requirement	182	190	197	204	211	219	225	233	241	248	255	263	263
DS-0 Terminating Requirement	182	197	197	204	211	219	226	233	241	248	255	263	263
DS-1 Organizing Trunk Costs - RRC	\$	\$	\$ 577	\$	\$	\$ 577	\$	\$	\$ 577	\$	\$	\$	\$ 1,732
DS-1 Organizing Trunk Costs - RRC	\$ 8,600	\$ 8,600	\$ 9,675	\$ 9,675	\$ 9,675	\$ 10,750	\$ 10,750	\$ 10,750	\$ 11,825	\$ 11,825	\$ 11,825	\$ 11,825	\$ 125,775
DS-1 Terminating Trunk Costs	\$	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$ 30	\$
Total Residential Trunk Group Charges	\$ 8,600	\$ 9,600	\$ 10,252	\$ 9,675	\$ 9,675	\$ 11,327	\$ 10,750	\$ 10,750	\$ 12,402	\$ 11,825	\$ 11,825	\$ 11,825	\$ 127,507
One-way Trunk Groups - Commercial													
DS-1 Transport Requirement	4	4	4	4	4	4	4	4	4	5	5	5	5
DS-0 Organizing Requirement	82	83	85	87	88	90	92	93	95	97	98	100	100
DS-0 Terminating Requirement	82	83	85	87	88	90	92	93	95	97	98	100	100
DS-1 Organizing Trunk Costs - RRC	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
DS-1 Organizing Trunk Costs - RRC	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
DS-1 Terminating Trunk Costs	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Total Commercial Trunk Group Charges	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Two-way Trunk Groups													
E-911	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 2,150	\$ 25,800
Two-way Misc. Trunk Groups	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 1,075	\$ 12,900
Directory Assistance													
Operator Services													
Busy Line Verification													
Total Network Interconnection Charges	\$ 57,579	\$ 59,208	\$ 62,489	\$ 63,540	\$ 65,168	\$ 68,449	\$ 69,500	\$ 71,129	\$ 74,410	\$ 75,461	\$ 77,089	\$ 78,718	\$ 822,739

Bristol Tennessee Essential Services
Ad Valorem Tax Calculation

Forecast

Description	Mos 1 - 12	Mos 13 - 24	Mos 25 - 36
Beginning of year plant in service	-	\$1,233,009	\$1,356,519
Beginning of year accumulated depreciation	-	\$76,930	\$160,868
Beginning of year net plant	-	1,156,079	1,195,651
Beginning of year inventory	-	-	-
Taxable base	-	1,156,079	1,195,651
Assessment ratio	55%	55%	55%
Assessed base	-	635,844	657,608
Equalization ratio	94.80%	94.80%	94.80%
Equalized base	-	602,780	623,412
Tax rate	0.0235	0.0235	0.0235
Property tax subtotal	-	14,165	14,650
Average of prior three years' telephone revenue	-	\$142,233	568,936
Average of prior three years' telephone cost of sales	-	\$31,171	122,473
Average of prior three years' gross margin	-	111,062	446,464
Tax rate	4%	4%	4%
Property tax subtotal	-	4,442	17,859
Total property tax	-	18,608	32,509

**Bristol Tennessee Essential Services
State Franchise Tax Calculation**

Line No	(1) Description	(2) Year 1	(3) Year 2	(4) Year 3
1	Machinery and equipment	\$ 1,233,009	1,356,519	1,480,029
2	Less accumulated depreciation	(76,930)	(160,868)	(250,983)
3	Prepaid supplies	-	-	-
4	Inventories	-	-	-
5	Work in progress	-	-	-
6	Rental value of real property	76,800	76,800	76,800
7	Subtotal	\$ 1,232,879	1,272,451	1,305,846
8	Total net assets	\$ (420,344)	7,605	968,410
9	Line of credit	1,296,401	1,222,893	1,070,832
10	Subtotal	\$ 876,057	1,230,498	2,039,242
11	Greater of line 6 or line 9	\$ 1,232,879	1,272,451	2,039,242
12	Tax rate	0 0025	0 0025	0 0025
13	State franchise tax	\$ 3,082	3,181	5,098

**Bristol Tennessee Essential Services
State Excise Tax Calculation**

Line No	(1) Description	(2) Year 1	(3) Year 2	(4) Year 3
1	Revenues	\$ 426,698	1,280,111	2,029,768
2	Cost of services	93,513	273,904	423,570
3	Network interconnection expense	250,804	541,518	822,739
4	SG&A expense	432,801	565,972	601,150
5	Depreciation	76,930	83,939	90,114
6	Interest expense	61,024	82,589	90,706
7	State franchise tax	3,082	3,181	5,098
8	Total expense	918,154	1,551,103	2,033,378
9	Book taxable income	(491,456)	(270,993)	(3,609)
10	Tax rate	0 065	0 065	0 065
11	Excise tax	\$ (31,945)	(17,615)	(235)

**Bristol Tennessee Essential Services
Federal Income Tax Calculation**

Line No	(1) Description	(2) Year 1	(3) Year 2	(4) Year 3
1	Revenues	\$ 426,698	1,280,111	2,029,768
2	Cost of services	93,513	273,904	423,570
3	Network interconnection expense	250,804	541,518	822,739
4	SG&A expense	432,801	565,972	601,150
5	Depreciation	76,930	83,939	90,114
6	Interest expense	50,954	50,955	50,956
7	State franchise tax	3,082	3,181	5,098
8	Excise tax	(31,945)	(17,615)	(235)
9	Total expense	876,139	1,501,855	1,993,393
10	Book taxable income	(449,441)	(221,744)	36,375
11	Federal income tax	\$ (152,810)	(75,393)	12,368