



2024 Performance Report

Quarter 1

Jan-Mar

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Financials

Income Statement

	Quarter To Date		
	03/31/2024		
	Actual	Budget	QTD Budget Variance
▼ Operating Revenues			
▼ Broadband Services			
▶ Fiber	1,420,212	1,496,730	(76,518)
▶ Wireless	651,603	672,849	(21,247)
▶ Other	4,161	5,099	(937)
▼ IT Services			
▶ Business Support Services	239,566	243,210	(3,644)
▶ Service Work (T&M)	68,090	78,000	(9,910)
▶ Hosting (Domains, Web Storage, etc...)	6,890	6,900	(10)
▶ Other Revenues	271,932	237,412	34,520
Total Operating Revenues	2,662,454	2,740,200	(77,746)
▼ Cost of Services			
▶ Broadband Services	206,443	215,625	(9,182)
▶ IT Services	68,018	82,583	(14,565)
▶ Other	97,127	72,000	25,127
Total Cost of Services	371,588	370,207	1,380
Total gross profit	2,290,866	2,369,993	(79,127)
▼ Operating Expense			
▶ Labor	1,067,264	1,210,586	(143,323)
▶ General & Administrative	878,218	758,785	119,434
▶ Selling & Marketing	19,799	9,000	10,799
Total Operating Expense	1,965,281	1,978,371	(13,090)
▼ Non-Operating Expense			
▶ Interest	372,214	335,272	36,942
▶ Taxes	111,993	93,329	18,664
▶ Other	(171,548)	(52,400)	(119,149)
Total Non-Operating Expense	312,659	376,201	(63,543)
Net Income (loss)	12,926	15,421	(2,494)
▼ Profitability Ratios			
▶ Profit Margin	0.00	0.01	0.00
▶ Operating Margin	0.12	0.14	(0.02)
▶ EBIT	497,134	444,022	53,112
▶ EBITDA	952,454.24	895,670.02	56,784.22

Balance Sheet

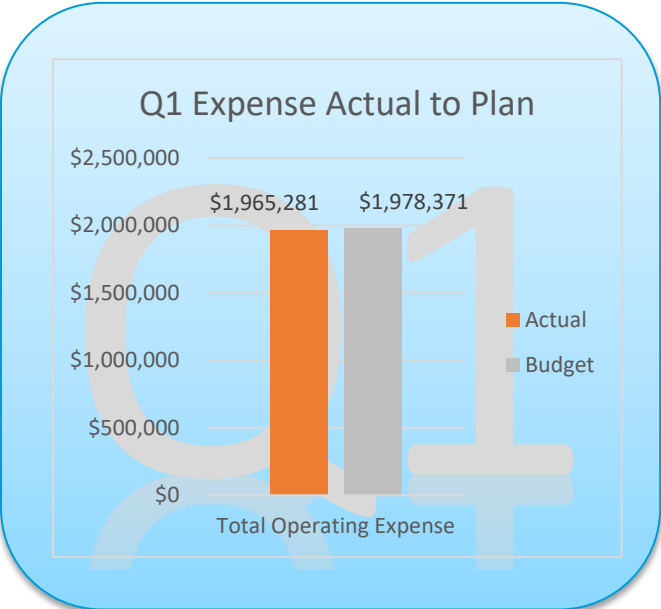
	Quarter To Date 03/31/2024
	Actual
▼ Current assets	
▶ Cash	127,355.61
▶ Accounts receivable, net	2,720,105.12
▶ Inventories, net	1,662,545.42
▶ Prepaid & other current assets	180,035.55
Total current assets	4,690,041.70
▼ Property, Plant, & Equipment	
▶ Fixed assets	30,678,070.19
▶ Construction work in process	272,389.42
▶ Accumulated depreciation	(11,190,727.03)
Total property, plant, & equipment (net)	19,759,732.58
▼ Other Non-Current Assets	
▶ Other assets	269,727.31
▶ Goodwill	25,895.18
Total noncurrent assets	295,622.49
Total assets	24,745,396.77
▼ Current liabilities	
▶ Accounts payable	698,085.46
▶ Unearned revenues	350,317.29
▶ Other payables	636,550.45
▶ Current portion of finance lease liability	286,869.16
▼ Current portion of operating lease liability	
Current Maturities of Operating Leases	370,127.76
Current portion of operating lease liability	370,127.76
Total current liabilities	2,341,950.12
▶ Non-current liabilities	33,858,209.03
Total liabilities	36,200,159.15
▼ Equities & Margins	
▶ Accumulated deficit	(11,467,688.74)
▶ Net Income (loss)	12,926.36
Total equity	(11,454,762.38)
Total liabilities & equity	24,745,396.77
▶ Leverage Ratios	(0.81)
▶ Liquidity Ratios	2,348,094.80

**Since Rock Island has recognized the contract revenue from T-Mobile for the Site License Agreements, but has not received the cash payments on these, the accounts receivables are higher than normal, and the cash is lower.*

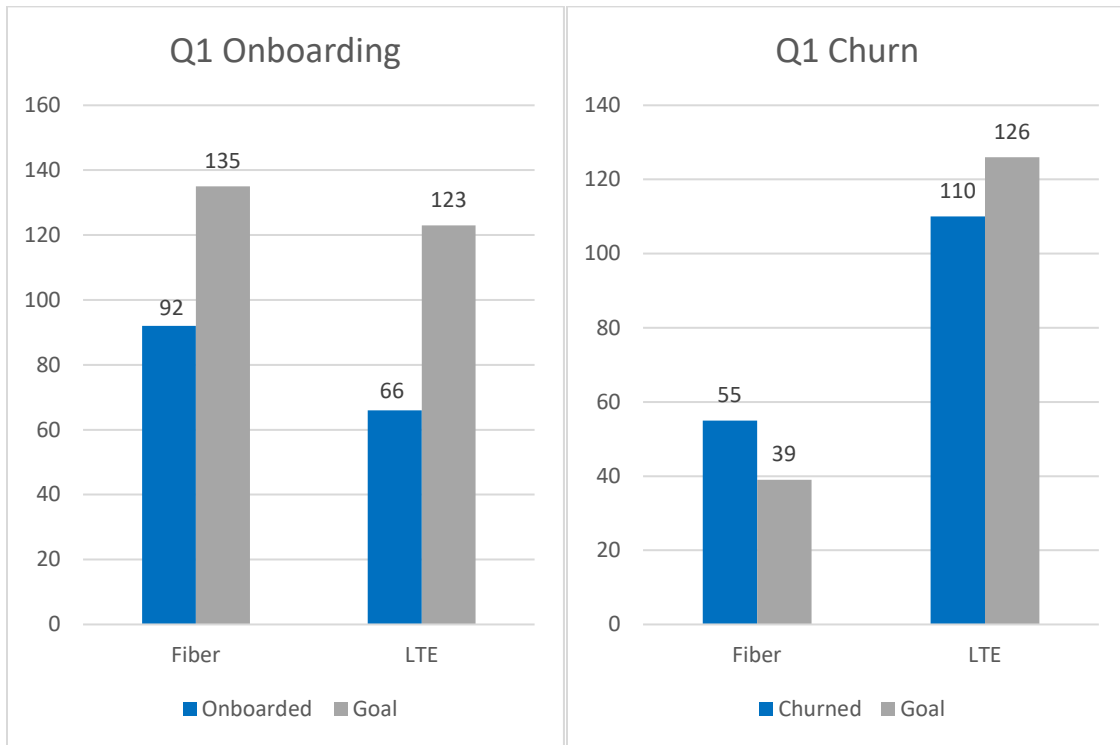
Revenues 2024



Expenses 2024



Key Onboarding and Churn Targets 2024



There was a period beginning in November of last year in which a monthly slow down began being realized due to some known factors.

- The crew size was still grossly low. The hiring completion was made in mid Q1 2024 and a period of train-up resulted in lower monthly numbers than planned.
- Extremely heavy conduit requests and locate requests were made during these months, making scheduling a challenge for a single island-based crew.

With a full staff these issues are being relieved, and we are catching up to our pipeline backlog from general inquiry and gearing up for the grant onboarding coming soon.