

## Attachment G – Business Plan

ATC has provided internet services to the Village of Big Springs, NE for over 20 years. This project will further solidify the service offerings to the Village. The Village of Big Springs Council adopted a resolution to support this grant request application. The resolution is provided as attachment letter ATCCommunications\_BigSprings\_M\_1.

ATC will extend the existing fiber network serving the Brule Telephone Exchange west to the Village of Big Springs. From an existing meet point, ATC will bury fiber optic cable approximately 6 miles to a dedicated electronic regeneration site within the city limits of Big Springs. From this point of presence, ATC Communications plans to deploy an aerial fiber project leveraging GPON and XGS-PON throughout the project area. With aerial fiber, ATC will pass 195 locations in the project area. ATC will approach these locations through an advertising campaign, rewarding early subscribing customers with low cost or no cost installation and permanent discounts to their service. This greenfield fiber project will leverage the latest technology in Fiber to the Premise Delivery and will be XGS-PON ready. Allowing the network to support services greater than 1 gigabit per second. Early promotion of this technology improvement and incentivizing early adoption we anticipate up to 65% take rate from the community.

Currently, ATC has a pole attachment agreement application in place with Nebraska Public Power District. ATC will adhere to the requests of the public power district to preform additional data collection, and pole readiness studies. Qualified engineering firms will attest to the “Pole Make Ready” requirements. ATC will contract the construction of mainline aerial build and this construction will be supervised by the engineering firm’s project management team to the approved specifications provided to ATC. Aerial drops from pole attachments will be installed by ATC technicians to each home or business and ONT Electronics and CPE Gateways will be installed to subscribing customers.

In the areas where cable will be buried, ATC has experience obtaining permits for cable plowing and boring. Proper permits will be obtained from local and county government as required. Easement agreements in cases that would require crossing private property or other construction outside of the Right of Way. All construction projects of this type are properly reported for locates to avoid conflicts or damage to existing infrastructure during the construction phases. Project management and oversight will be performed by ATC employees to ensure accurate and timely permitting, construction, and service delivery.

ATC also proposes to support the Village of Big Springs with three public interest projects intending to make broadband access available to village residents and visitors to the community. The Village of Big Springs Public Library, Village of Big Springs Community Center, and a City Park designated by the Village. The purpose is to provide all residents and visitors public internet access and provide this access in indoor and outdoor spaces.

Attached Pages outline Cost analysis and P-N-L over 10 Years