

VALLEY COMMUNICATIONS ASSOCIATION

MONTHLY REPORTS & FINANCIAL RESULTS AS OF APRIL 30, 2019



COMMUNICATIONS SALES DATA

HIGH-SPEED BROADBAND	PRICE	APR19 CUSTOMERS			MAR19 CUSTOMERS			FEB19 CUSTOMERS			APR19 REVENUE			MAR19 REVENUE			FEB19 REVENUE		
		TOTAL	VEA	VCA	TOTAL	VEA	VCA	TOTAL	VEA	VCA	TOTAL	VEA	VCA	TOTAL	VEA	VCA	TOTAL	VEA	VCA
Res Wireless	\$49.95	8,660	8,325	335	8,454	8,127	327	8,496	8,172	324	\$472,203	\$454,023	\$18,180	\$460,478	\$443,087	\$17,392	\$418,995	\$403,176	\$15,819
Res Basic Fiber	\$49.95	530	518	12	505	494	11	494	484	10	\$36,463	\$35,582	\$881	\$34,834	\$34,065	\$769	\$24,191	\$23,691	\$500
Res Premium Fiber	\$84.95	20	20	-	20	20	-	19	19	-	\$1,874	\$1,874	\$0	\$1,842	\$1,842	\$0	\$1,512	\$1,512	\$0
Res Premium +	\$109.95	6	6	-	3	3	-	3	3	-	\$844	\$844	\$0	\$360	\$360	\$0	\$330	\$330	\$0
Res Platinum	\$149.95	1	1	-	1	1	-	-	-	-	\$65	\$65	\$0	\$150	\$150	\$0	\$0	\$0	\$0
Bus Wireless	\$49.95	202	186	16	204	188	16	204	189	15	\$14,763	\$13,701	\$1,062	\$15,823	\$14,503	\$1,319	\$10,739	\$9,920	\$819
Bus LT	\$59.95	9	7	2	8	5	3	7	4	3	\$663	\$453	\$210	\$576	\$317	\$259	\$415	\$235	\$180
Bus Micro Business	\$94.95	40	36	4	36	31	5	35	30	5	\$4,106	\$3,726	\$380	\$3,573	\$3,187	\$386	\$3,156	\$2,681	\$475
Bus Business Lite	\$149.95	80	68	12	80	68	12	80	68	12	\$12,401	\$10,482	\$1,919	\$12,791	\$10,871	\$1,919	\$12,121	\$10,257	\$1,864
Bus Basic	\$599.95	26	12	14	26	12	14	25	11	14	\$14,239	\$7,199	\$7,039	\$14,239	\$7,199	\$7,039	\$13,559	\$6,519	\$7,039
Bus Premium	\$749.95	13	7	6	13	7	6	11	7	4	\$9,599	\$5,250	\$4,350	\$9,599	\$5,250	\$4,350	\$8,249	\$5,250	\$3,000
Bus Platinum	\$1,499.95	5	3	2	5	3	2	5	3	2	\$6,150	\$3,150	\$3,000	\$6,150	\$3,150	\$3,000	\$6,150	\$3,150	\$3,000
Carrier Wholesale - 500 Mg	\$1,200.00	6	1	5	6	1	5	6	1	5	\$7,200	\$1,200	\$6,000	\$7,200	\$1,200	\$6,000	\$7,200	\$1,200	\$6,000
Carrier Wholesale - 1GB	\$1,800.00	-	-	-	-	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Carrier Bus 10GB	\$2,500.00	1	-	1	1	-	1	1	-	1	\$2,500	\$0	\$2,500	\$2,500	\$0	\$2,500	\$2,500	\$0	\$2,500
Carrier Bus1GB	\$1,850.00	4	-	4	4	-	4	4	-	4	\$5,920	\$0	\$5,920	\$5,920	\$0	\$5,920	\$5,920	\$0	\$5,920
Carrier Bus20Mb	\$89.95	-	-	-	-	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other BB											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total High-Speed Broadband		9,603	9,190	413	9,366	8,960	406	9,390	8,991	399	\$588,989	\$537,548	\$51,441	\$576,035	\$525,181	\$50,854	\$515,036	\$467,920	\$47,116
VOIP																			
Res VOIP	\$19.95	262	262	-	246	246	-	243	243	-	\$6,964	\$6,964	\$0	\$6,483	\$6,483	\$0	\$4,870	\$4,870	\$0
Bus Analog	\$19.95	42	37	5	42	37	5	38	34	4	\$1,978	\$1,849	\$130	\$1,914	\$1,787	\$127	\$1,726	\$1,664	\$62
Bus VOIP	\$24.95	50	-	50	49	-	49	48	-	48	\$4,938	\$0	\$4,938	\$4,796	\$0	\$4,796	\$4,621	\$0	\$4,621
VOIP Discount	(\$5.00)	-	-	-	-	-	-	253	2	251	\$0	\$0	\$0	\$0	\$0	\$0	(\$1,236)	(\$10)	(\$1,226)
Other VOIP											\$432	\$0	\$432	\$388	\$0	\$388	\$380	\$0	\$380
Total VOIP		354	299	55	337	283	54	329	277	52	\$14,312	\$8,813	\$5,500	\$13,582	\$8,270	\$5,311	\$10,361	\$6,524	\$3,837
Router Leased	\$4.95	3,532	-	3,532	3,386	1	3,385	3,391	1	3,390	\$17,285	\$0	\$17,285	\$16,387	(\$15)	\$16,402	\$16,407	(\$15)	\$16,422
Other											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Broadband Vacation Charge	\$5.00	59	57	2	54	52	2	57	54	3	\$255	\$245	\$10	\$234	\$224	\$10	\$256	\$244	\$12
VOIP Vacation Charge	\$5.00	1	1	-	1	1	-	1	1	-	\$5	\$5	\$0	\$5	\$5	\$0	\$5	\$5	\$0
IPTV Vacation Charge	\$5.00	-	-	-	-	-	-	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Vacation Charge		60	58	2	55	53	2	58	55	3	\$260	\$250	\$10	\$239	\$229	\$10	\$261	\$249	\$12

VALLEY COMMUNICATION ASSOCIATION
CONSOLIDATED INCOME STATEMENT - UNAUDITED
PERIOD ENDED APRIL 30, 2019

	YTD(APR)	YTD(APR)	YTD(APR)	APR	2019 VS 2018		2019 VS BUD	
	2018	2019	BUD	2019	Dollars	%	Dollars	%
REVENUE - INTERNET	1,667,865	2,264,183	2,453,181	608,755	596,318	35.8%	(188,999)	-7.7%
COST OF SALES - INTERNET	987,686	929,830	914,649	154,122	57,856	5.9%	(15,181)	-1.7%
GROSS MARGINS - INTERNET	680,178	1,334,353	1,538,533	454,634	654,175	96.2%	(204,180)	-13.3%
REVENUE - IPTV	53,992	(611)	-	(681)	(54,603)	-101.1%	(611)	0.0%
COST OF SALES - IPTV	212,857	92,670	-	31,142	120,187	56.5%	(92,670)	0.0%
GROSS MARGINS - IPTV	(158,865)	(93,281)	-	(31,823)	65,584	41.3%	(93,281)	0.0%
REVENUE - VOIP	10,271	49,333	21,846	14,643	39,062	380.3%	27,487	125.8%
COST OF SALES - VOIP	63,311	67,110	62,104	17,380	(3,799)	-6.0%	(5,006)	-8.1%
GROSS MARGINS - VOIP	(53,040)	(17,776)	(40,258)	(2,736)	35,263	66.5%	22,481	55.8%
VEEK REVENUE	9,066	8,841	8,000	2,371	(225)	-2.5%	841	10.5%
SMART HOME REVENUE	-	-	-	-	0	0.0%	0	0.0%
TOTAL REVENUE	1,741,193	2,321,746	2,483,027	625,088	580,552	33.3%	(161,281)	-6.5%
TOTAL COST OF SALES	1,263,854	1,089,609	976,753	202,643	174,245	13.8%	(112,857)	-11.6%
GROSS MARGINS	477,339	1,232,137	1,506,275	422,445	754,797	158.1%	(274,138)	-18.2%
MAINTENANCE EXPENSE	9,122	30,842	8,333	5,277	(21,720)	-238.1%	(22,509)	-270.1%
CONSUMER ACCOUNTS EXPENSE	102,841	109,315	96,547	36,133	(6,474)	-6.3%	(12,769)	-13.2%
CUSTOMER SERVICE (VEEK) EXPENSE	2,004	-	-	-	2,004	100.0%	0	0.0%
SALES EXPENSE	129,548	87,070	116,948	14,695	42,478	32.8%	29,878	25.5%
ADMIN AND GENERAL EXPENSE	1,250,865	293,981	769,326	65,804	956,884	76.5%	475,345	61.8%
TOTAL CONTROLLABLE COSTS	1,494,380	521,208	991,154	121,908	973,172	65.1%	469,946	47.4%
TOTAL OPERATING EXPENSES	2,758,234	1,610,817	1,967,907	324,552	1,147,417	41.6%	357,089	18.1%
DEPRECIATION & AMORT EXPENSE	1,975,643	1,671,819	1,645,659	419,195	303,824	15.4%	(26,160)	-1.6%
TAX EXPENSE-OTHER	2,326	47,959	-	9,592	(45,633)	-1962.0%	(47,959)	0.0%
INTEREST EXPENSE	289,207	218,799	217,205	52,461	70,408	24.3%	(1,594)	-0.7%
INT CHARGED TO CONST					0	0.0%	0	0.0%
OTHER DEDUCTIONS	723	(167)	-	(50)	890	123.1%	167	0.0%
TOTAL EXPENSES	5,026,134	3,549,227	3,830,771	805,750	1,476,907	29.4%	281,544	7.3%
NET MARGIN	(3,284,940)	(1,227,481)	(1,347,743)	(180,662)	2,057,459	62.6%	120,262	8.9%
EBITDA	(1,017,764)	711,096	515,121	300,586	1,728,860	169.9%	195,975	38.0%

VALLEY COMMUNICATION ASSOCIATION

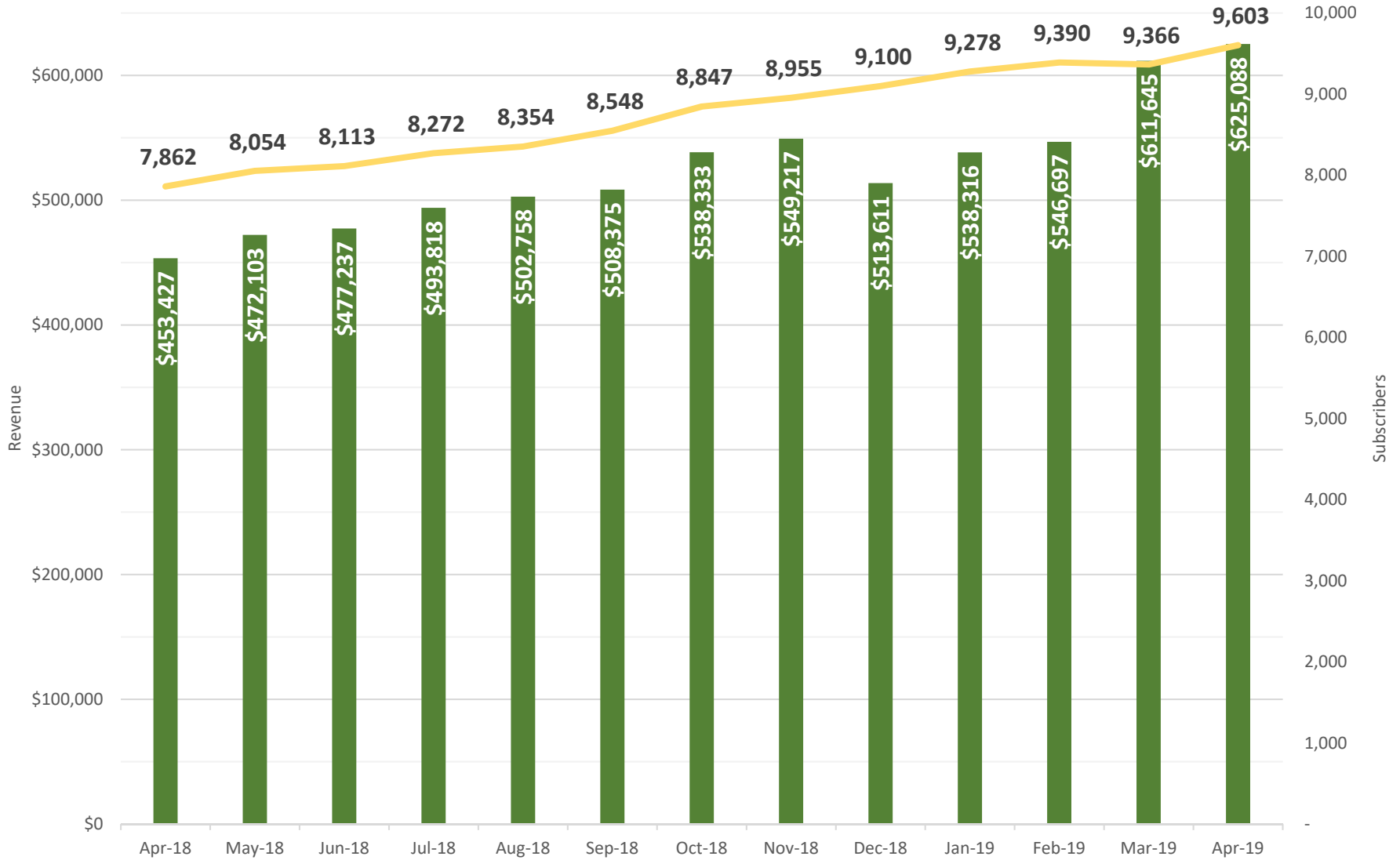
BALANCE SHEET - UNAUDITED

AS OF APRIL 30, 2019

ASSETS AND OTHER DEBITS		LIABILITIES AND OTHER CREDITS	
1. Total Plant in Service	\$40,872,213	30. Memberships	\$0
2. Construction Work in Progress	\$4,466,246	31. Patronage Capital	\$0
3. Total Plant (1+2)	\$45,338,459	32. Operating Margins - Prior Years	(\$15,949,632)
4. Accum. Prov for Deprec and Amort	\$10,183,857	33. Operating Margins - Current Year	(\$1,484,788)
5. Net Plant (3-4)	\$35,154,601	34. Non-Operating Margins	\$0
14. Total Other Property & Investments	\$0	35. Other Margins & Equities	\$45,000,000
15. Cash-General Funds	\$15,235	36. Total Margins & Equities (30 thru 35)	\$27,565,580
16. Cash-Construction Funds-Trustee	\$0	40. Long-Term Debt - Other(Net)	\$0
17. Special Deposits	\$0	43. Total Long-Term Debt	\$0
18. Temporary Investments	\$0	44. Obligations Under Capital Leases	\$5,295,578
19. Notes Receivable - Net	\$0	46. Total Other Noncurrent Liabilities	\$5,295,578
20. Accounts Receivable Trade	\$454,880	47. Notes Payable	\$0
21. Accounts Receivable - Net Other	\$16,433	48. Accounts Payable	\$4,952,371
23. Materials & Supplies	\$1,977,889	49. InterCompany payable	\$0
24. Prepayments	\$46,221	50. Current Maturities Long-Term Debt	\$0
25. Other Current & Accrued Assets	\$0	52. Current Maturities Capital Leases	\$3,270,634
26. Total Current & Accrued Assets	\$2,510,659	53. Other Current & Accrued Liabilities	\$6,308
28. Deferred Debits	\$3,425,211	54. Total Current & Accrued Liabilities	\$8,229,313
		56. Deferred Credits	\$0
29. Total Assets & Other Debits	\$41,090,471	57. Total Liabilities & Other Credits	\$41,090,471

13 Month Broadband Revenues and Subscribers

■ Broadband Revenue — Subscribers



13 Month Broadband Revenue and Subscriber Growth

Revenue Per Sub Subscribers Linear (Revenue Per Sub)

