

**Diane Stoddard**


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**From:** Joshua Montgomery [joshua.montgomery@civicwifi.com]  
**Sent:** Friday, March 12, 2010 4:39 PM  
**To:** Diane Stoddard  
**Subject:** Re: Community Wireless

Diane,

Here are the answers to your questions:

Q1- Based on current revenue levels, could you possibly give us an idea of the amount of the 5% that you mentioned in your e-mail?

A1- In 2010 it is likely to be between \$25K and \$40K. This will increase in 2011 with the launch of our CATV service. Expect between \$50K and \$100K in 2011. Based on current trends you'll see between \$80K and \$150K in 2012. It is not productive to predict growth beyond 2012 because it is difficult to do so accurately.

Q2- Would this be 5% of all revenue, including Freenet?

A2- 5% of revenue generated via right-of-way access. This includes the data services provided to Freenet. A portion of our revenue comes from software support services, equipment rental, etc. these revenues would not be included.

Q3- Also, we wanted to clarify if you were requesting the transfer of all current Freenet agreements to CWC. I believe that your letter indicates that it is the intention that this CWC agreement supersede and replace all existing CWC or Freenet agreements, correct?

A3- The new agreements would supersede existing agreements with our partner. It would put all right-of-way access on a paying basis and eliminate ambiguity. Eliminating ambiguity will help us to continue raising private funds.

Q4- Also, I assume that your request is supported by Freenet?

A4- I have spoken with their board members individually and have their full support. They are having a board meeting on Monday of next week and will vote on the issue. I'll ask them if they can submit a letter after the vote.

Please let me know if you have any additional questions.

Thank you,

Joshua Montgomery  
 Community Wireless Communications Co.  
 4105 W. 6th St.  
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 Lawrence, KS 66046  
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 Cl: (785) 840-6155  
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<http://www.civicwifi.com>

Diane Stoddard wrote:

Joshua, at this point, we are planning on having your letter on the March 23 consent agenda for the City Commission to receive your review. I have had some time to review some of our questions from last fall, which are in the attached e-mail. Your letter addressed some of them. Once staff has a chance to meet on your request, there may be some additional follow up questions as well.

Thanks, Diane

-----Original Message-----

From: Joshua Montgomery [mailto:[joshua.montgomery@civicwifi.com](mailto:joshua.montgomery@civicwifi.com)]  
 Sent: Wednesday, March 10, 2010 4:10 PM  
 To: Diane Stoddard  
 Subject: Community Wireless

Diane,

Attached is a letter for your review. I don't think any federal funds are going to be coming our way, so we would like to get the right amount. We have some opportunities to bring some additional investment into the community, but our investors want to be sure that the company can pay for itself.

Thank you,

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4/27/2010

Subject: meeting request

From: Diane Stoddard <[dstoddard@ci.lawrence.ks.us](mailto:dstoddard@ci.lawrence.ks.us)>

Date: Tue, 15 Sep 2009 14:36:25 -0500

To: "'[joshua.montgomery@civicwifi.com](mailto:joshua.montgomery@civicwifi.com)'" <[joshua.montgomery@civicwifi.com](mailto:joshua.montgomery@civicwifi.com)>

To: "'[joshua.montgomery@civicwifi.com](mailto:joshua.montgomery@civicwifi.com)'" <[joshua.montgomery@civicwifi.com](mailto:joshua.montgomery@civicwifi.com)>

CC: John Miller <[jmiller@ci.lawrence.ks.us](mailto:jmiller@ci.lawrence.ks.us)>, "David L. Corliss" <[DCorliss@ci.lawrence.ks.us](mailto:DCorliss@ci.lawrence.ks.us)>, Toni Wheeler <[twheeler@ci.lawrence.ks.us](mailto:twheeler@ci.lawrence.ks.us)>

Hi Joshua,

John and I would like to set up a meeting to discuss with you your e-mail that you had sent to the City Commission in mid-August when the video services agreement was discussed. We wanted to make sure that we understood specifically what you were requesting. Also, based on current revenue levels, could you possibly give us an idea of the amount of the 5% that you mentioned in your e-mail? Would this be 5% of all revenue, including Freenet? Also, we wanted to clarify if you were requesting the transfer of all current Freenet agreements to CWC. These are examples of some of the items that we wanted to discuss and make sure we understood. Could you let me know what your availability might be next week? It appears that John and I are pretty open Tuesday afternoon (except 4-5 pm), or Wednesday morning, if sometime during those blocks might work.

[http://www.lawrenceks.org/web\\_based\\_agendas/2009/08-11-09/08-11-09h/cwc\\_email\\_08-11-09.pdf](http://www.lawrenceks.org/web_based_agendas/2009/08-11-09/08-11-09h/cwc_email_08-11-09.pdf)

Thanks, Diane



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