

**Applicant: Consolidated Telephone Company (“Consolidated”)**

**Project Area: Anselmo Unserved**

**Attachment G: Business Plan**

The project proposal is to construct Fiber to the Premise (FTTP) facilities to all the homes and businesses in the Purdum project area. All fiber cable will be placed under ground to provide the highest quality, most reliable and resilient network possible. The expected useful life of the fiber facilities is 25 years and the expected life of the electronic used with the fiber is 11 years. Consolidated has engaged Consolidated Companies, Inc. to construct the fiber facilities that will be connected to our fiber transport ring carrying internet traffic routing to both Denver and Chicago.

The project will require permits from the State, the County, and, if necessary, permits for railroad undercrossing along with occupancy of rights of way. Such permits are routine and Consolidated does not expect any legal challenges in obtaining the necessary permissions.

Consolidated has been providing telecommunications service in rural Nebraska since 1947. The company has grown considerably during those 75 years and has worked to keep services competitive and meet the needs of our customers. Consolidated’s Form M regulatory filings show that the company has a strong balance sheet and does not present a credit risk to its stakeholders, including owners, lenders, regulators, vendors, and customers. The company has been operated conservatively and is in strong financial position to continue operation for years to come.

The estimated average revenue per month is \$83.00. This estimate includes revenues from broadband service along with other telecommunication service revenues. A projection of revenues, expenses, and take-rates are included in the detailed schedules along with a 25-year net cash flow.

# Project: Anselmo Unserved

## Project Cash Flow

Line	Source	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
A 1	Total Project Investment	Attachment H	\$ 1,208,138						
2	Fiber	Attachment H	\$ 1,164,623						
3	COE	Attachment H	\$ 43,515						
B 1	Company Match	Attachment L	36%						
2	Company Match Fiber	A2*B1	\$ 419,264						
3	Company Match COE	A3*B1	\$ 15,665						
4	Company Capital Investment	B2+B3	\$ 434,930						
C 1	Depr Expense Fiber, 25 yr. life	B2/25	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771
2	Depr Expense COE, 11 yr. life	B3/11	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424
3	Total Depreciation Expense	C1+C2	\$ 18,195	18,195	18,195	18,195	18,195	18,195	18,195
4	SIT Rate	Input	7.81%	7.81%	7.81%	7.81%	7.81%	7.81%	7.81%
5	FIT Rate	Input	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%
6	Effective Tax Rate	(C4+C5)/(1+C4)	26.72%	26.72%	26.72%	26.72%	26.72%	26.72%	26.72%
D 1	Estimated # of Locations Served	Input or E1	52	57	61	61	61	62	62
2	Estimated # of Passings	Input	97	97	97	97	97	97	97
3	Initial Penetration	D1/D2	54%	58%	62%	63%	63%	64%	64%
4	Win back % Unserved Passings	Input	10%	1%	1%	1%	1%	1%	1%
5	Projected Penetration	(1-D3)*D4+D3	58%	62%	63%	63%	64%	64%	65%
E 1	Projected Subscribers	D2*D5	57	61	61	61	62	62	63
2	Avg Rev per Sub	Input	\$ 83.00	\$ 83.00	\$ 83.00	\$ 83.00	\$ 83.00	\$ 83.00	\$ 83.00
3	Revenue	E1*E2*12	\$ 56,274	\$ 60,308	\$ 60,671	\$ 61,030	\$ 61,386	\$ 61,738	\$ 62,087
4	Avg Exp per Sub	Input	\$ 42.80	\$ 42.80	\$ 42.80	\$ 42.80	\$ 42.80	\$ 42.80	\$ 42.80
5	Depreciation Expense	C3	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195
6	Expense	(E1*E4*12)+E5	\$ (47,210)	\$ (49,290)	\$ (49,477)	\$ (49,663)	\$ (49,846)	\$ (50,028)	\$ (50,208)
7	Net Income	E3+E6	\$ 9,064	\$ 11,018	\$ 11,193	\$ 11,367	\$ 11,540	\$ 11,710	\$ 11,879
8	Taxes	C6*E7	\$ (2,422)	\$ (2,944)	\$ (2,991)	\$ (3,038)	\$ (3,084)	\$ (3,129)	\$ (3,175)
9	After Tax Net Income	E7+E8	\$ 6,642	\$ 8,073	\$ 8,202	\$ 8,330	\$ 8,456	\$ 8,581	\$ 8,705
10	Depreciation Expense	E5	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195
11	Company Capital Investment	B4	\$ (434,930)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12	Net Cash Flow	E9+E10+E11	\$ (410,093)	\$ 26,268	\$ 26,397	\$ 26,524	\$ 26,651	\$ 26,776	\$ 26,900
F 1	Rate of Return	IRR	3.0%						

## Project: Anselmo Unserved

## Project Cash Flow

Line	Source	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17
A 1	Total Project Investment	Attachment H			\$ 43,515					
2	Fiber	Attachment H								
3	COE	Attachment H			\$ 43,515	Useful l				
B 1	Company Match	Attachment L								
2	Company Match Fiber	A2*B1								
3	Company Match COE	A3*B1			\$ 43,515					
4	Company Capital Investment	B2+B3			\$ 43,515					
C 1	Depr Expense Fiber, 25 yr. life	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771
2	Depr Expense COE, 11 yr. life	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424
3	Total Depreciation Expense	18,195	18,195	18,195	18,195	18,195	18,195	18,195	18,195	18,195
4	SIT Rate	7.81%	7.81%	7.81%	7.81%	7.81%	7.81%	7.81%	7.81%	7.81%
5	FIT Rate	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%
6	Effective Tax Rate	(C4+C5)/(1+C4)	26.72%	26.72%	26.72%	26.72%	26.72%	26.72%	26.72%	26.72%
D 1	Estimated # of Locations Served	Input or E1	63	63	63	64	64	64	65	65
2	Estimated # of Passings	Input	97	97	97	97	97	97	97	97
3	Initial Penetration	D1/D2	65%	65%	65%	66%	66%	66%	67%	67%
4	Win back % Unserved Passings	Input	1%	1%	1%	1%	1%	1%	1%	1%
5	Projected Penetration	(1-D3)*D4+D3	65%	65%	66%	66%	66%	67%	67%	68%
E 1	Projected Subscribers	D2*D5	63	63	64	64	64	65	65	65
2	Avg Rev per Sub	Input	\$ 83.00	\$ 83.00	\$ 83.00	\$ 83.00	\$ 83.00	\$ 83.00	\$ 83.00	\$ 83.00
3	Revenue	E1*E2*12	\$ 62,774	\$ 63,112	\$ 63,447	\$ 63,779	\$ 64,107	\$ 64,433	\$ 64,754	\$ 65,073
4	Avg Exp per Sub	Input	\$ 42.80	\$ 42.80	\$ 42.80	\$ 42.80	\$ 42.80	\$ 42.80	\$ 42.80	\$ 42.80
5	Depreciation Expense	C3	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195
6	Expense	(E1*E4*12)+E5	\$ (50,562)	\$ (50,736)	\$ (50,909)	\$ (51,080)	\$ (51,249)	\$ (51,417)	\$ (51,583)	\$ (51,747)
7	Net Income	E3+E6	\$ 12,212	\$ 12,376	\$ 12,538	\$ 12,699	\$ 12,858	\$ 13,015	\$ 13,171	\$ 13,326
8	Taxes	C6*E7	\$ (3,263)	\$ (3,307)	\$ (3,351)	\$ (3,394)	\$ (3,436)	\$ (3,478)	\$ (3,520)	\$ (3,561)
9	After Tax Net Income	E7+E8	\$ 8,949	\$ 9,069	\$ 9,188	\$ 9,305	\$ 9,422	\$ 9,537	\$ 9,652	\$ 9,765
10	Depreciation Expense	E5	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195
11	Company Capital Investment	B4	\$ -	\$ -	\$ -	\$ (43,515)	\$ -	\$ -	\$ -	\$ -
12	Net Cash Flow	E9+E10+E11	\$ 27,143	\$ 27,264	\$ 27,382	\$ (16,015)	\$ 27,617	\$ 27,732	\$ 27,846	\$ 27,959
F 1	Rate of Return	IRR								

## Project: Anselmo Unserved

## Project Cash Flow

Line	Source	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	Year 25
A 1	Total Project Investment						\$ 43,515		
2	Fiber								
3	COE						\$ 43,515		
B 1	Company Match								
2	Company Match Fiber								
3	Company Match COE						\$ 43,515		
4	Company Capital Investment						\$ 43,515		
C 1	Depr Expense Fiber, 25 yr. life	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771	\$ 16,771
2	Depr Expense COE, 11 yr. life	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424	\$ 1,424
3	Total Depreciation Expense	18,195	18,195	18,195	18,195	18,195	18,195	18,195	18,195
4	SIT Rate	7.81%	7.81%	7.81%	7.81%	7.81%	7.81%	7.81%	7.81%
5	FIT Rate	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%
6	Effective Tax Rate	(C4+C5)/(1+C4)	26.72%	26.72%	26.72%	26.72%	26.72%	26.72%	26.72%
D 1	Estimated # of Locations Served	66	66	66	67	67	67	67	68
2	Estimated # of Passings	97	97	97	97	97	97	97	97
3	Initial Penetration	68%	68%	68%	69%	69%	69%	70%	70%
4	Win back % Unserved Passings	1%	1%	1%	1%	1%	1%	1%	1%
5	Projected Penetration	(1-D3)*D4+D3	68%	68%	69%	69%	69%	70%	70%
E 1	Projected Subscribers	66	66	67	67	67	67	68	68
2	Avg Rev per Sub	\$ 83.00	\$ 83.00	\$ 83.00	\$ 83.00	\$ 83.00	\$ 83.00	\$ 83.00	\$ 83.00
3	Revenue	\$ 65,701	\$ 66,010	\$ 66,316	\$ 66,619	\$ 66,919	\$ 67,215	\$ 67,509	\$ 67,800
4	Avg Exp per Sub	\$ 42.80	\$ 42.80	\$ 42.80	\$ 42.80	\$ 42.80	\$ 42.80	\$ 42.80	\$ 42.80
5	Depreciation Expense	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195
6	Expense	(E1*E4*12)+E5	\$ (52,071)	\$ (52,230)	\$ (52,388)	\$ (52,544)	\$ (52,699)	\$ (52,852)	\$ (53,004)
7	Net Income	E3+E6	\$ 13,630	\$ 13,779	\$ 13,928	\$ 14,074	\$ 14,220	\$ 14,364	\$ 14,506
8	Taxes	C6*E7	\$ (3,642)	\$ (3,682)	\$ (3,722)	\$ (3,761)	\$ (3,800)	\$ (3,838)	\$ (3,876)
9	After Tax Net Income	E7+E8	\$ 9,987	\$ 10,097	\$ 10,206	\$ 10,313	\$ 10,420	\$ 10,525	\$ 10,629
10	Depreciation Expense	E5	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195	\$ 18,195
11	Company Capital Investment	B4	\$ -	\$ -	\$ -	\$ -	\$ (43,515)	\$ -	\$ -
12	Net Cash Flow	E9+E10+E11	\$ 28,182	\$ 28,292	\$ 28,400	\$ 28,508	\$ 28,614	\$ (14,795)	\$ 28,824
F 1	Rate of Return	IRR							