

**DATA! - re:CUD testimony -- Thursday 2pm-4pm**

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**To:** Tim Briglin <TBriglin@leg.state.vt.us>**Cc:** Chris Recchia <chris.recchia@valley.net>; 'Carole Monroe' <carole.monroe@valley.net>; John Van Vught <john.vanvught@ecfiber.net>

Hi Tim – sorry this is late, just got these numbers

- 1) We have about 731 potential customers (about 16% of total customers) that are unable or unwilling to pay the cost of underground from road to home – the average cost is \$2000 so almost \$1.5M – median is \$1170 per
  - a. we could restrict the availability of state aid to only those customers that require underground ( here may be a few that could be connected aerially)
  - b. or limit it to say \$3000
  - c. as to the concern whether folks given this subsidy can pay their bills, only about 250 customers have left us since 2011, so customers do pay their bills (although some need to be disconnected periodically to remind them)
- 2) of these – 19 are mobile homes at an average cost of \$1500 – these are mostly standalone
- 3) more broadly, in our territory there are at least 2300 mobile homes, something like 8% of all premises – 365 have subscribed but very few are customers
  - a. we believe the cost per mobile home in a park setting will be closer to \$500 each because we can multiple conduits at once but this would require us to provide conduit to each mobile home, whether they have subscribed or not
- 4) we have 32 Free and Reduced School Lunch Families – we could have hooked up more but schools are unable to tell us eligible families due to privacy concerns/legal inability.
  - a. \$99 install waived = \$3200
  - b. March april and may service at \$72/month waived = \$6900, but subsidy so far is probably less since hookups occurred throughout the period – ongoing subsidy is \$2300 per month and will hopefully increase
- 5) Bad debt last year was only \$15k
  - a. Since april 1 our AR balance for 30 days + has increased by \$18000. If this continued for 7 more months that would indicate bad debts of roughly \$81k (more that 5X last year) unless we can use shutoffs to encourage payment

Thanks for all your work on this. Hopefully the next stimulus package will have more flexibility on timing!

Stan