

ROCKISLAND

2025-2029 Company Report

Includes Q3 2024 Report

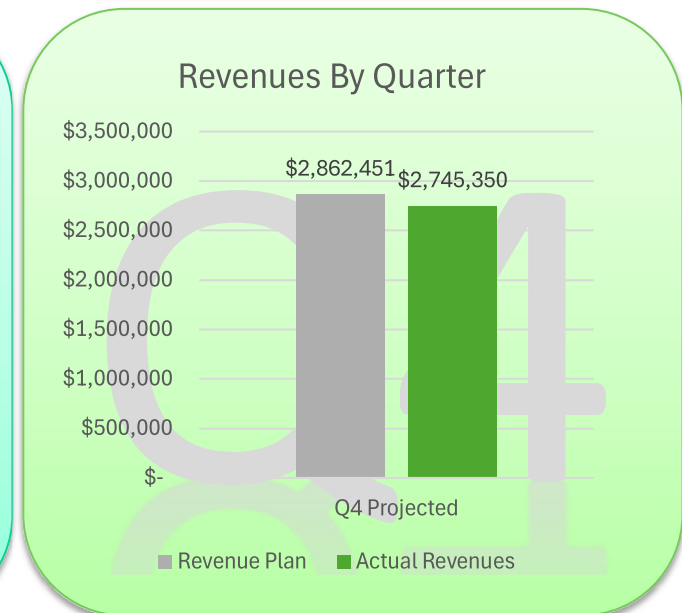
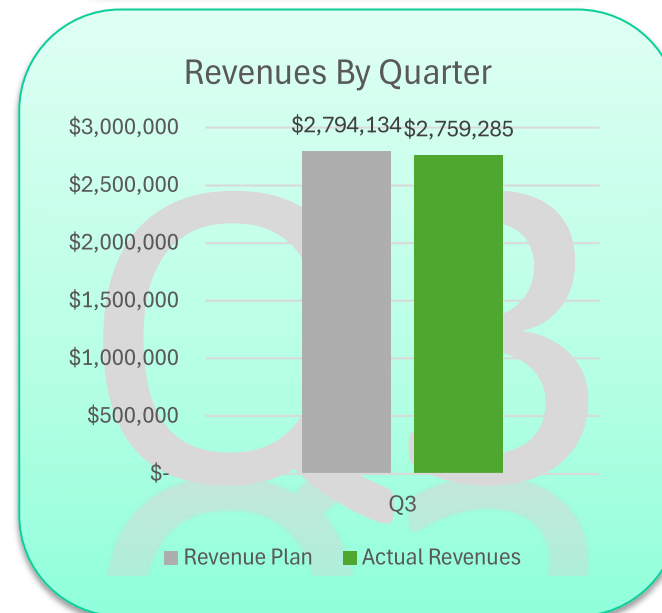
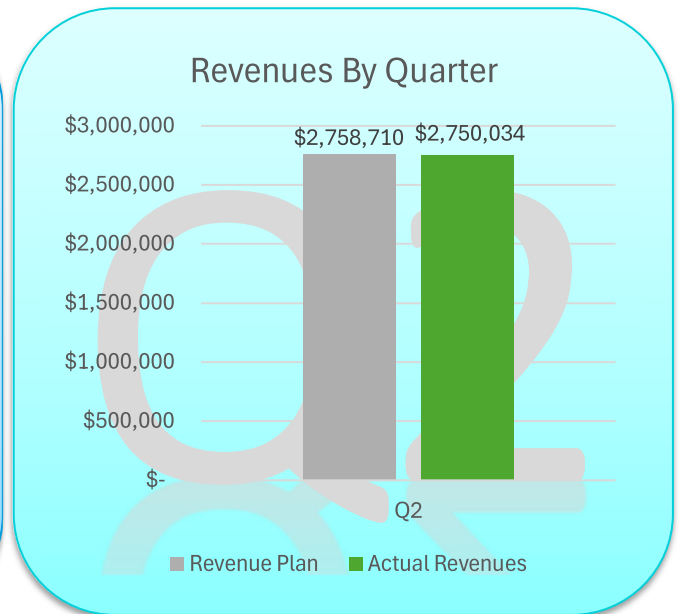
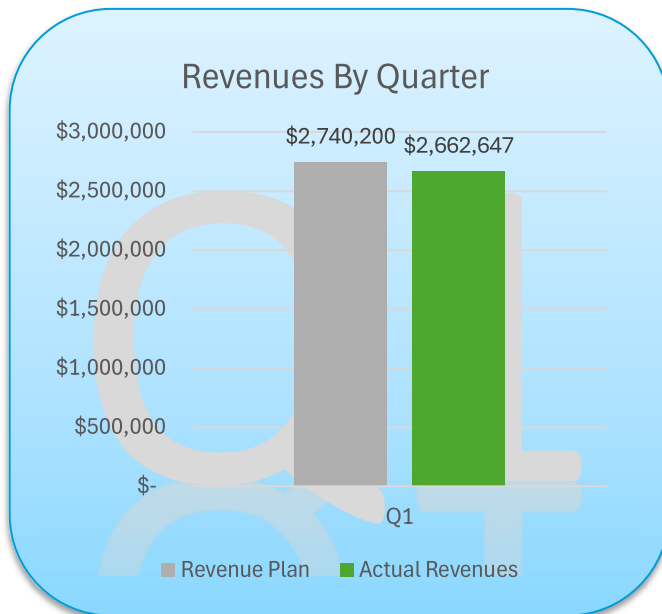
November 2024 Company Meeting

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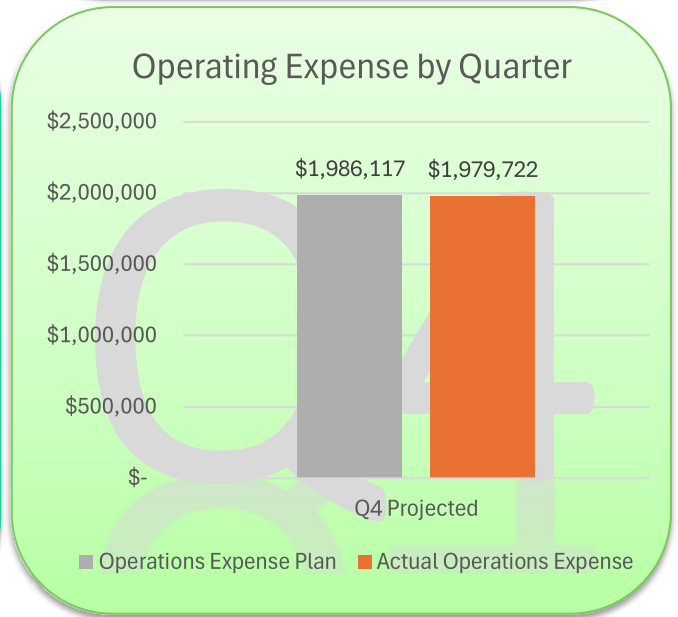
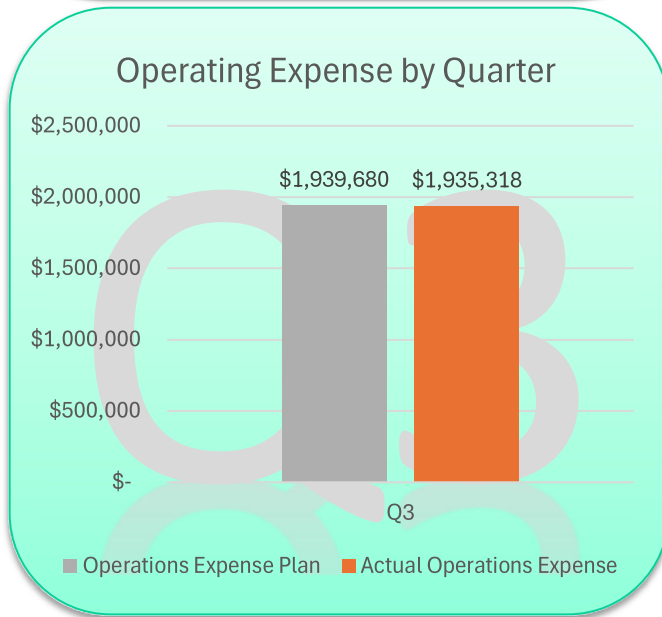
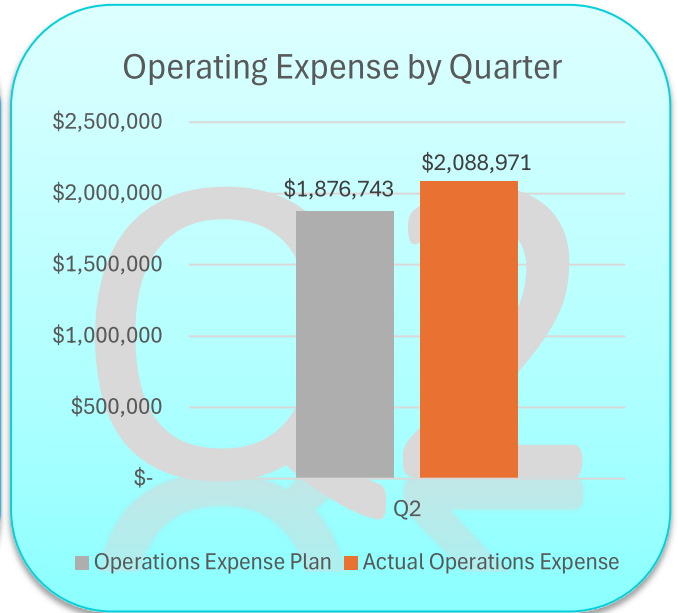
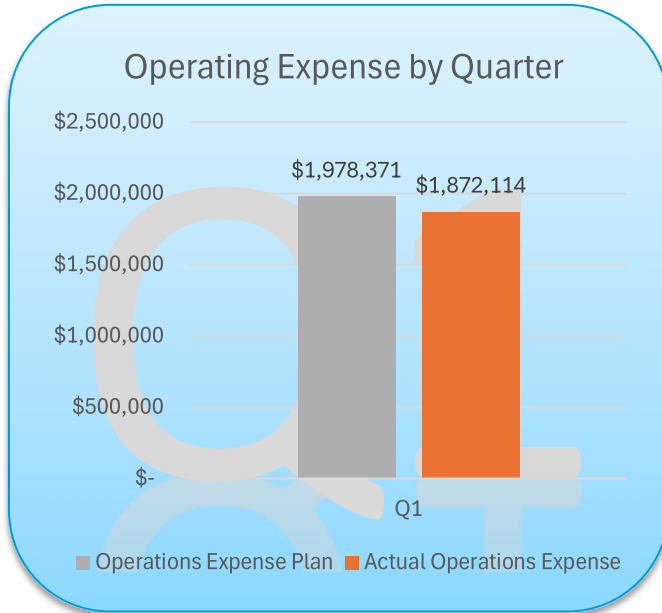
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2024 Reporting and Projections

Revenues 2024

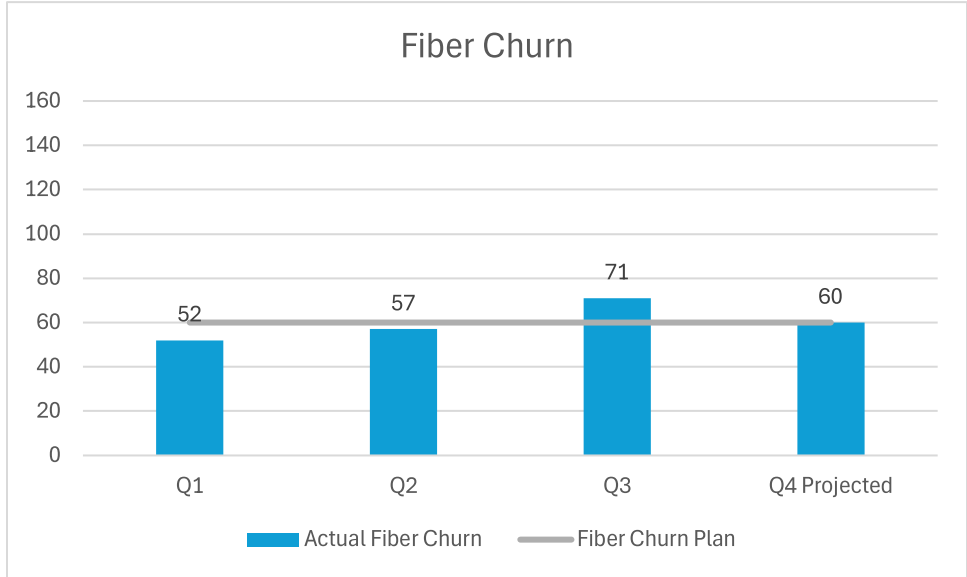
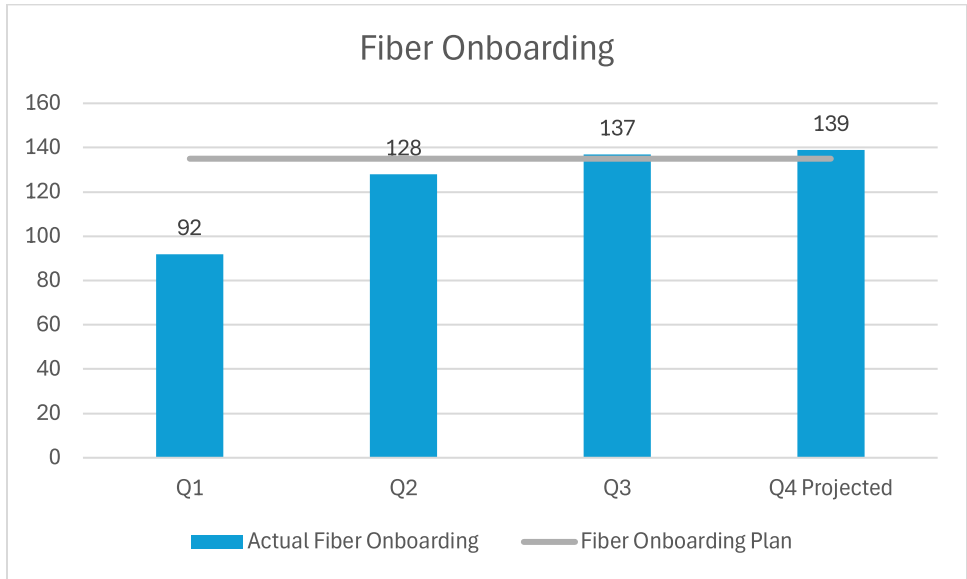


Expenses 2024

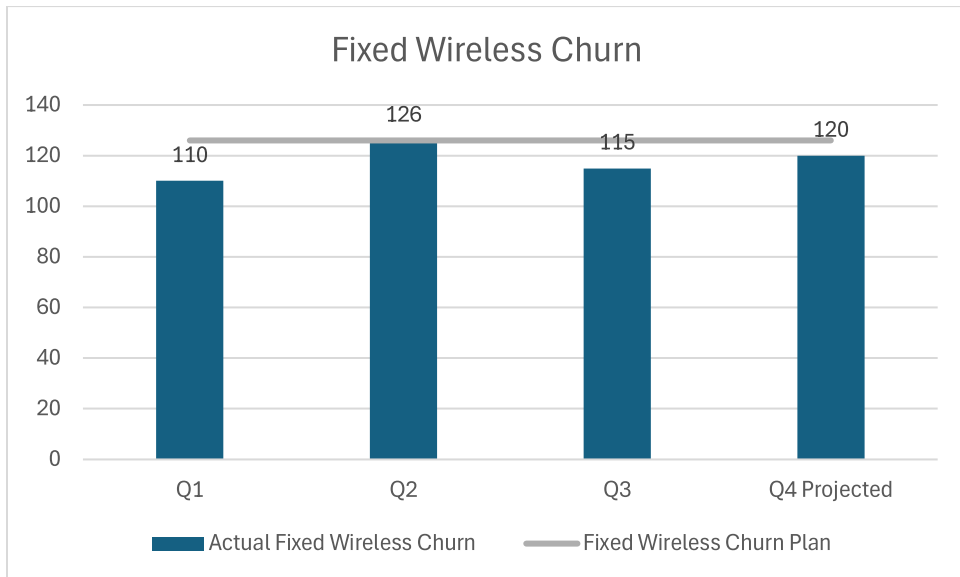
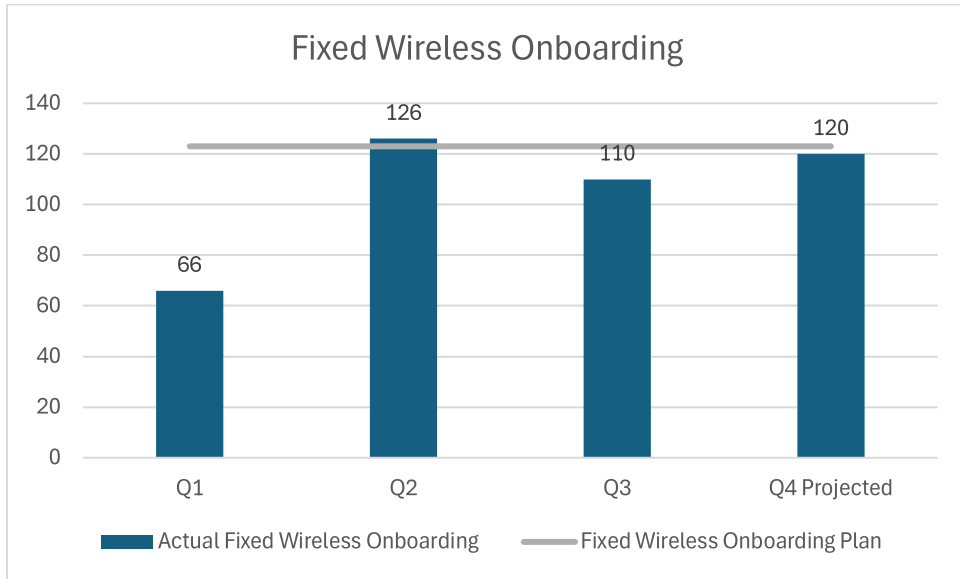


Key Onboarding Targets

Fiber



Wireless



Financial Statement Q3, 2024

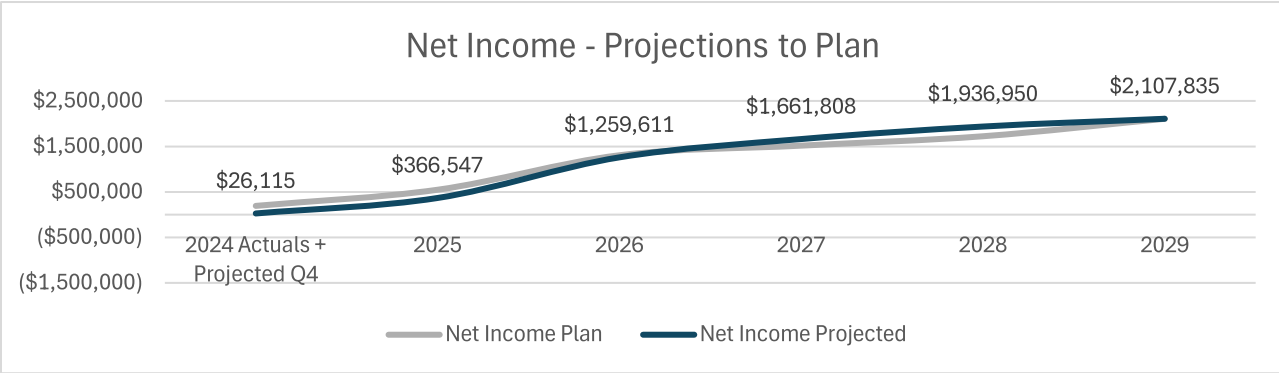
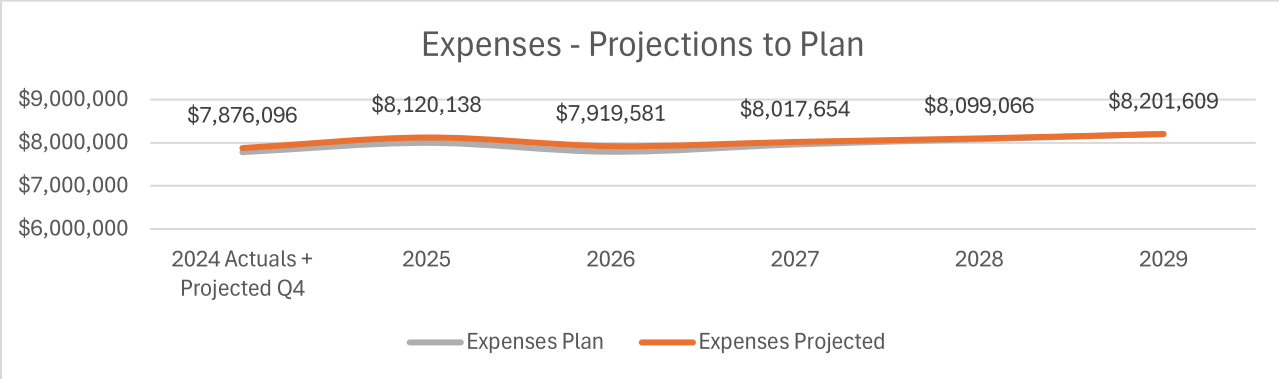
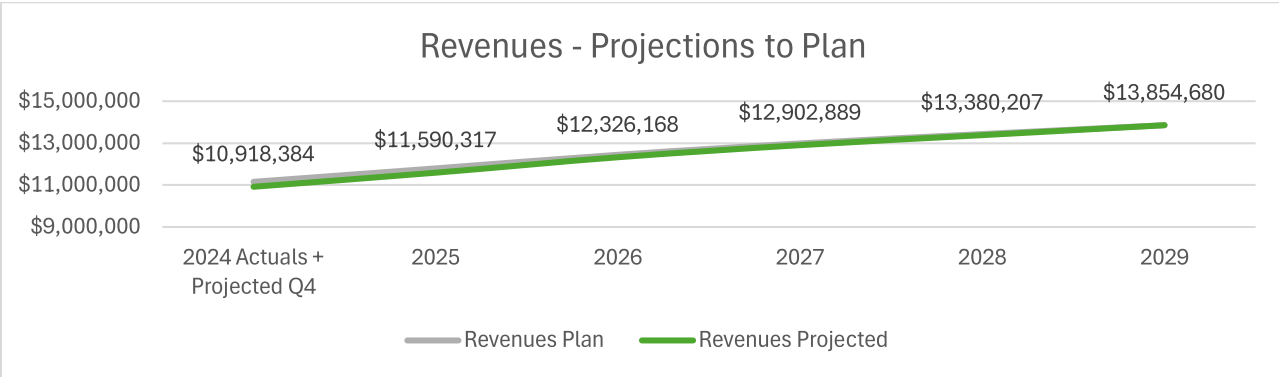
Quarterly Income Statement

	Quarter To Date 09/30/2024			Year To Date 09/30/2024		
	Actual	Budget	QTD Budget Variance	Actual	FY 2024-2027 Budget	YTD Budget Variance
▶ Operating Revenues	2,759,285	2,794,134	(34,849)	8,173,033	8,293,045	(120,012)
▶ Cost of Services	336,140	380,833	(44,694)	1,052,923	1,127,414	(74,490)
Total gross profit	2,423,145	2,413,301	9,844	7,120,110	7,165,631	(45,521)
▶ Operating Expense	1,935,318	1,939,680	(4,361)	5,896,374	5,794,792	101,581
▶ Non-Operating Expense	437,516	430,644	6,872	1,176,942	1,239,205	(62,263)
Net Income (loss)	50,311	42,977	7,333	46,794	131,634	(84,839)
▼ Profitability Ratios						
▶ Profit Margin	0.02	0.02	0.01	0.01	0.02	0.00
▶ Operating Margin	0.18	0.17	0.02	0.15	0.17	(0.01)
▶ EBIT	487,492	471,071	16,421	1,388,303	1,418,139	(29,835)
▶ EBITDA	946,004.93	924,013.53	21,991.40	2,762,829.53	2,779,205.05	(16,375.52)

2025-2029 Projected Performance

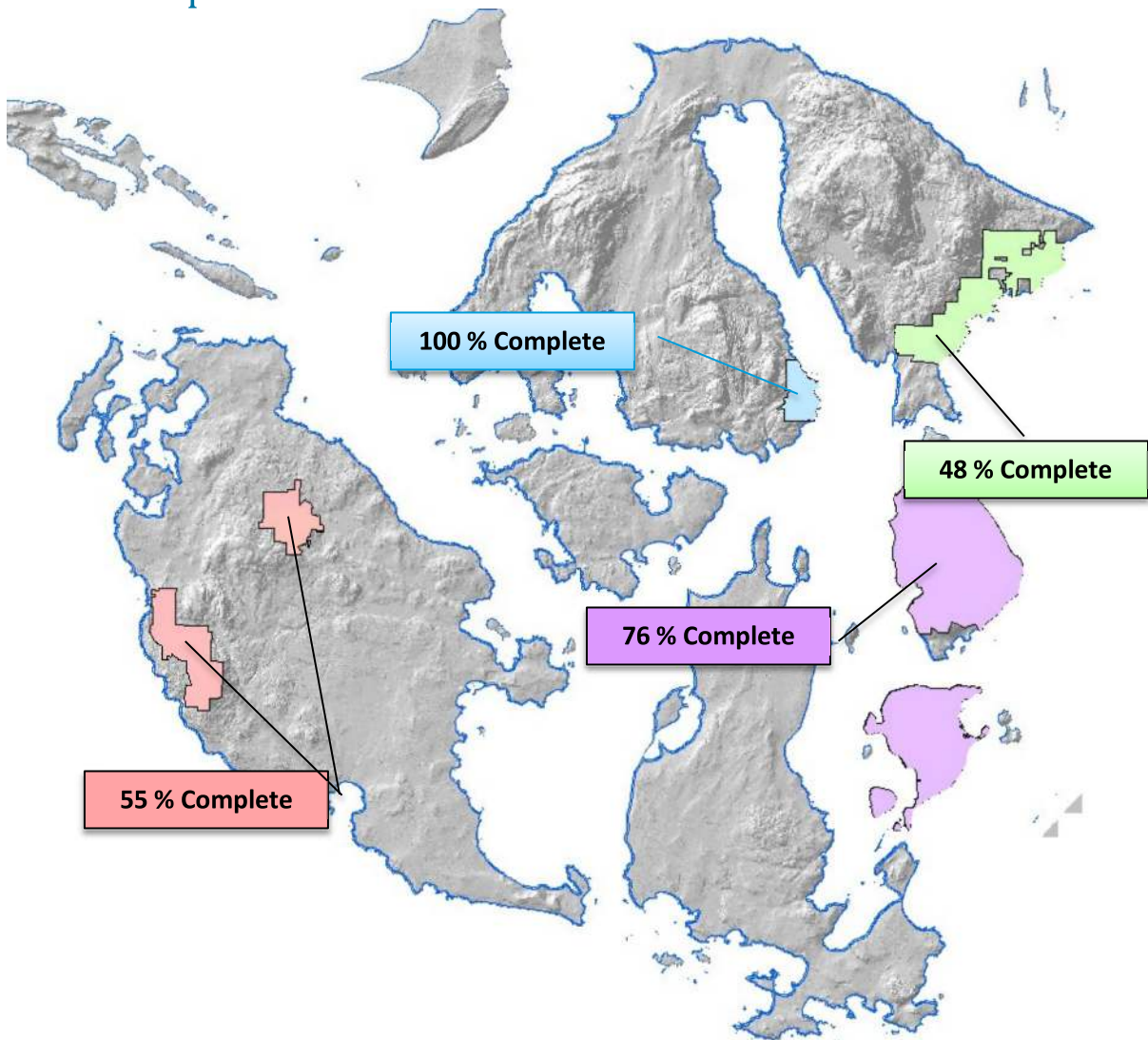
Projected Financial Performance

	2024 Actuals + Projected Q4		2025		2026		2027		2028		2029
	Projected	Plan	Projected	Plan	Projected	Plan	Projected	Plan	Projected	Plan	Plan
Revenues	\$10,918,384	\$11,155,496	\$11,590,317	\$11,795,202	\$12,326,168	\$12,444,306	\$12,902,889	\$12,985,627	\$13,380,207	\$13,434,146	\$13,854,680
Cost of Revenues	\$1,428,489	\$1,514,037	\$1,543,286	\$1,610,614	\$1,614,968	\$1,735,626	\$1,712,746	\$1,913,679	\$1,849,000	\$2,169,476	\$2,036,209
Gross profit	\$9,489,895	\$9,641,459	\$10,047,031	\$10,184,587	\$10,711,200	\$10,708,680	\$11,190,143	\$11,071,948	\$11,531,208	\$11,264,670	\$11,818,471
Gross profit %	86.92%	86.43%	86.68%	86.35%	86.90%	86.05%	86.73%	85.26%	86.18%	83.85%	85.30%
Operating expenses	\$7,876,096	\$7,780,909	\$8,120,138	\$7,996,198	\$7,919,581	\$7,789,670	\$8,017,654	\$7,959,815	\$8,099,066	\$8,080,812	\$8,201,609
Operating profit/los	\$1,613,799	\$1,860,550	\$1,926,893	\$2,188,389	\$2,791,619	\$2,919,010	\$3,172,489	\$3,112,133	\$3,432,142	\$3,183,858	\$3,616,862
Other inc/exp	\$1,587,684	\$1,667,567	\$1,560,346	\$1,640,549	\$1,532,007	\$1,613,258	\$1,510,681	\$1,594,783	\$1,495,192	\$1,460,188	\$1,509,027
Net profit/loss	\$26,115	\$192,983	\$366,547	\$547,841	\$1,259,611	\$1,305,752	\$1,661,808	\$1,517,350	\$1,936,950	\$1,723,670	\$2,107,835



Grant Projects

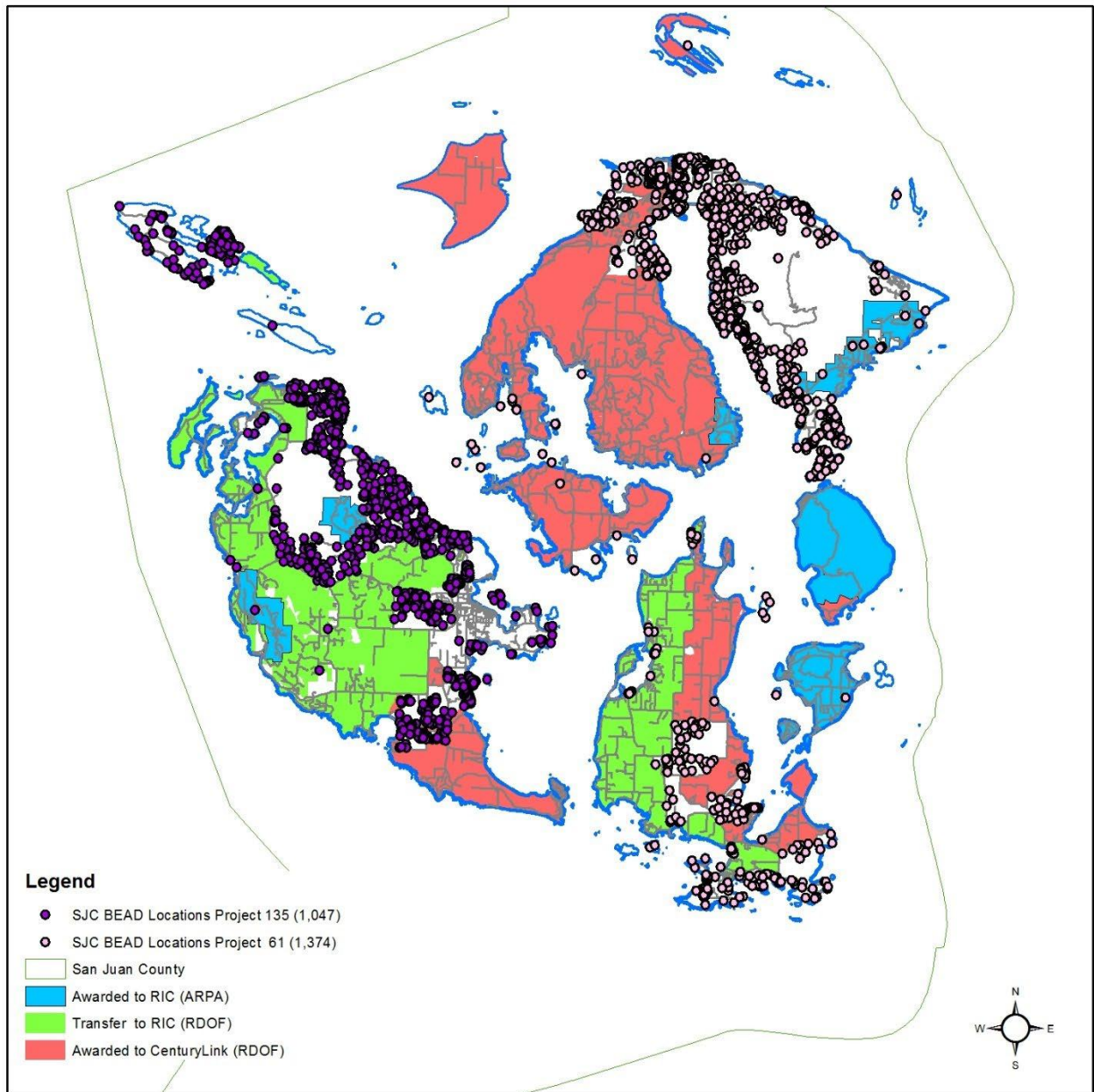
ARPA Grant Updates



The construction progress for the ARPA grant has been tremendous, thanks to the diligent efforts of the contractors and good planning and approach methods to handle the excavation. We are just over 50% of the way through the excavation of all four projects combined, putting us ahead of schedule by about 8 months. If the weather cooperates, we could see all excavation complete by the end of 2025.

BEAD Grant Program Launches 2025

Rock Island Staff are busily ramping up for the BEAD application deadline on Jan 31st, 2025. Applications are now open for Washington. 2,421 locations have been identified as eligible for the program with an anticipated mix of fiber and wireless service for broadband expected to be eligible for funding. In partnership with San Juan County, Rock Island is submitting for both phases of the BEAD program to further serve residents with quality broadband service.



BEAD Timeline												
2024					2025					2026	2027	2028
5/1/24	7/1/24	10/1/24	11/1/24	1/1/25	2/1/25	3/1/25	4/1/25	5/1/25	6/1/26	6/1/27	5/1/28	
Challenge Process		Project Maps Released	Project Plan Round 1 Development	Project Plan Round 1 Review and Scoring		Project Plan Direct Engagement		Project Deployment				
				Project Plan Round 2 Development				Draft and Final Awards				

Start Date	End Date	Task	Description
Apr-24	Jul-24	Challenge Process	Rock Island will update Washington State maps to reflect all broadband serviceable locations
Oct-24	Oct-24	Project Maps Released	Rock Island will review the 2 project areas for San Juan County
Nov-24	Jan-25	Project Plan Round 1 Development	Rock Island will develop and submit plans for each project area
Feb-25	Feb-25	Project Plan Round 1 Review and Scoring	Washington State Broadband Office (WSBO) will review and score all projects.
Feb-25	Mar-25	Project Plan Round 2 Development	Not applicable to Rock Island, only for unclaimed project areas
Apr-25	May-25	Project Plan Direct Engagement	If needed: direct negotiation with WSBO on project plan updates
Jun-25	Jun-25	Draft and Final Awards	Project Areas Awarded
Jun-25	May-28	Project Deployment	Project Deployment