

Burlington Telecom
1Q15 ACTUAL VS. BUDGET VS. 1Q14

	ACTUAL 1Q FY15	BUDGET 1Q FY15	VARIANCE 1Q15 Act to Bud	ACTUAL 1Q FY14	VARIANCE 1Q15 to 1Q14
REVENUE					
RESIDENTIAL REVENUE	1,159,471	1,175,600	(16,129)	1,127,351	32,121
BUSINESS REVENUE	440,148	479,500	(39,352)	377,163	62,984
MUNICIPAL REVENUE	259,828	258,000	1,828	258,741	1,088
ALL OTHER REVENUE	26,116	25,500	616	23,659	2,456
TOTAL REVENUE	1,885,563	1,938,600	(53,037)	1,786,914	98,649
COGS					
INTERNET PROVISIONING	83,583	73,116	10,467	58,997	24,586
VOICE PROVISIONING	93,265	99,592	(6,327)	103,087	(9,822)
VIDEO PROVISIONING	335,376	336,049	(673)	319,648	15,727
TOTAL COGS	512,224	508,756	3,467	481,732	30,491
GROSS MARGIN	1,373,339 72.8%	1,429,844 73.8%	(56,505)	1,305,181 73.0%	68,158
OPERATING					
OUTSIDE PLANT	179,180	189,816	(10,637)	172,392	6,787
NETWORK OPS	119,041	128,280	(9,239)	93,365	25,675
SALES	28,980	39,306	(10,326)	49,611	(20,631)
CUSTOMER SVC	149,939	164,947	(15,009)	170,442	(20,504)
ADMIN/BUS	357,174	330,061	27,114	326,707	
LEGAL & REGULATORY	62,040	60,261	1,779	61,240	800
HELP DESK	50,772	62,859	(12,087)	62,260	(11,488)
MARKETING	21,023	39,537	(18,515)	-	21,023
TOTAL OPERATING	968,148	1,015,068	(46,920)	936,019	32,130
EBITDA	405,191	414,776	(9,585)	369,163	36,028
% EBITDA /Sales	21.5%	21.4%		20.7%	
CAPITAL EQUIPMENT	268,108	324,564	(56,457)	133,581	134,527
CASH FLOW PRE-DEBT SERVICE	137,083	90,211	46,872	235,582	(98,499)
Subscribers					-
Total	4905			4,504	-
Quarter	165			107	

