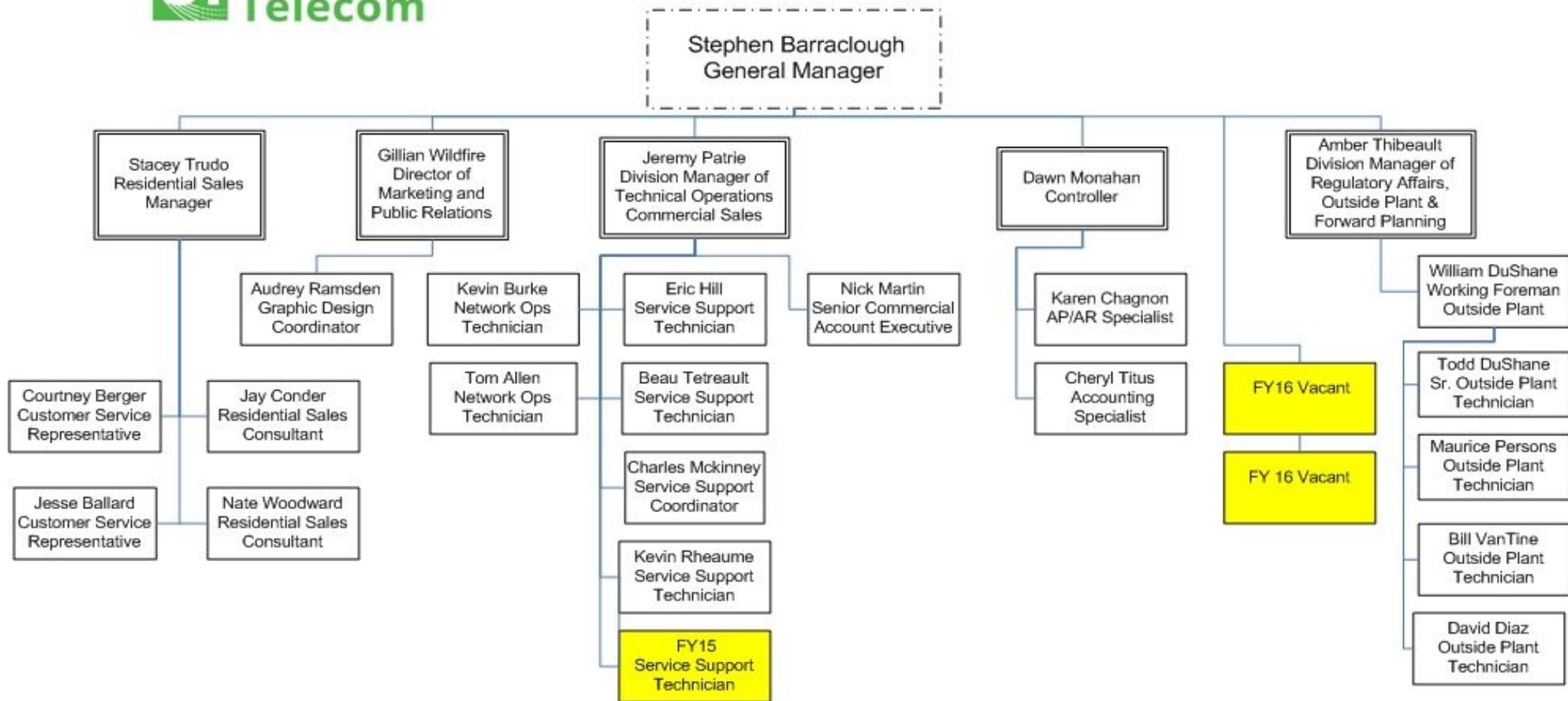


**Burlington Telecom
Budget Review**

	Forecast FY15 (9+3)	Budget FY16	Variance
REVENUE			
RESIDENTIAL REVENUE	4,739,394	5,166,150	426,756
BUSINESS & OTHER REVENUE	<u>2,979,847</u>	<u>3,107,448</u>	<u>127,601</u>
	7,719,241	8,273,598	554,357
COGS			
INTERNET PROVISIONING	222,026	236,000	13,974
VOICE PROVISIONING	383,476	413,356	29,880
VIDEO PROVISIONING	<u>1,418,610</u>	<u>1,537,395</u>	<u>118,785</u>
	2,024,112	2,186,751	162,639
GROSS MARGIN	5,695,129	6,086,846	391,717
	73.8%	73.6%	
OPERATING			
OUTSIDE PLANT	758,197	751,280	(6,917)
NETWORK OPS	499,124	486,653	(12,471)
SALES	149,895	151,565	1,670
CUSTOMER SVC	584,333	589,293	4,960
ADMIN/BUS	1,161,100	1,256,406	95,306
LEGAL & REGULATORY	217,304	256,436	39,132
HELP DESK	238,257	296,418	58,161
MARKETING	186,825	212,526	25,701
ADMIN FEE	148,266	68,115	(80,151)
TOTAL OPERATING EXPENSES	<u>3,943,300</u>	<u>4,068,692</u>	<u>125,392</u>
EBITDA	1,751,829	2,018,154	266,325
	22.7%	24.4%	
CAPITAL EXPENDITURES	908,000	1,200,000	292,000
CASH FLOW PRE-DEBT SERVICE	843,829	818,154	(25,675)
DEBT SERVICE	442,609	558,215	(115,606)
POST DEBT SERVICE	401,220	259,939	(141,281)



FY15 Approved	26
FY16 Proposed Additions	<u>2</u>
Total Employees	28