

**NEO Fiber, Inc. dba NEO Connect**  
**Amended Exhibit A - Cost Estimate and Fee Schedule**

Scope of Work	Estimated		Total Estimated		Total	Contingency	
	Hours	# of People	Hours	Hourly Rate		Used	3rd Amendment
Task 1: Overall project management							
Monthly meetings, 1-2 meetings per month for 3-6 months; 1-2 people from NEO attending each meeting.	40	1.5	60	\$ 170	\$ 10,200		
Presentations and progress reports	40	1	40	\$ 170	\$ 6,800		
Task 2: Refine Project Goals and Purpose	8	2	16	\$ 170	\$ 2,720		
Task 3: Community Profiles							
Inventory of Existing Broadband Assets	40	1	40	\$ 170	\$ 6,800		
Needs Assessment, Key Stakeholder Meetings	16	2	32	\$ 170	\$ 5,440		
Coordination of outreach meetings	80	1	80	\$ 170	\$ 13,600		
Identify Broadband Demand, Surveys and Report	40	1	40	\$ 170	\$ 6,800		
Short-term, long-term action plan, RFI with Service Providers and potential partnerships	60	1	60	\$ 170	\$ 10,200		
Task 4: Validate and Correct CPUC Coverage Map	24	2	48	\$ 170	\$ 8,160		
Task 5: Identify Key Issues for Broadband Expansion							
Task 6: Outline and Prioritize Community Strategies							
Design and engineering, capital costs fiber	40	2	80	\$ 170	\$ 13,600		
<b>Financial modeling</b>	40	1	40	\$ 170	\$ 6,800	\$ 8,614	
Model various levels of property tax assessment, up front payments, monthly payments and review the results with the team.	20	1	20	\$ 170			\$ 3,400
Research and finalize all assumptions used in the financial model. Provide a number of models and summary of results using various assumptions on take rate percentages, revenue and operating expense assumptions. Provide financial analysis of underground vs. aerial construction in areas where it is feasible to construct using existing poles, capital costs vs. operational expenses.	56	1	56	\$ 170			\$ 9,520
Further validation of construction methodologies (i.e. aerial vs. underground), strand lash, permitting, make ready expenses, and other capital cost assumptions. Meet with pole owners, Caltrans, construction firms to verify assumptions used in the capital cost estimates. Refine the projected capital costs and provide information to the staff and committee	49.25	1	49.25	\$ 170			\$ 8,373
Business plan, draft and final report	40	1	40	\$ 170	\$ 6,800		
Task 7: Organization and Network Operations Options Presentation	32	2	64	\$ 170	\$ 10,880		
Task 8: Road Map and Written Business Plan (shown above)							
			<b>Estimated Total</b>		<b>\$ 108,800</b>	<b>\$ 8,614</b>	<b>\$ 21,293</b>

Travel Budget	Days on Site	# of People	Airfare	Hotel,	Total
			(\$400 airfare)	Meals (\$250/day)	
Refine Project Goals and Purpose	1	2	800	\$ 500	\$ 1,300
On-site project meetings (assuming 10 meetings)	10	1.5	600	\$ 3,750	\$ 4,350
Key stakeholder meetings (assumes 2 days)	2	2	800	\$ 1,000	\$ 1,800
Estimated Travel Costs for Amendment, Extension	2	3	1200	\$ 1,500	\$ 2,700
			<b>Estimated Total</b>		<b>\$ 7,450</b>
					<b>\$ 1,136</b>
					<b>\$ 2,700</b>

**Total Estimated Hours and Travel**    \$ 116,250    \$ 9,750    \$ 23,993

**Total Estimated Hours and Travel, Amended**                    \$ 126,000    \$ 149,993