



**CHURCHILL COUNTY COMMISSIONERS
CC COMMUNICATIONS MANAGEMENT
CHURCHILL COUNTY, NEVADA**

**899 South Maine Street
Mailing Address PO Box 1390
Fallon, Nevada 89407
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**Contact Person: Shelly Bunyard, Administrative Assistant
E-mail: shelly.bunyard@cccomm.co**

******NOTICE OF PUBLIC MEETING******

**SPECIAL MEETING
AGENDA**

PLEASE POST

PLACE OF MEETING: Churchill County Administrative Building, Commission Chambers,
155 North Taylor Street Suite 145, Fallon, Nevada

DATE & TIME: **May 8, 2026 at 9:30 AM**

TYPE OF MEETING: Regularly Scheduled CC Communications Management Meeting

If you wish to make public comment, you may provide them at the meeting or via email, no later than 4:30 PM the day before the meeting, to shelly.bunyard@cccomm.co.

Notes:

- I. These meetings are subject to the provisions of Nevada Open Meeting Law (NRS Chapter 241). Except as otherwise provided for by law, these meetings are open and public.***
- II. Action will be taken on all Agenda items, unless otherwise noted.***
- III. The Agenda is a tentative schedule. The CC Communications Management Board may act upon Agenda items in a different order than is stated in this notice – so as to affect the people’s business in the most efficient manner possible.***
- IV. In the interest of time, the CC Communications Management Board reserves the right to impose uniform time limits upon matters devoted to public comment.***

Kendra Wells

Kendra Wells, Deputy Clerk

Endnotes:

Disclosures:

**CC Communications is an equal opportunity provider and employer.*

Accommodations/Nondiscrimination:

**Notice to Persons with Disabilities: Members of the public who are disabled and require special assistance or accommodations at the meeting are requested to notify the CC Communications Executive Office in writing at P.O. Box 1390, Fallon, NV 89407 (Attn: Shelly Bunyard), or by calling 775-423-7171 ext. 1215 at least two days in advance.*

**In accordance with federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its agencies, offices, employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies or complaint filing deadlines vary by program or incident. Persons with disabilities who require alternative means of communication for program information (e.g. Braille, large print, audiotope, American Sign Language, etc.) should contact the responsible agency [(775)423-4092] or USDA's TARGET Center at (202)720-2600 (voice and TTY) or contact USDA through the Federal Relay Service at (800)877-8339. Additionally, program information may be available in languages other than English. To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at: http://www.ascr.usda.gov/complaint_filing_cust.html and at any USDA office or write a letter addressed to USDA and provide in the letter all of the information requested in the form. To request a copy of the Complaint Form, call (866)632-9992. Submit your completed form or letter to USDA by:*

1. Mail: U.S. Department of Agriculture
Office of the Assistant Secretary for Civil Rights
1400 Independence Avenue, SW
Washington, D.C. 20250-9410;
2. Fax: (202)690-7442; or
3. Email: program.intake@usda.gov.

Procedures:

**The public meetings may be conducted according to rules of parliamentary procedure.*

**Persons providing public comment will be asked to state their name for the record.*

**The CC Communications Management Board reserves the right to restrict participation by persons in the public meeting where the conduct of such persons is willfully disruptive to the people's business.*

**All supporting materials for this Agenda, previous Agendas, or Minutes are available by requesting a copy from the CC Communications Office, 775-423-7171 ext. 1215. During the meeting, there will be one copy available for public inspection. Additional copies are available by making the request from the CC Communications Office. You are entitled to one copy of the supporting materials free of charge.*



CC Communications Agenda Report

Date Submitted: May 1, 2026

Agenda Item #: New Business - A
Meeting Date Requested: May 8,
2026

To: Board of Churchill County Commissioners
From: Jamie Hyde, Chief Financial Officer
Subject Title: Consideration and possible action re: Approval of the 2026 - 2027 Budget for CC Communications - Telephone Fund, CC Communications - Long Distance Fund, CC Communications - Broadband Funds and CC Communications CAP - Servicing Outside Churchill County Fund.

Type of Action Requested: Accept

Does this action require a Business Impact Statement? No

Recommend Board Action: motion to approve the 2026 - 2027 Budget for CC Communications - Telephone Fund, CC Communications - Long-Distance Fund, CC Communications - Broadband Fund and CC Communications CAP - Servicing Outside Churchill County Fund.

Discussion: On May 7, 2026 CC Communications presented the 2026 - 2027 FY Budget to the Board and now management is asking for approval of the 2026 - 2027 FY Budget, incorporating the revisions requested by the board during the May 7, 2026 meeting.

Alternatives:

Fiscal Impact:

Explanation of Impact:

Funding Source: Budget for 2026 - 2027

Prepared By: Shelly Bunyard, Administrative Assistant

Reviewed By:

Mark Feest, General Manager

Date: May 05, 2026

Date: May 05, 2026

Jamie Hyde, Chief Financial Officer

Board Action Taken:

Motion: _____

1) None _____

Aye: _____

2) None _____

Nay: _____



(Vote Recorded By)

The submission of this agenda report by county officials is not intended, necessarily, to reflect agreement as to a particular course of action to be taken by the board; rather, the submission hereof is intended, merely, to signify completion of all appropriate review processes in readiness of the matter for consideration and action by the board.

CC Communications

2026 Budget Workshop

2026-2027

Budget Overview

Agenda

CC Communications

Made up of four
companies:

Telephone

Broadband

Long Distance

CAP



Budget Process



Challenges/Accomplishments



Revenue Forecasts



**Financial Overview & Capital
Budget**



Projects and Actions

2026-2027 Budget Process

- ◆ Development of the FY 26-27 budget used incremental budgeting.
- ◆ The Revenue budget is based on target market characteristics, strategic goals, and changes to the regulatory regime. The projections in the FY 2027 budget are primarily driven by the continued implementation of the Consumer Only Broadband Loop (CBOL) support mechanism, Competitive deployments, the evolution of the communications industry, customer preferences, and general economic conditions.
- ◆ Development of the Capital budget consisted of group and individual department collaboration to determine project needs and prioritization consistent with long term strategy of the company. Long term strategy includes identifying end of life assets and determining a replacement schedule.

Primary Challenges

- ◆ Inflation
 - ◆ Remains sticky across the economy generally
 - ◆ Materials and construction costs have been driven up by BEAD expenditures
- ◆ Downward Pricing Pressure
 - ◆ YoY 3.1% decrease in BB prices
 - ◆ Real BPI-Speed prices decrease 43% over last decade
 - ◆ Per US Telecom's 2025 Broadband Pricing Index

Significant Factors Impacting Budget Process Overall (1)

- ◆ Competition in CLEC areas
- ◆ Downward pricing pressure and relentless competitor marketing continues to erode profitability.
- ◆ Customer preferences
- ◆ Transport Network
- ◆ Grant Projects

Significant Factors Impacting Budget Process Overall (2)

- ◆ Capital requirements for out of area Broadband projects
- ◆ Capital spend for Fixed Wireless Solutions
- ◆ Changes to the Regional long-haul landscape
- ◆ Staffing requirements
- ◆ Cash flow

Significant Factors Impacting Network Evolution

- ◆ Competition and Downward pricing pressures
- ◆ Redundancy and Reliability
- ◆ Staffing requirements

Accomplishments (1)

- ◆ Approximately 66% complete with SCA Grant
- ◆ Construction in Churchill County primarily completed by internal crews
- ◆ FTTH Virginia City deployment completed
- ◆ Virginia City Highlands started

Accomplishments (2)

- ◆ Deployment of Tarana Wireless in two areas
- ◆ Deployment of C15/Customers migrated
- ◆ Deployment of Ribbon Transport Gear/Customers migrated

Benchmarks (1)

- ◆ EBITDA
- ◆ EBITDA Less USF
- ◆ Revenue per employee
- ◆ Payroll as Percentage of Revenue
- ◆ Revenue/BB Subscriber
- ◆ CAPEX as % of Revenue

Benchmarks (2)

| | Benchmark *2024 Amounts | Actual 24/25 | Annualized 25/26 | Budget 26/27 |
|-----------------------------|----------------------------|-----------------|---------------------|-----------------|
| EBITDA | 44.0% | 50.8% | 44.2% | 47.3% |
| EBITDA Less USF | 2.7% | 20.5% | 13.5% | 19.9% |
| Rev/Employee | \$440,415* | \$607,916 | \$551,470 | \$593,749 |
| Rev/BB Sub | \$3,360* | \$4,113 | \$3,671 | \$4,046 |
| Payroll % of Rev | 28.1%* | 27.3% | 28.8% | 25.5% |
| CAPEX % of Rev | 24.0%* | 18.9% | 32.8% | 39.5% |

Actions (1)

- ◆ Increasing capacity through Capital projects
 - Redundancy
 - Reliability
- ◆ Enhancing the broadband customer experience (CX)
 - Flows from redundancy and reliability
- ◆ Reducing trouble ticket impact
 - Increase to proactive network monitoring
 - Enhance partner integration

Actions (2)

- ◆ Enhance Business Catalogue and Sales
 - Developing and Maximizing fiber assets outside of Churchill County
- ◆ Continue to ebb attrition and seek growth opportunities in other counties
 - Storey County
 - Yerington Paiute Tribe
 - Walker River Tribe
 - Te Moak Tribe

Capital Expense

Estimated Current Fiscal Year 25/26

- TEL: \$ 395,699
- Broadband: \$ 2,611,226
- CAP: \$ 4,943,473

Budgeted Fiscal Year 26/27

- TEL: \$ 1,680,424
- Broadband: \$ 699,777
- CAP: \$ 8,419,600

Capital Projects (1)

- ◆ Churchill County

- Fixed Wireless
- FTTH
- BLDG & GRounds

- ◆ Network Upgrades

- Reliability and Redundancy
 - ◆ TDM Circuit Emulation
 - ◆ VSP Replacement
 - ◆ DHCP, IPv4 transition and Firewall

Capital Projects (2)

- ◆ Storey County

- Virginia City

- ◆ Completed FY 25/26

- ◆ Target Annual Revenue = \$165,000

- Virginia City Highlands

- ◆ ETA = Quarter 2 FY 27/28

- ◆ Target Annual Revenue = \$565,000

Capital Projects (3)

◆ SCA

- 66% complete
- Tract 300 complete
- Tract 200 in-progress ETA August completion
- Target 1100 - 1400 homes in 26/27
- Target 90% complete in 26/27

Capital Projects (4)

◆ Tarana

– Churchill County

- ◆ Address remaining copper locations that are uneconomical to reach with FTTH
- ◆ Create wireless redundant last mile network
- ◆ Measure demand for redundant middle mile network product

Capital Projects (5)

- ◆ Tarana Test Bed Deployment
 - CLEC
 - ◆ Cost Target = \$1,800 per customer
 - Not per location as with fiber
 - ◆ Revenue Target
 - \$105,000
 - ◆ Finalize location
 - Dependent upon tower and backhaul
 - ◆ Silver Springs

Capital Projects (6)

- ◆ Tribal Grants
 - YPT
 - Walker River
 - FPST
 - Te Moak

2025-2026 Annualized Compared to Budget - Telephone

| | 2025-26 Annualized | 2026-27 Budget |
|------------------------------------|-------------------------------|---------------------------|
| Revenues - regulated / deregulated | \$14,493,193 | \$14,673,465 |
| Expenses - regulated / deregulated | \$12,907,103 | \$14,182,500 |
| Net Income(Loss) | \$1,586,090 | \$490,965 |
| Capital | \$395,699 | \$1,680,424 |
| PILT | \$490,796 | \$480,000 |
| Total Net Assets | \$42,920,296 | \$43,411,261 |

- Expenses - regulated/deregulated includes profit transfer to County of \$850,000 for 25/26 and \$1,500,000 for Budget 26/27.

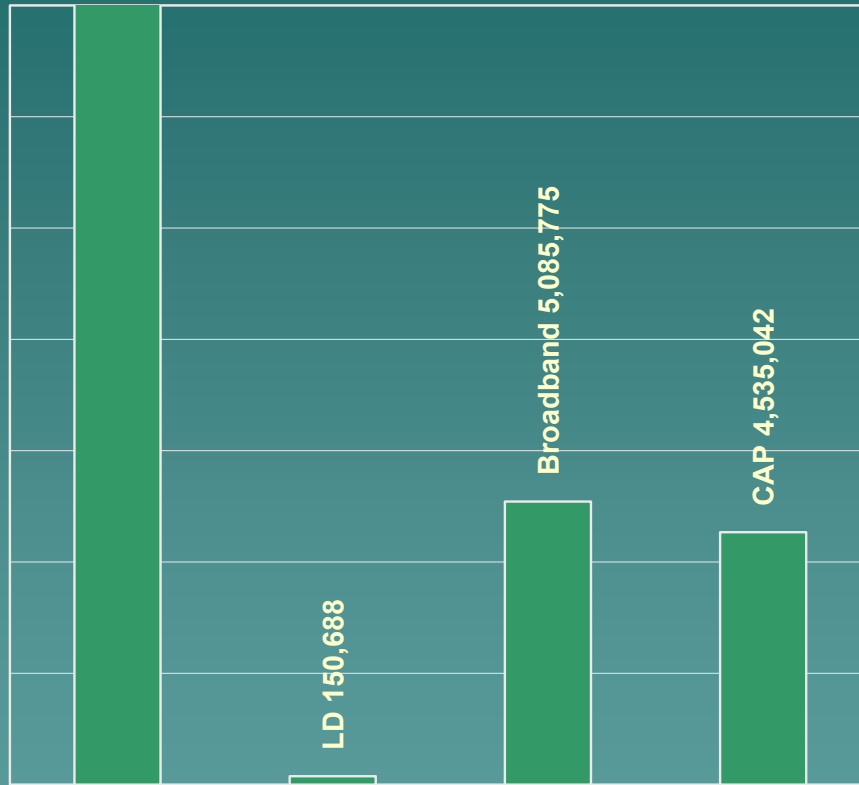
2025-2026 Annualized - 2026-2027 Budget All Companies

| | 2025-26 Annualized | 2026-27 Budget |
|------------------|-------------------------------|---------------------------|
| Revenues | \$24,264,698 | \$27,312,465 |
| Expenses | \$20,269,105 | \$22,442,100 |
| Net Income | \$3,995,593 | \$4,870,365 |
| Capital Projects | \$7,950,398 | \$10,799,801 |

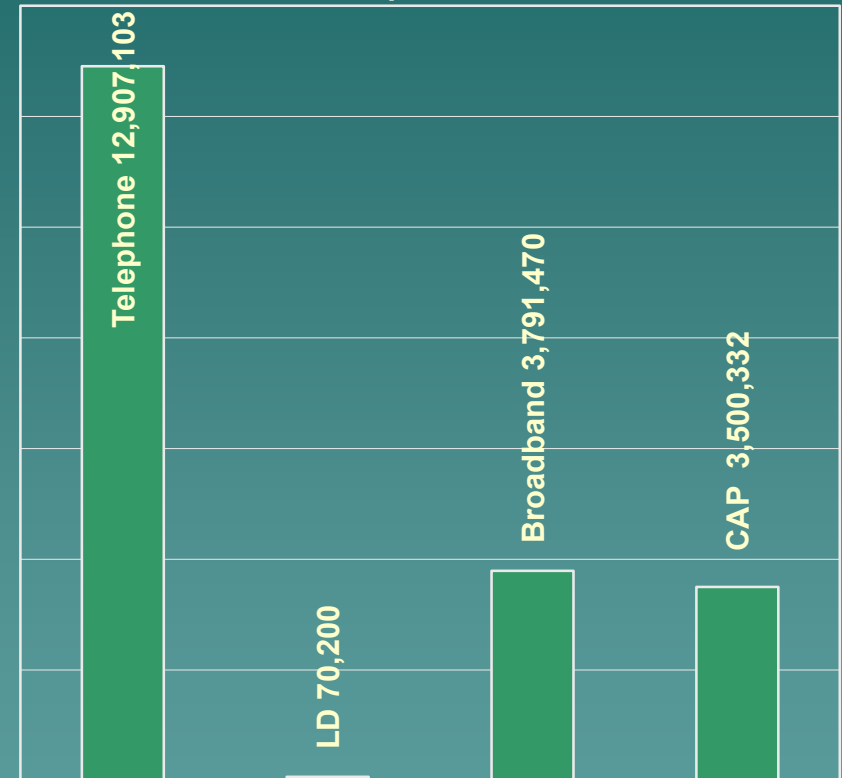
- Revenue Bond principal payments are not reflected in Expenses

Estimated Income Current Budget Year 2025 – 2026

Net Revenues



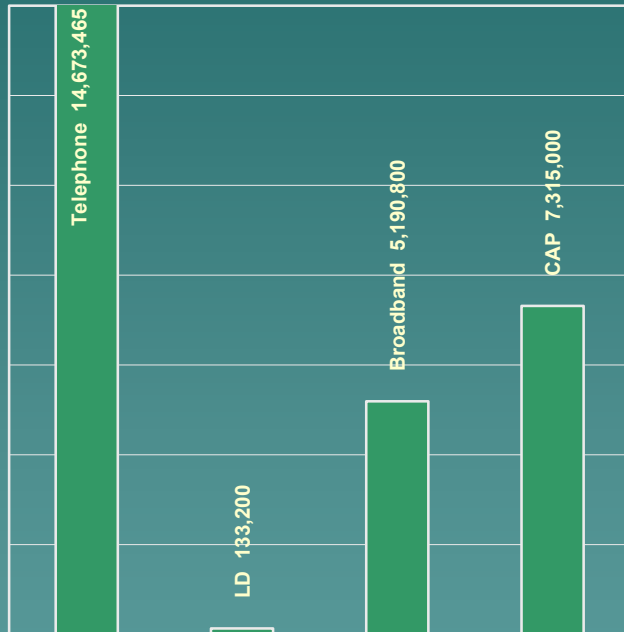
Net Expenses



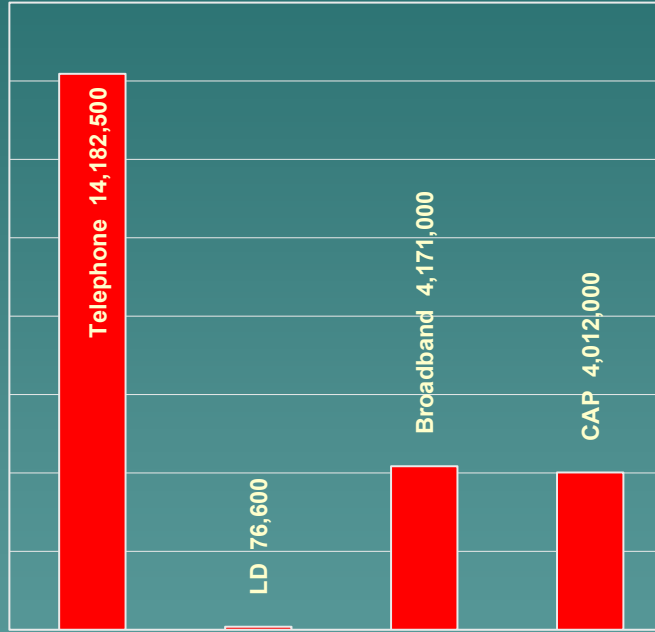
• **Estimated Combined NET Income for June 30, 2026**
\$3,995,593

Net Income Projections Budget Year 2026 – 2027

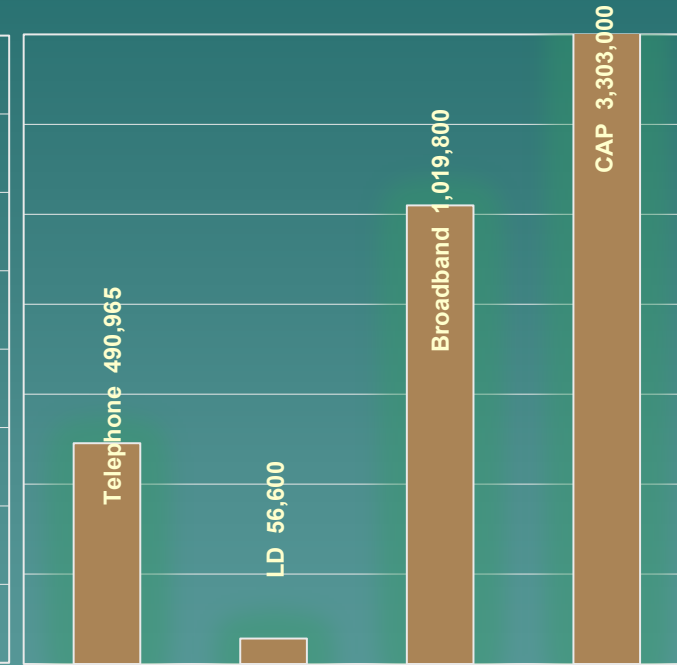
Net Revenues



Net Expenses



Net Income



• **Estimated Combined NET Income for 2026-2027**

\$4,870,365

Summary

- ◆ Action to address downward pricing pressure and market share erosion
 - Reliability/Redundancy
 - Customer Experience
 - Wireless Offering
- ◆ Focus on Broadband outside the County in Capital Expenditures
- ◆ Enhance Business Product Catalogue and Sales
- ◆ Continue to benchmark financial performance and staff utilization

Questions?

