

Burlington Telecom
FY 2014 Results - Unaudited

	Unaudited FY 2014	(9+3) FY 2014
REVENUE		
RESIDENTIAL REVENUE	4,527,175	4,535,146
BUSINESS REVENUE	1,655,863	1,675,120
MUNICIPAL REVENUE	1,035,872	1,030,255
ALL OTHER REVENUE	98,634	93,240
TO SOLVE	-	-
TOTAL REVENUE	7,317,544	7,333,760
COGS		
TOTAL COGS	1,954,503	1,994,696
GROSS MARGIN		
	5,363,041	5,339,065
	73.3%	72.8%
OPERATING		
OUTSIDE PLANT	671,180	671,525
NETWORK OPS	455,571	445,399
SALES	147,709	171,380
CUSTOMER SVC	688,155	675,350
ADMIN/BUS	1,373,606	1,396,588
LEGAL & REGULATORY	227,821	225,896
HELP DESK	244,271	250,678
TOTAL OPERATING	3,808,314	3,836,817
EBITDA		
	1,554,728	1,502,248
	23.0%	22.4%
ADDITIONAL CASH FLOW ITEMS:		
CAPITAL EXPENDITURES	591,266	540,036
CASH FLOW PRE DEBT SERVICE		
	963,462	962,212
DEBT SERVICE	600,697	577,327
CASH FLOW POST DEBT SERVICE		
	362,765	384,885

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BUDGET
FY 2014

REVENUE

RESIDENTIAL REVENUE	4,685,780
BUSINESS REVENUE	1,600,612
MUNICIPAL REVENUE	1,014,000
ALL OTHER REVENUE	102,000
TO SOLVE	98,670
TOTAL REVENUE	7,501,062

COGS

TOTAL COGS 2,038,181

GROSS MARGIN

5,462,881
72.8%

OPERATING

OUTSIDE PLANT	661,057
NETWORK OPS	449,310
SALES	286,696
CUSTOMER SVC	778,683
ADMIN/BUS	1,289,662
LEGAL & REGULATORY	248,068
HELP DESK	245,718

TOTAL OPERATING 3,959,194

EBITDA

1,503,687
20.0%

ADDITIONAL CASH FLOW ITEMS:

CAPITAL EXPENDITURES 595,540

CASH FLOW PRE DEBT SERVICE

908,147

DEBT SERVICE

466,969

CASH FLOW POST DEBT SERVICE

441,178