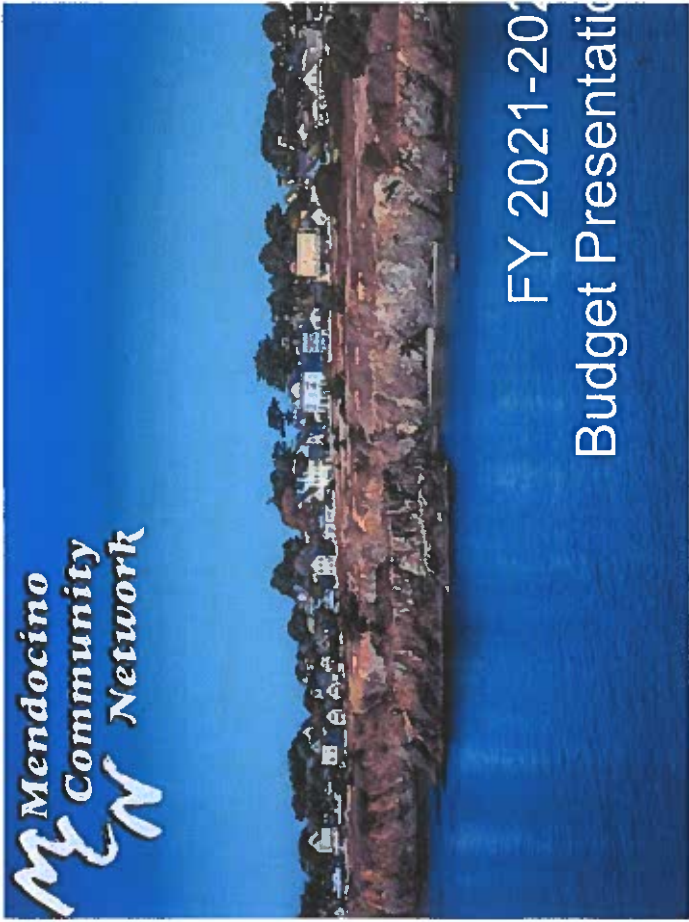
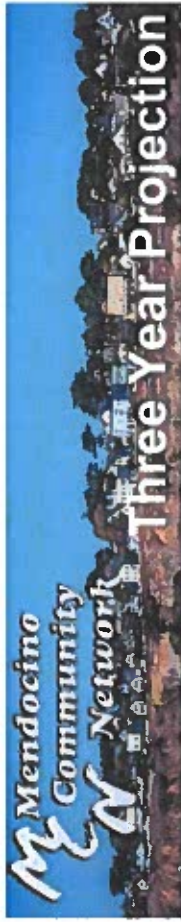




Fusion
FY 19-20 -1/Month
Budget FY 20-21 -1/Month
September 2020 (4 Months) Net: -1
School Starts

2



October 2020: -16
November 2020: -5
December 2020: -12
January 2021: -15
February 2021: -17
March 2021: -2
April 2021: +2

3

	21-22	22-23	23-24
Projected Income:	\$2,432,737	\$2,497,543	\$2,563,508
Projected Expense:	\$2,415,479	\$2,393,973	\$2,390,242
Projected Profit:	\$17,259	\$103,570	\$173,266
District Donation:	\$40,000	\$40,000	\$40,000
Net Profit:	(\$22,741)	\$63,570	\$133,266

4



Income Projections

	21-22	22-23	23-24
Analog: -2/Month	\$14,072	\$9,767	\$5,461
Digital Voice: +8/Month	\$194,628	\$224,868	\$255,108
Fusion: -9/Month	\$1,121,449	\$1,074,260	\$1,027,071
Email: +2/Month	\$185,706	\$192,690	\$199,794
Open Air: +12/Month	\$179,493	\$288,397	\$391,991

5



Expense Projections

	21-22	22-23	23-24
Bank Fees	\$45,698	\$46,916	\$48,156
Building & Facilities	\$4,233	\$4,233	\$33,833
Conference & Travel	\$19,225	\$14,225	\$14,225
Consulting (Audit)	\$3,500	\$3,500	\$3,500
Postage/Office	\$8,004	\$8,004	\$8,004
Domain Account	\$18,100	\$18,100	\$18,100
PGE, Legal, Insurance	\$17,788	\$17,788	\$17,788



Expense Projections

	21-22	22-23	23-24
DV/DSL EQ	\$29,200	\$29,200	\$29,200
Equipment (Lease)	\$43,269	\$43,269	\$15,000
Personnel	\$888,951	\$919,288	\$929,881
Promotion/Advertising	\$12,307	\$12,307	\$12,307
Wireless	\$94,152	\$68,706	\$53,260
Wholesale Telecom	\$740,069	\$734,402	\$739,337



Additional Details

Sunset Legacy DSL

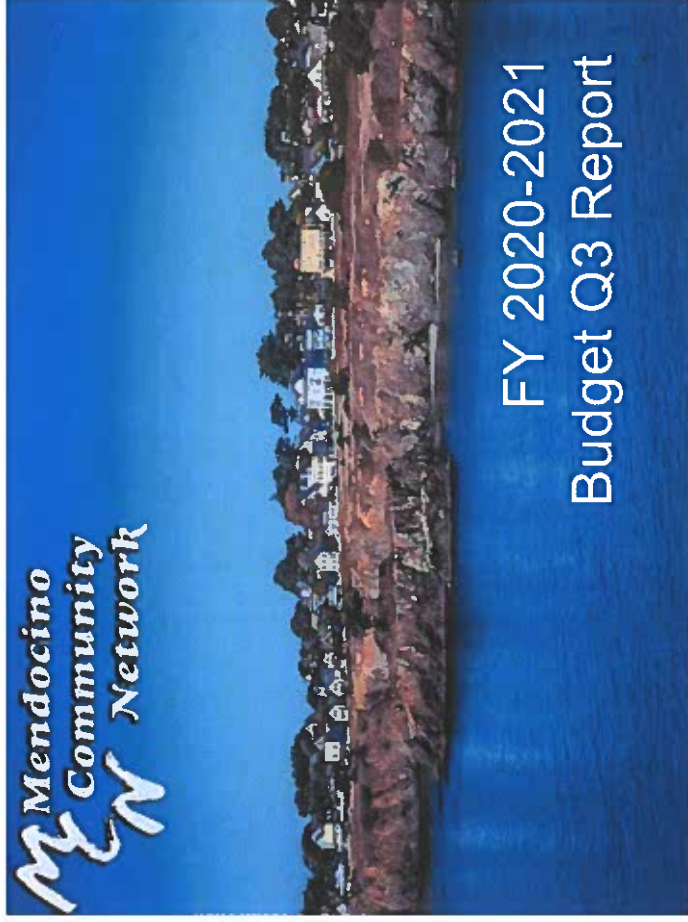
Continued Fusion Conversion to Open Air
 Email Price Increase \$2.50 to \$4.50/month
 Addition of .5 FTE Inside Operations Agent

Lease of Additional Truck

Purchase of SeaKay Wireless Customers

Rent for Fort Bragg Office

8



	FY19-20	FY20-21	Change	%Change
January	\$185,398	\$190,871	\$5,473	2.95%
February	\$186,530	\$195,358	\$8,828	4.73%
March	\$184,883	\$192,432	\$7,549	4.08%
Total	\$555,809	\$555,809	\$22,852	4.11%



	FY19-20	FY20-21	Change	%Change
January	\$196,694	\$193,566	(\$3,128)	(1.59%)
February	\$228,277	\$188,434	(\$39,843)	(17.45%)
March	\$176,557	\$176,557	\$23,701	13.42%
Total	\$601,528	\$582,259	(\$19,269)	(3.2%)



	FY19-20	FY19-20	Change
January	(\$11,296)	(\$2,695)	\$8,601
February	(\$42,469)	\$6,924	\$48,761
March	\$5,604	(\$7,826)	(\$16,152)
Total	(\$48,161)	(\$3,598)	\$42,121



Net Assets	6/30/20	\$247,067
Net Assets	3/31/21	\$179,309
Net Change		(\$67,758)