



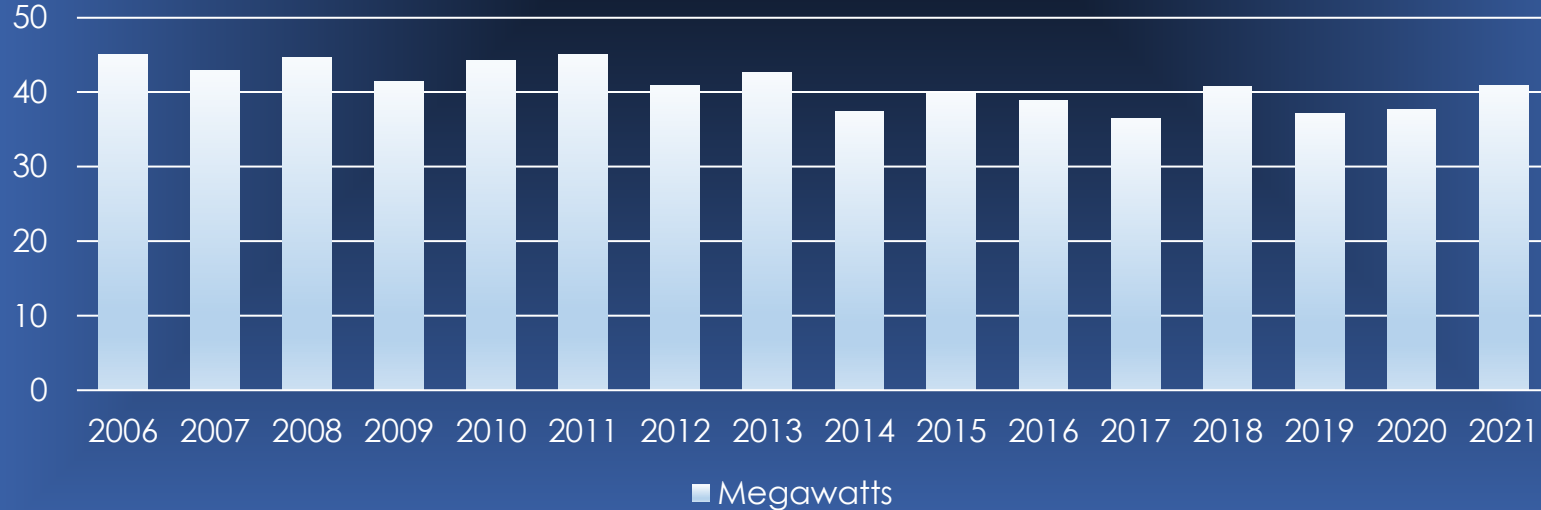
Article 39

Light Plant Expenditures & Payment in Lieu of Taxes



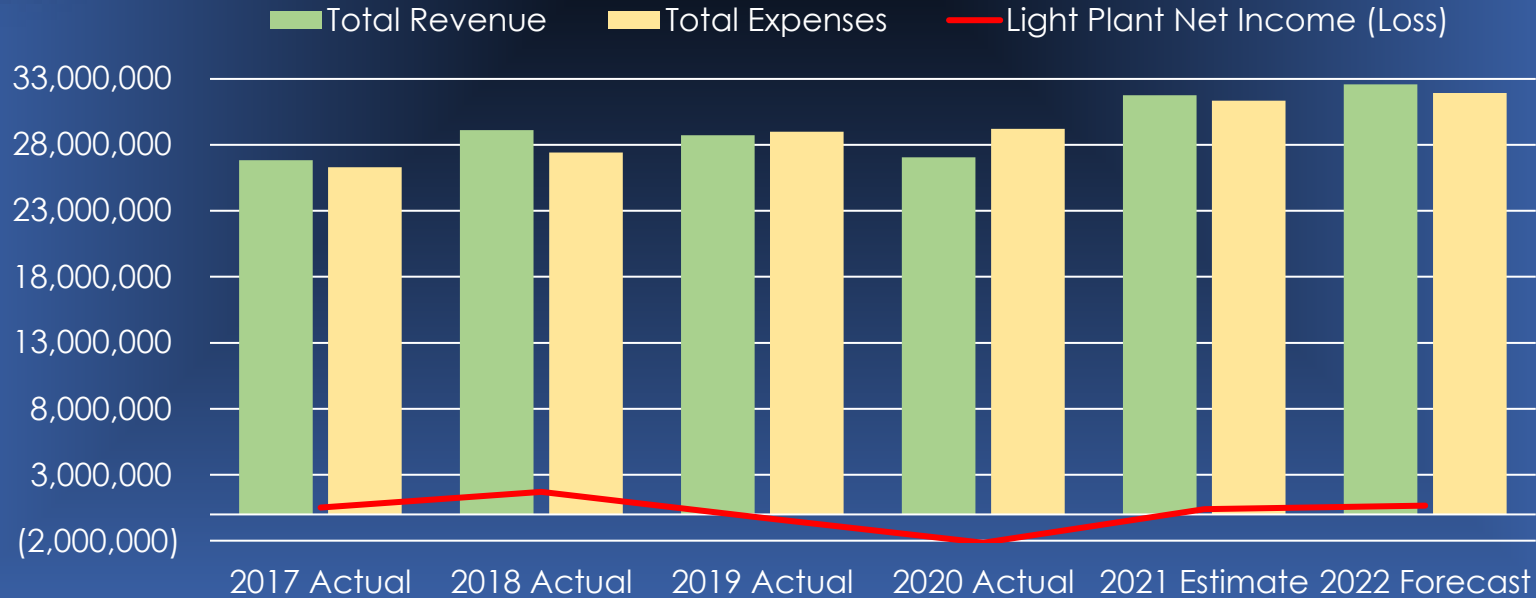
System Demand

CMLP Electricity Peaks



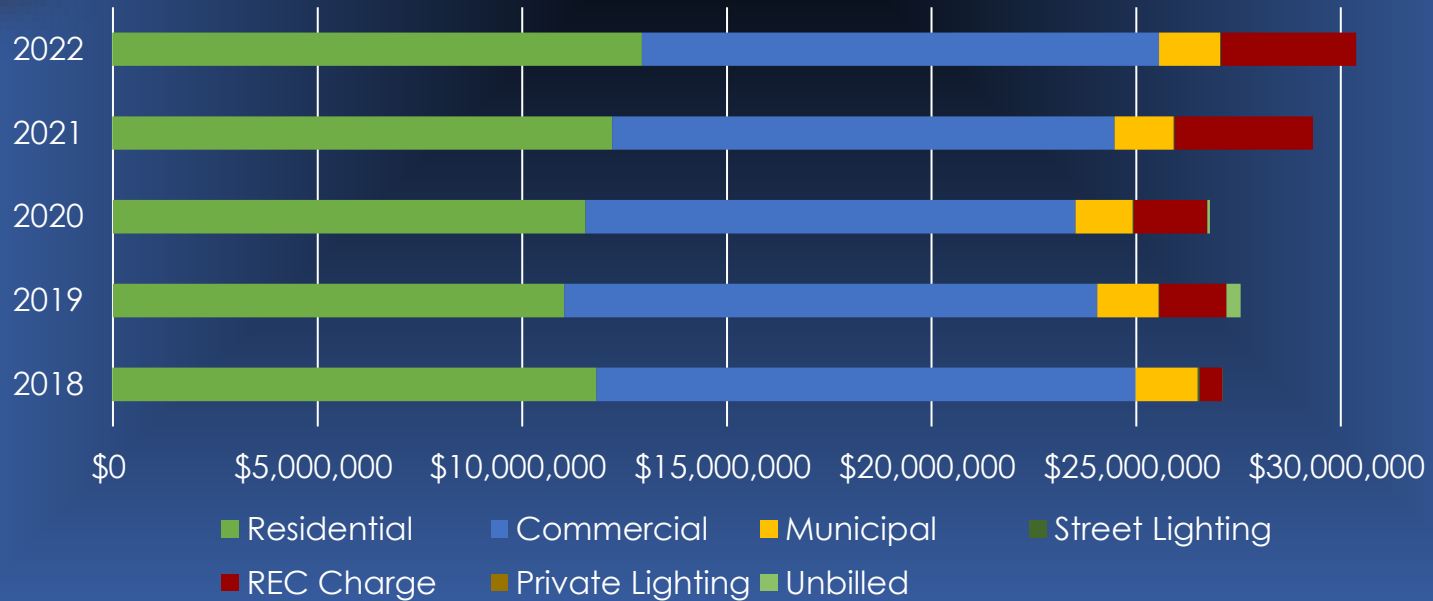


Light Plant Net Income



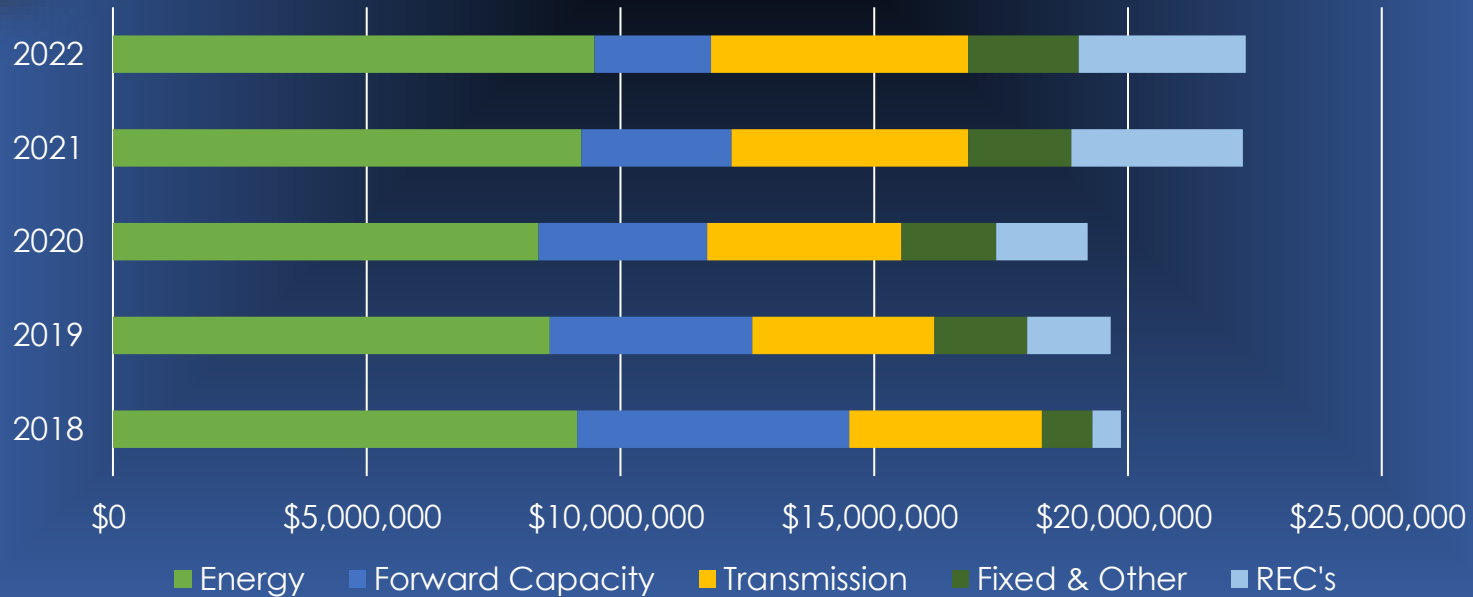


Electricity Sales



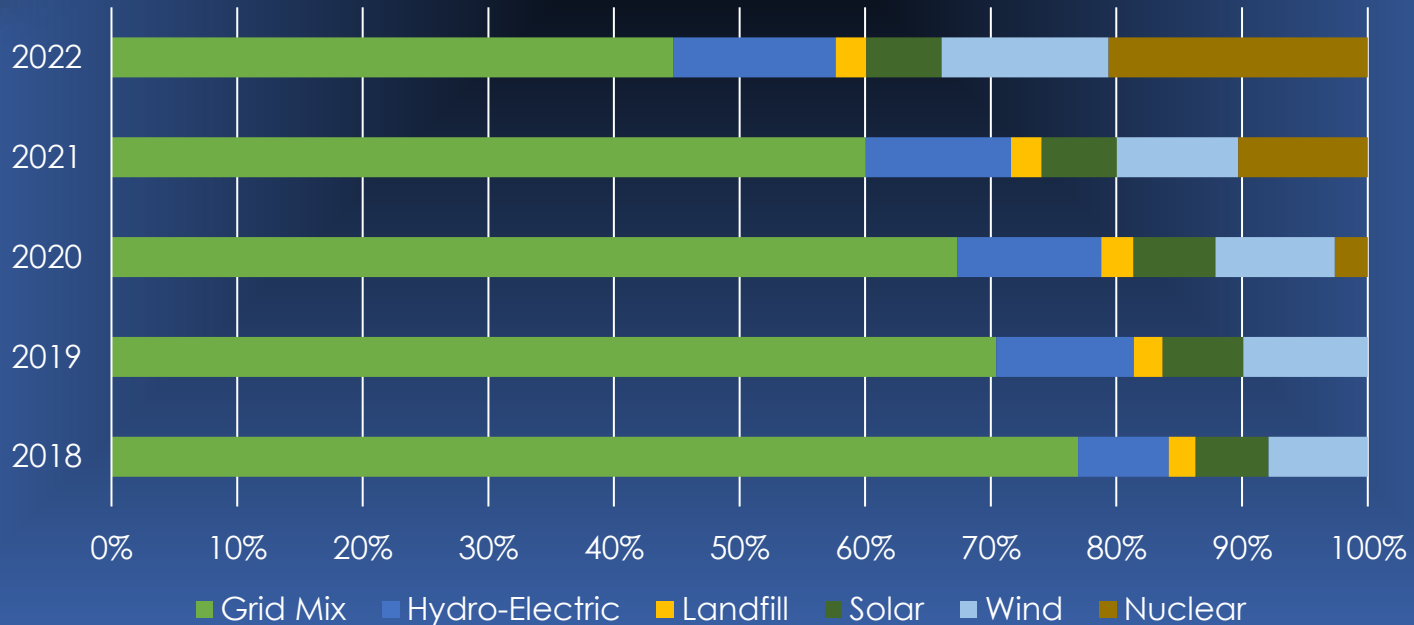


Power Cost Categories



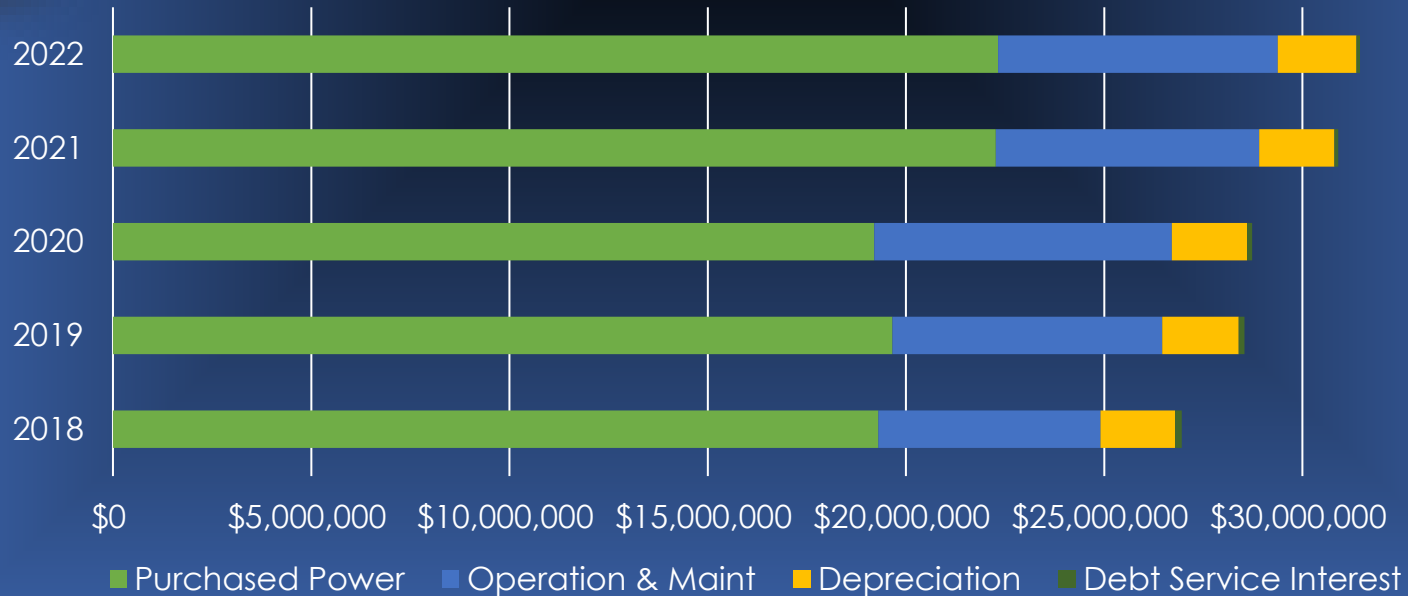


Power Generation Categories





Operating Cost





Capital Outlay

	<u>2022</u>	<u>2023</u>
Total Capital Outlay	\$ 3,440,984	\$ 3,770,783
Funded via ...		
• Depreciation Fund	1,925,984	1,555,783
• Underground Fund	515,000	715,000
• Borrowing	1,000,000	1,500,000



Gross Margin

	<u>2021</u>	<u>2022</u>
Net Income	\$ 399,549	\$ 653,092
	1.26 %	2.00 %
<hr/>		
Total Revenue	31,753,428	32,577,833
Total Expenses	31,353,879	31,924,741



Payment in Lieu of Taxes

The Payment in Lieu of Taxes for the fiscal year will be \$444,000

The funds will be transferred from the Operating Fund of the Light Plant to be used by the Assessors to reduce the tax levy for the fiscal year ending June 30, 2022



Telecommunications



Internet Service Offering

- Offered to residents and businesses since 2014
- 35 to 400 Mbps for Residential Service
- 1 Gbps Business Service now available
- Over 1,564 active customers in January 2021
- Rates compare favorably to other suppliers
- Details at www.concordma.gov/broadband

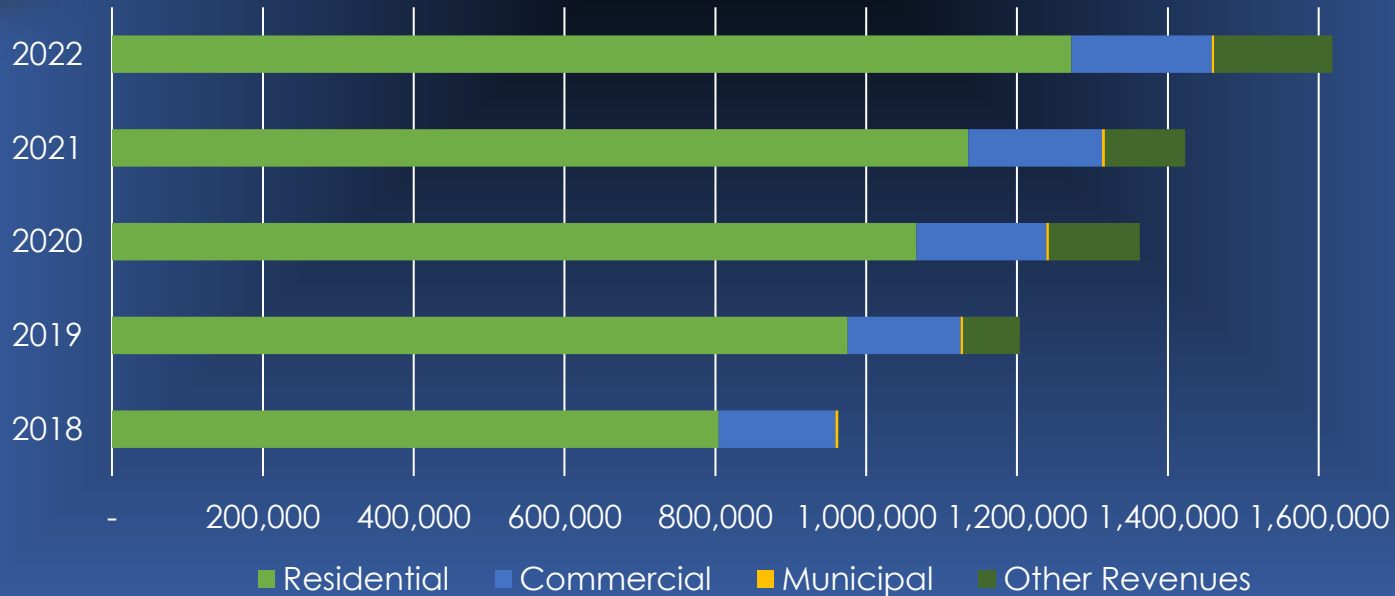


2021 Results

- **Subscriptions & Revenue**
 - Active subscriptions grew about 5% in 2021
- **Financial Results**
 - Estimated 2021 Revenue \$1,423,038 and Net Income \$184,938
- **Organizational changes in 2021 – Hired one Network Engineer and added two Field Technicians**
- **60% Increase in network bandwidth capacity**



Revenue Sources





2022 Forecast Plans

- Add a vehicle and tools as needed to expand support and speed installations
- Replace network and service delivery equipment to improve resilience and increase throughput
- Increase the capturing of business metrics and KPIs to better be able to make business decisions and improve customer retention



2022 Forecast Plans

- Hire a Director of Telecom
- Focus on marketing, customer outreach and satisfaction
- Ensure Concord Broadband has a sustainable business model and adequate growth to fund expansion

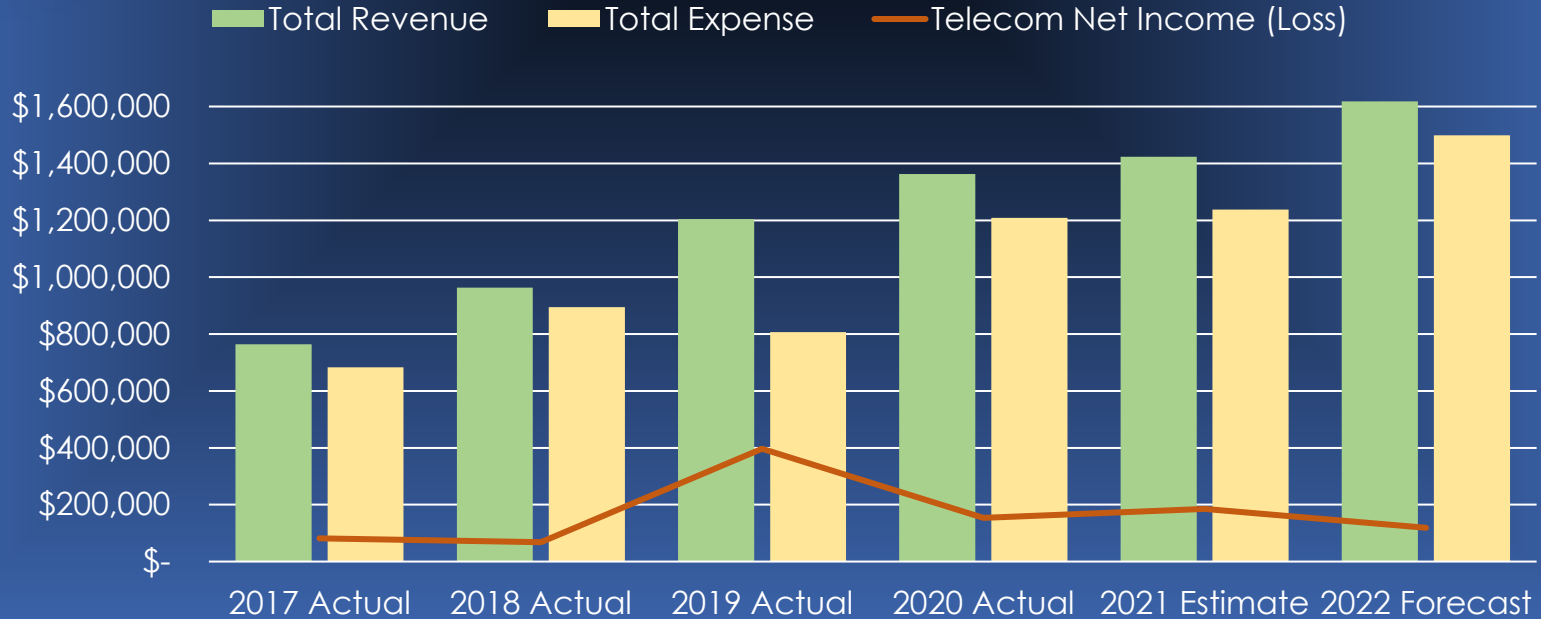


2022 Forecast Plans

- Revenue increase 13.7%
- Forecasted 2022 Revenue of \$1,618,394 and Net Income \$119,228



Telecom Net Income (Loss)





Article 39

Questions?