

Question #13 Answer:

JEA Annual Revenue Projection Dark Fiber Utility Services (Existing Program Offering)



Annual Revenue Forecast	2017	2018	2019	2020	2021	2022
Dark Fiber Leasing Revenues₁	\$ 1,897,227	\$ 1,974,901	\$ 2,023,450	\$ 2,078,719	\$ 2,135,646	\$ 2,194,282
50-mile ring lease ₂	\$ 1,718,990	\$ 1,770,559	\$ 1,823,676	\$ 1,878,386	\$ 1,934,738	\$ 1,992,780
High Speed Fiber Business ₃	\$ 6,365	\$ 6,000	\$ 6,180	\$ 6,365	\$ 6,556	\$ 6,753
5 Agreements with Private Fiber Business ₄	\$ 40,817	\$ 60,214	\$ 62,377	\$ 62,750	\$ 63,135	\$ 63,532
Downtown duct bank ₅	\$ 120,672	\$ 120,672	\$ 120,672	\$ 120,672	\$ 120,672	\$ 120,672
Public Web Provider	\$ 10,383	\$ 10,545	\$ 10,545	\$ 10,545	\$ 10,545	\$ 10,545

Notes and Assumptions - Dark Fiber

1: Dark Fiber revenues increase based upon rate escalation in contracts, new contract opportunities, and expiration of joint-use agreements leading to new revenue.

Question #14 Answer:

JEA Current and Projected Revenues Utility Pole Attachments



Annual Revenue Forecast	2017	2018	2019	2020	2021	2022
Utility Pole Attachment Revenues_{1,2,3}	\$ 4,830,156	\$ 4,821,332	\$ 5,081,472	\$ 5,349,416	\$ 5,509,898	\$ 5,675,195

Notes and Assumptions - Utility Pole Attachments

- 1: Pole attachment revenue increases due to standard agreement with 3% escalator and new attachers; standard agreement in place across 10 attaching entities.
- 2: JEA Pole attachment rent rates calculated via APPA cost-based formula.
- 3: JEA is conducting a Pole Attachment Inventory in 2019 which may find unbillable revenues. This would include back billing.

JEA Current and Projected Revenues Wireless Colocation Utility Services (Including Small Cell Facilities)



Annual Revenue Forecast	2017	2018	2019	2020	2021	2022
Wireless Colocation Leasing Revenues₁	\$ 1,762,504	\$ 1,877,202	\$ 1,963,460	\$ 2,090,262	\$ 2,249,272	\$ 2,413,043
Wireless Colocation (Communication Towers and Electric Transmission Structure CoLo Rent) ₁	\$ 1,762,504	\$ 1,873,494	\$ 1,947,367	\$ 2,025,262	\$ 2,144,272	\$ 2,268,043
Small Cell Rent		\$ 3,708	\$ 16,093	\$ 65,000	\$ 105,000	\$ 145,000

Notes and Assumptions - Wireless Colocation

- 1: Wireless Colocation revenues include macro-site (tower and transmission) rent.
Wireless colocation line of business does not incur capital costs; lessees pay all costs of construction.

Question #15 Answer:

ICS GROUP

Telecommunications Group

Dir Network &
Telecom

Telecom Eng/Ops

Comm Analyst Sr

Enrl Architect

CE-Fiber

(2) Network Admin
Sr