



RVBA Strategic Board Meeting

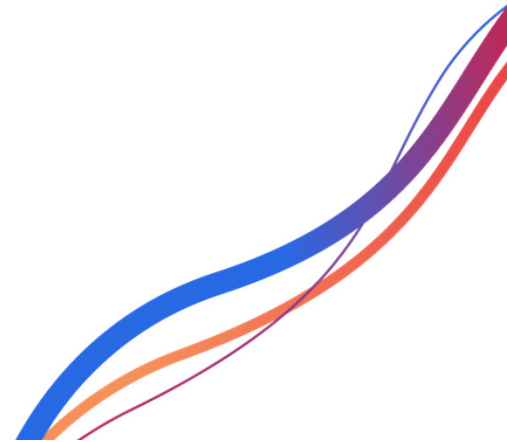
May 2024



Roanoke Valley
Broadband Authority

Agenda

- Review 2023-2024
 - Successes and highlights
- Network Strategy and Terms
- 5 Year Product Portfolio
- 2 year budget and cash flow
- Future Challenges/Solutions
- Open Discussion



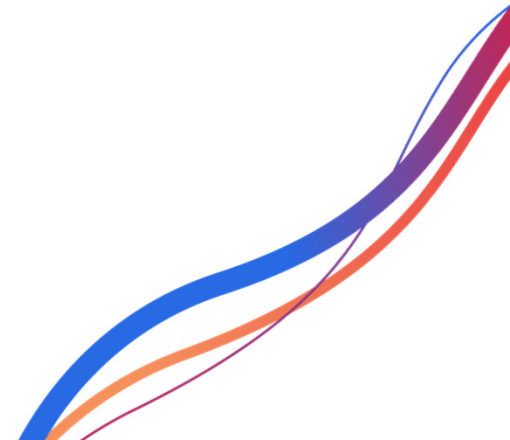
Successes and Highlights 24



Administrative Successes

- Resolved Outstanding Fees and Agreements
 - Carrier Fees (Complete in June)
 - Colocation Agreements and Budgets
- Cost Savings
 - Renegotiated Contracts
 - 2025 Moving to a new suite
- Early Termination Fee Recovery

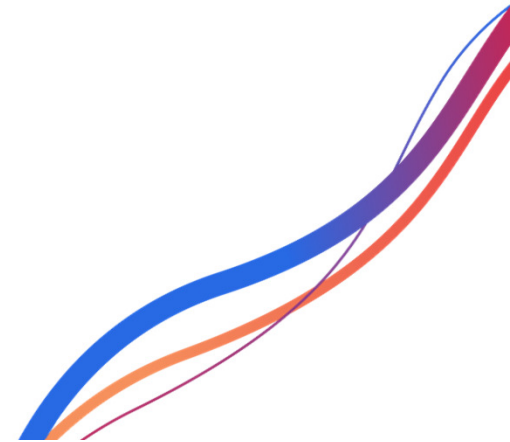
Carrier	Data Center	Expenses	ETL
(\$98,000)	(\$84,000)	\$84,000	\$200,000
		Employee	



New Sold/Installed Revenue 24

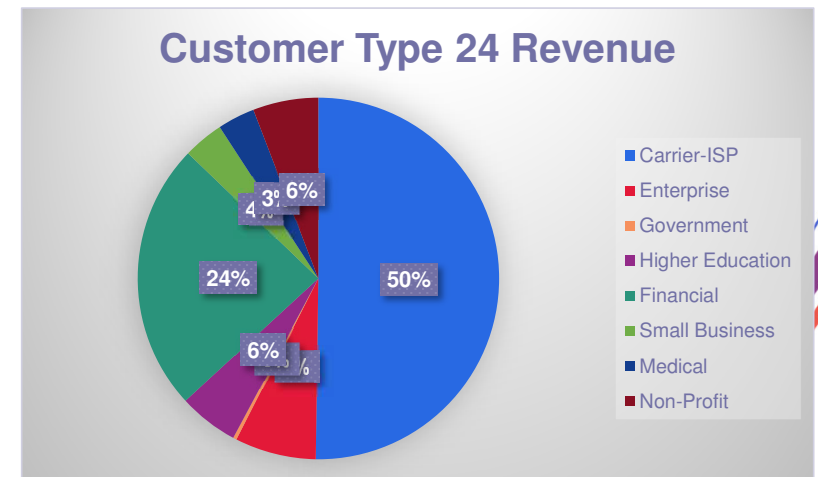
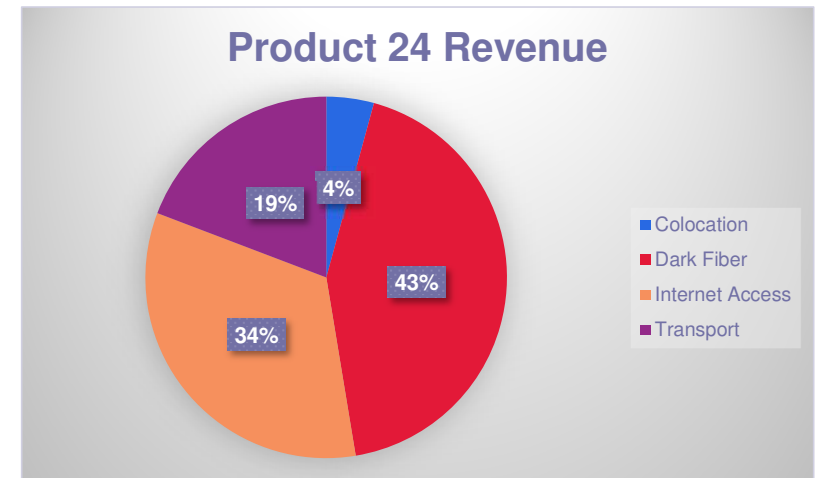
Product	Yearly
Colocation	\$9,600
Dark Fiber	\$96,840
Internet Access	\$75,000
Transport	\$43,200
Total	\$224,700

(\$21,000 Remaining to install)



Service Successes

- Service
 - Carrier colocation and Dark Fiber
 - Brokered opportunities across municipal boundaries
 - Multi-Location Network
 - Residential Internet Provider
- Partnership Dark Fiber Across the Region
 - City of Salem 911
 - City of Roanoke 911
 - Roanoke County 911
 - Botetourt County to Public Safety Cove Rd (Future)



Network Strategy and Terms



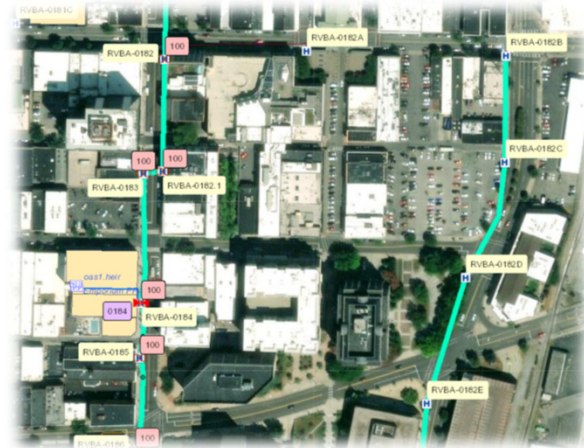
Network Strategy and Terms

- Examples of Investment / Return
 - On-Net – Minimum Cost < \$5000
 - Dark Fiber
 - Multi Dwelling Units (expansion targets)
 - Near-Net < \$13,000
 - Business very near the network
 - Blended Opportunities – Multisite



Network Strategy

- > 1000 ft from network > \$20,000
 - Integer (Salem)
 - Alcova Mortgage (Roanoke Downtown)
 - Autonomous Flight (Salem)
- 23 Network Expansion
 - Downtown Expansion and Ring Closure \$150k
 - Roanoke City Municipal
 - Access to 3 Multi-tenant Buildings

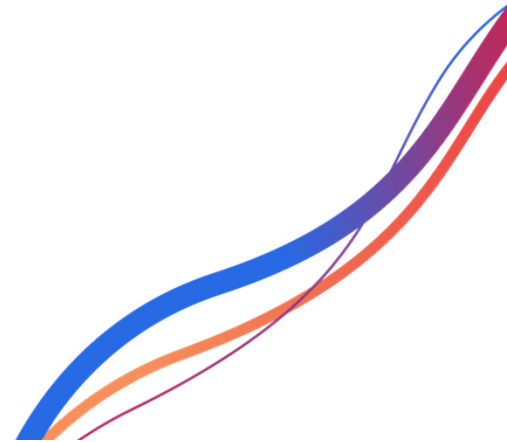


5 Year product portfolio



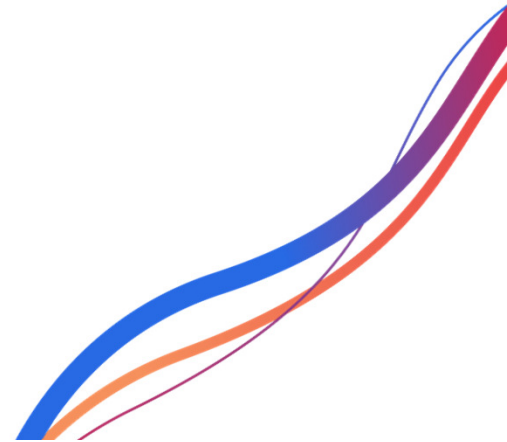
5 Year product portfolio

- Internet Access
 - Premium Business Internet
 - Includes: Physical route protection, POP Diversity, 3 public IP addresses included.
 - Available bolt on: BGP available with minimum /24 advertisement, LAG port available for port redundancy. Bandwidth Options 1 – 10G +
 - Standard Business Internet
 - **(Requires street or multi-tenant building investment)**
 - Includes 1 public IP address.
 - Available bolt on: Everything listed above in Premium
 - Custom Internet
 - Direct connect (fiber direct to customer device)
 - Media conversion



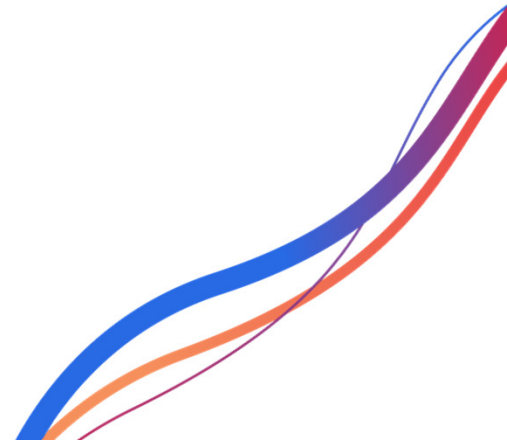
5 Year product portfolio

- Metro Ethernet Forum Products
 - E-LINE, E-LAN, E-TREE
 - Point to Point, Any to Any, Point to Multipoint.
- Wavelength Services
 - DWDM to the Enterprise and Cell Tower
 - Aggregate wavelengths
 - Customer Private Metro Networks 10 – 400G
- Long Haul Transport
 - Low margin product

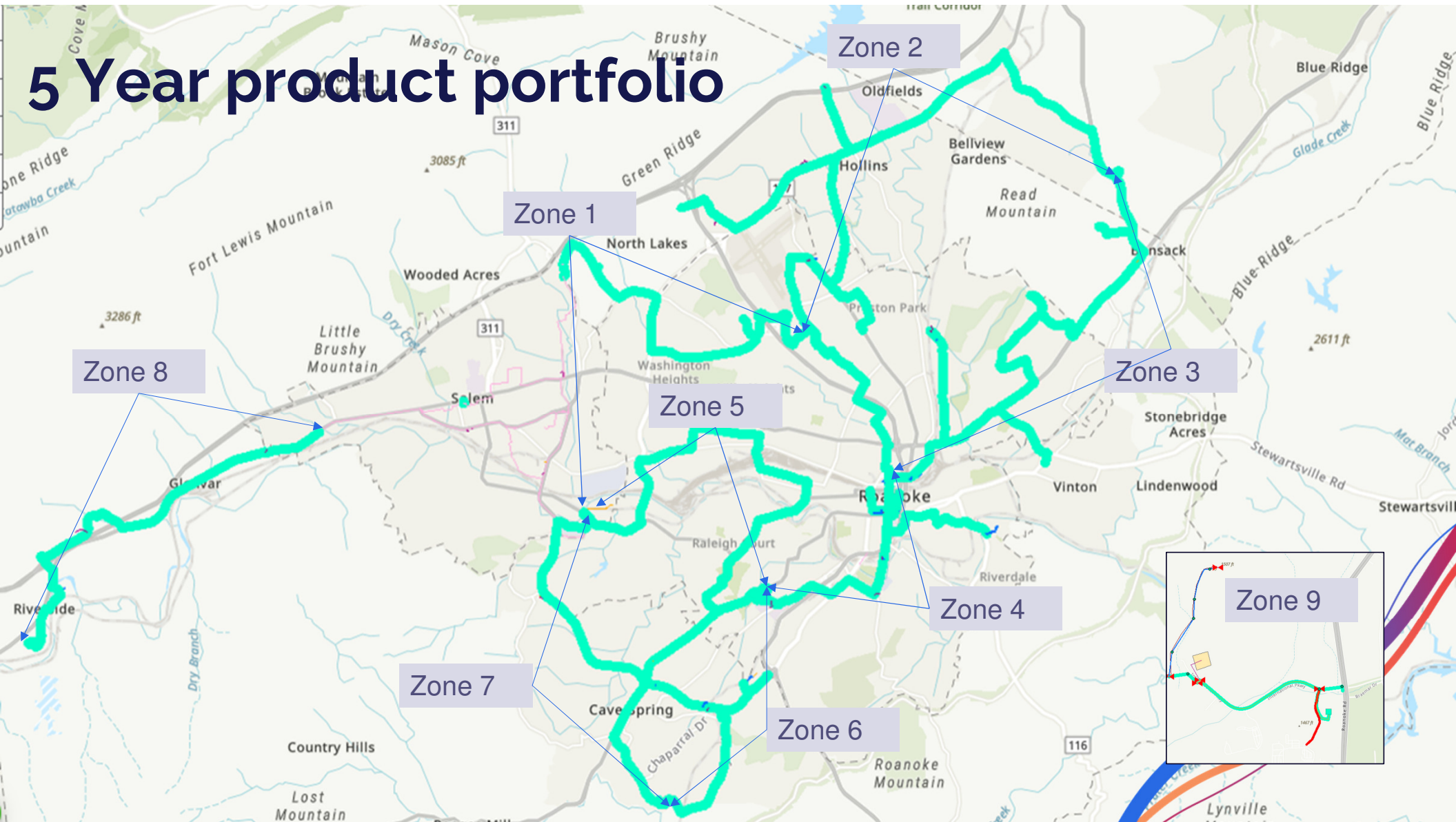


5 Year product portfolio

- Dark Fiber
 - Simplified dark fiber pricing based on zones.
 - Zone 1 Public Safety to Valley View
 - Zone 2 Valley View to Bonsack
 - Zone 3 Valley View to HEC
 - Zone 4 Bonsack to HEC
 - Zone 5 HEC to PBS
 - Zone 6 PBS to Cook
 - Zone 7 PBS to South County
 - Zone 8 West Salem to Dixie Caverns
 - Zone 9 TBD

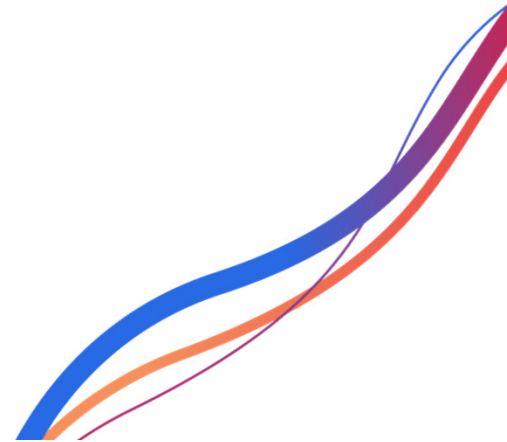


5 Year product portfolio



5 Year product portfolio

- Colocation
 - Greenfield
 - BRPBS (project is being revisited)
 - Cook Dr
 - South County
 - Valley View

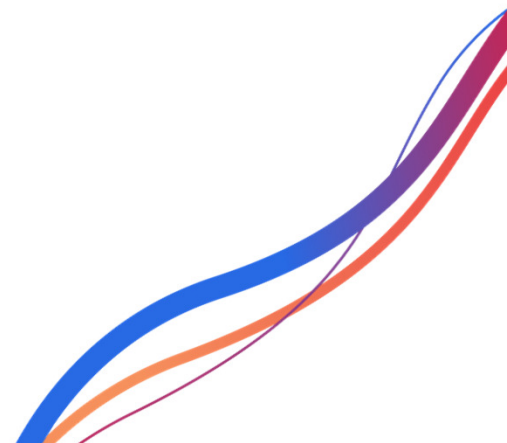


Challenges



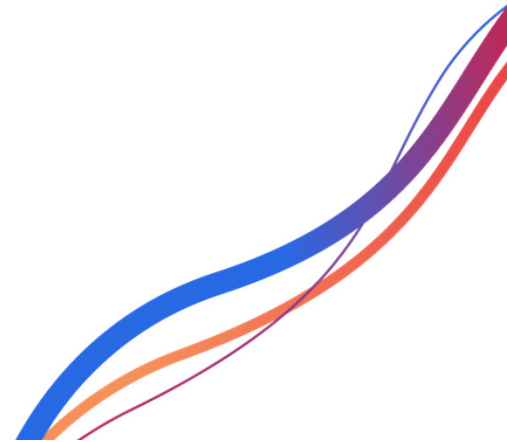
Challenges

- Ending of Government Operational Subsidy
 - Loss \$300,000 per year



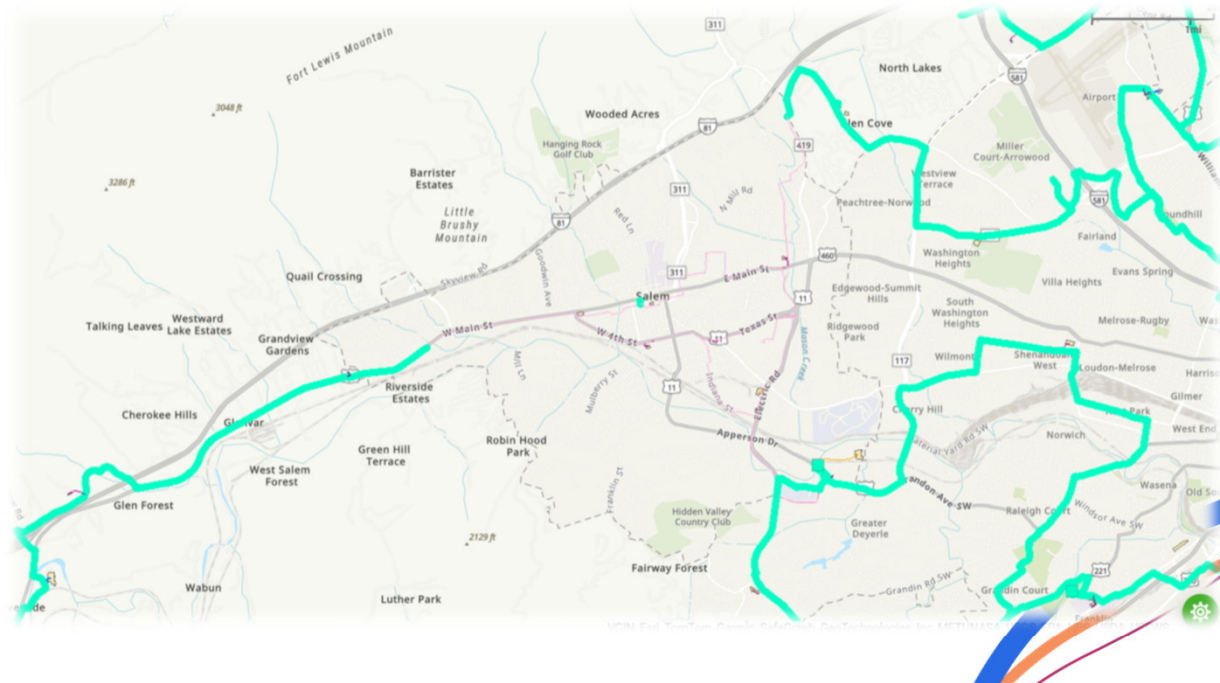
Challenges

- Capital Investment
 - Network upgrades
 - Product investment
 - Strategic fiber builds
 - Targeted customers
- Installation time frames
 - Railroad and water crossings
 - Pole attachment
- Employee Investment



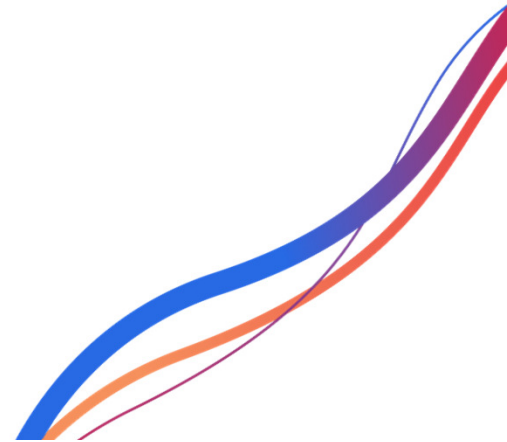
Challenges

- Salem fiber infrastructure
 - Limited RVBA owned fiber presence in Salem



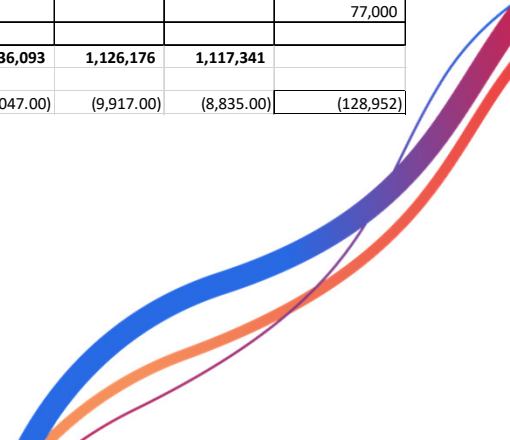
Revenue Generation

- Mailers to Existing customers
- Mailers to Near-Net Buildings
- Feet on the street
- Carrier Business
- Capital Investment



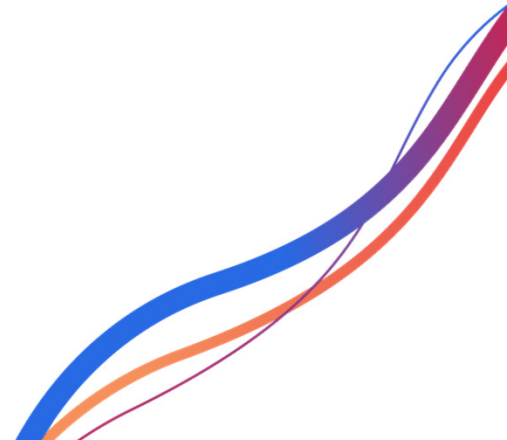
24/25 Cashflow

Year End June 30, 2025				2024	2024	2024	2024	2024	2024	2025	2025	2025	2025	2025	2025	
				July	August	September	October	November	December	January	February	March	April	May	June	Total
Beginning Cash on Hand				1,246,293	1,225,476	1,193,709	1,250,072	1,232,525	1,216,068	1,200,701	1,186,424	1,173,237	1,161,140	1,136,093	1,126,176	
Income:																
	Service Revenue			61,029	62,119	63,209	64,299	65,389	66,479	67,569	68,659	69,749	70,839	71,929	73,019	804,288
	Greenfield Management			3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000
		Total		64,029	65,119	66,209	67,299	68,389	69,479	70,569	71,659	72,749	73,839	74,929	76,019	840,288
Expenses:																
	Brand			1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
	Legal			1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
	Network			27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	324,000
	OSP Infrastructure Maintenance			2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
	Office			7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	92,400
	Salary			28,080	42,120	28,080	28,080	28,080	28,080	28,080	28,080	28,080	42,120	28,080	28,080	365,040
	Travel			400	400	400	400	400	400	400	400	400	400	400	400	4,800
		Total		68,180	82,220	68,180	68,180	68,180	68,180	68,180	68,180	68,180	82,220	68,180	68,180	846,240
	Capital Projects			16,666	16,666	16,666	16,666	16,666	16,666	16,666	16,666	16,666	16,666	16,666	16,674	200,000
	NRC and ETL				2,000	75,000										77,000
Cash Balances				1,225,476	1,193,709	1,250,072	1,232,525	1,216,068	1,200,701	1,186,424	1,173,237	1,161,140	1,136,093	1,126,176	1,117,341	
Change in Cash Balances				(20,817.00)	(31,767.00)	56,363.00	(17,547.00)	(16,457.00)	(15,367.00)	(14,277.00)	(13,187.00)	(12,097.00)	(25,047.00)	(9,917.00)	(8,835.00)	(128,952)



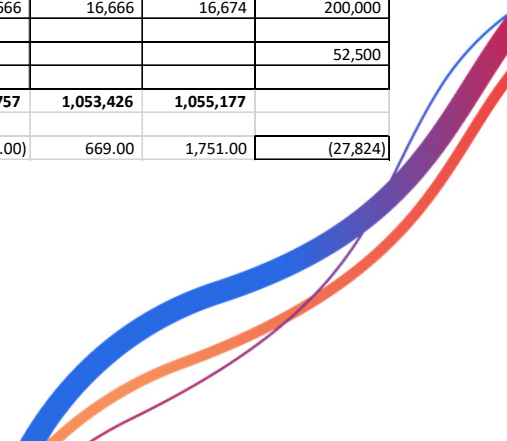
24/25

			FY 2025
			Budget
		Broadband Revenues	
		Locality Support	\$0
		Service Revenue	804,288
		Greenfield Management	36,000
		Total Broadband Operating Revenues	840,288
		Broadband Operation & Maintenance Expenses	
		Personnel Costs	\$365,040
		Network Operations	324,000
		OSP Infrastructure Maintenance	30,000
		Brand Management	12,000
		Legal Fees	18,000
		Office Expenses	92,400
		Travel	4,800
		Total BB Operation & Maintenance Expenses	\$846,240
		Income from Operations	-\$5,952
		Non-Operating Revenues	
		Locality Support	0
		Pass Through Funds	0
		Service Revenue	0
		Other Non-Operating Revenue	75,000
		Interest Income	150
		Subtotal Non-Operating Revenues	\$75,150
		Total Non-Operating Revenues	75,150
		Net Income (Loss) from Operations	\$69,198
		Capital Projects	200,000
		Reserves	0
		Net Income (Loss)	-\$130,802



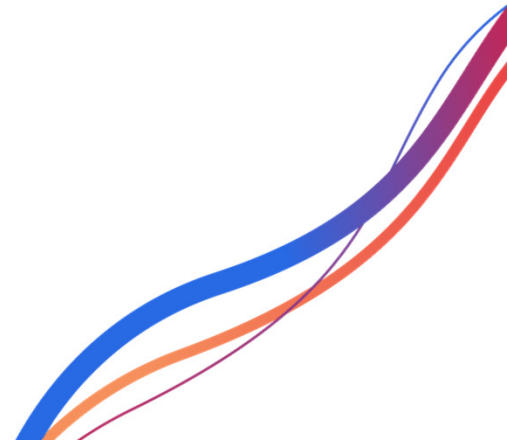
25/26 Cashflow

Year End June 30, 2026			2025	2025	2025	2025	2025	2025	2026	2026	2026	2026	2026	2026	
			July	August	September	October	November	December	January	February	March	April	May	June	Total
Beginning Cash on Hand			1,083,001	1,072,770	1,050,887	1,092,836	1,085,875	1,080,004	1,075,223	1,072,032	1,069,431	1,067,920	1,052,757	1,053,426	
Income:															
	Service Revenue		73,019	74,109	75,199	76,289	77,379	78,469	79,559	80,649	81,739	82,829	83,919	85,009	948,168
	Greenfield Management		3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000
	Total		76,019	77,109	78,199	79,289	80,379	81,469	82,559	83,649	84,739	85,829	86,919	88,009	984,168
Expenses:															
	Brand		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
	Legal		1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
	Network		27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	324,000
	OSP Infrastructure Maintenance		2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
	Office		7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	92,400
	Salary		29,484	44,226	29,484	29,484	29,484	29,484	29,484	29,484	29,484	44,226	29,484	29,484	383,292
	Travel		400	400	400	400	400	400	400	400	400	400	400	400	4,800
	Total		69,584	84,326	69,584	69,584	69,584	69,584	69,584	69,584	69,584	84,326	69,584	69,584	864,492
	Capital Projects		16,666	16,666	16,666	16,666	16,666	16,666	16,666	16,666	16,666	16,666	16,666	16,674	200,000
	Disconnect PAYMENT			2,000	50,000				500						52,500
Cash Balances			1,072,770	1,050,887	1,092,836	1,085,875	1,080,004	1,075,223	1,072,032	1,069,431	1,067,920	1,052,757	1,053,426	1,055,177	
Change in Cash Balances			(10,231.00)	(21,883.00)	41,949.00	(6,961.00)	(5,871.00)	(4,781.00)	(3,191.00)	(2,601.00)	(1,511.00)	(15,163.00)	669.00	1,751.00	(27,824)



25/26 Budget

			FY 2026
			Budget
		Broadband Revenues	
		Locality Support	\$0
		Service Revenue	948,168
		Greenfield Management	36,000
		Total Broadband Operating Revenues	\$984,168
		Broadband Operation & Maintenance Expenses	
		Personnel Costs	\$383,000
		Network Operations	324,000
		OSP Infrastructure Maintenance	30,000
		Brand Management	12,000
		Legal Fees	18,000
		Office Expenses	92,400
		Travel	4,800
		Total BB Operation & Maintenance Expenses	\$864,200
		Income from Operations	\$119,968
		Non-Operating Revenues	
		Locality Support	0
		Pass Through Funds	0
		Service Revenue	0
		Other Non-Operating Revenue	50,000
		Interest Income	150
		Subtotal Non-Operating Revenues	\$50,150
		Total Non-Operating Revenues	50,150
		Net Income (Loss) from Operations	\$170,118
		Capital Projects	200,000
		Reserves	0
		Net Income (Loss)	-\$29,882



The Ask

- Invest in your locality
 - Mark capital funds to be spent on businesses in your area
 - Approved by board member if required
- Invest in your regional fiber company
 - Capital investment into the network



Last Thoughts

- The RVBA is a Regional Entity
 - Spans the Roanoke Valley (Authority)
 - Creates Competition for Communication Services
 - The RVBA is an Economic Development Engine
 - You own your own fiber company





Roanoke Valley
Broadband Authority