

Dalton Telephone Company_Dalton Broadband Infrastructure Improvements_Attachment G

Dalton Telephone Company, (DTC), established in 1898, is a rural local exchange/communications company in western Nebraska serving 1,025 customers throughout Dalton, Gurley, Lodgepole, Dix and Bushnell. DTC covers 1,400 square miles across six counties. DTC has provided voice communications for over a century and in the last two and half decades began providing internet services. Being a very rural area, there are many challenges with improving broadband infrastructure to provide rural customers with the broadband speeds available in urban areas. Dalton accepted the initial FCC ACAM offer that provided DTC an opportunity to upgrade their current broadband infrastructure to 25/3. While these improvements have benefitted the Gurley community, the current broadband speeds do not compare with urban areas and do not provide the community with the needed speeds to support online education, telehealth visits or the ability to promote growth for local businesses. Without broadband infrastructure improvements, the Gurley community will likely lag impacting their rural population and the ability for the community to be viable.

DTC is proposing a broadband fiber to the premise build that will provide 135 locations in the Gurley area with broadband speed improvements from 25/3 Mbps to a minimum of 100/100 Mbps. With the fiber to the premise build, DTC will be able to eventually scale to 1 Gig. DTC is currently working with available middle mile broadband partners to reduce transport costs thereby in the future, should they be awarded this grant, DTC would be able to offer 1 Gig to residents and businesses. Through increased broadband speeds, the proposed project would provide access to; residential locations allowing them to work from home, allow businesses reliable access to ecommerce opportunities, ensuring children have access to online learning for K-12 and the ability to pursue higher education, and lastly, much needed reliable access to Telehealth which is crucial as we continue to face health management challenges because of the Covid-19 pandemic.

Given DTC's prior experience with broadband infrastructure and fiber deployment, DTC does not anticipate any legal challenges, zoning, right of way or permitting issues. DTC has completed projects previously requiring management in these areas and has not had any issues nor do they anticipate any with this proposed broadband infrastructure build. DTC has been in business since 1898 and will continue to support its customers well into the future. Given this history, DTC has the experience and expertise to support and maintain this fiber to the premise infrastructure build over the long run.

Need for Grant

Nebraska Broadband Bridge Program Grant funding is needed to implement the proposed project because Dalton Telephone Company (DTC) cannot support the cost of the proposed project for the full amount of the capital. The total estimated project cost is \$929,750. DTC will contribute matching funds equal to 50% of the total project cost, which will be approximately \$464,875. As such, DTC is requesting \$464,875 in grant funding from the State of Nebraska.

Market & Penetration Assumptions

Factor	Assumptions
Customers Passed - Project Area	
The proposed Nebraska grant project assumes 147 locations will be passed with fiber.	The total available locations to upgrade or newly serve were determined by engineering and mapping analysis of the area that identified areas that were below the minimum 25/3 speed threshold.
Connection Assumptions & Take Rates - Project Area	
Project Area	
Broadband Subscribers	Based on market analysis, it was assumed that 100% of the 147 locations would be upgraded or newly served, but only 70% would ultimately sign-up for service.

Income Statement Assumptions

Revenue Assumptions

Factor	Rationale (Cite Basis)
Broadband Data Service	
Broadband Data Service	Broadband revenues were developed by taking an average revenue per user (APRU) times the number of new subscribers. The ARPU was developed by assuming that each new customer would subscribe to one of the current packages being offered by DTC. This includes 25/25 Mbps for \$89.95 per month, 55/55 Mbps for \$109.95 per month, and 100/100 Mbps for \$119.95 per month. The initial composite weighted average rate for new FTTH subscribers is \$106.20.
Amortized Grant Revenue	Grant revenue is shown to be equal to the depreciation expense related to the grant funding so that the income statement shows a net zero effect of the grant assets.
Uncollectibles	Uncollectible revenue is estimated to be 0.41% of the projected revenues for each year. This is based on DTC's current operations.

Expense Assumptions

Factor	Rationale (Cite Basis)
Broadband Expense	Backhaul expenses and direct broadband expenses were assumed to be the equivalent of \$20 per month for the new subscribers.
Network Operations	Network Operations expense includes maintenance type expenses related to testing, trouble tickets, locates, etc. The projections include an incremental amount of expenses related to these functions as a percentage of revenues. As new customers are added, the level of expense increases as incremental revenues increase. Network Operations expense was estimated to be an average of 25.09% of gross operating revenues over the projection period.
Marketing Cost to Acquire	The cost to acquire is assumed to be \$100 per new subscriber. Marketing expenses are included for the ramp up period of turning up the customers and then drops to \$0.
Customer Expense	Customer Care & Billing are components of Customer Operations and are implicitly tied to revenues. Revenues, to a certain extent, are an indication of customer levels. As customers increase, revenue increase, and so will the amount of expense needed per customer. We assumed that relationship would stay relatively unchanged. Customer care expense was estimated to be an average of 4.25% of gross operating revenues over the projection period.
General & Administrative	General & Administrative expenses reflect a company's Corporate operations. Changes in G&A expenses mirror changes in revenue in order to maintain similar operating margins. Corporate G&A expense was estimated to be an average of 13.04% of gross operating revenues.
Operating Taxes	This represents all taxes other than Income taxes, mainly property taxes, and reflects the same level of operational efficiency in projected years as the company displayed in historical years. Property/Other taxes was estimated to be 0.09% of total Plant in Service.
Depreciation Expense	Fiber was depreciated over a 20 year life (5%), while the electronics had a 10 year life (10%). Over depreciation of asset accounts is not permitted.
Income Taxes	Earnings Before Taxes multiplied by the federal and state tax rate of 21% and 5.58%, respectively.

Pro Forma Financial Assumptions

Balance Sheet Assumptions

Assets Assumptions

Factor	Rationale (Cite Basis)
Cash	Cash equals liabilities and stockholders' equity less assets (except cash).
Plant in Service	This represents the project amount with a two year construction schedule. The PP&E is divided between the assets funded by the company, and the assets funded by the grant.
Accumulated Depreciation	This represents the accumulated depreciation related to the project. Accumulated depreciation grows by the current year's depreciation expense less retirements for each asset account until the asset is fully depreciated. Over-depreciation of assets is not allowed.

Liability Assumptions

Deferred Grant Revenues	The Deferred Grant Revenue is equal to the annual amortized amounts associated with the NBBP grant assets. The grant amounts are amortized over a weighted average useful life. This is used to net out the assets acquired with grant funds.
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Equity Assumptions

Retained Earnings	Retained earnings represents the company's earnings that have not been paid out or reinvested in the company. Retained Earnings were based on the previous year's level and adjusted for the current year by adding net income (loss)
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Gurley
Financial Forecast

Assumptions

Passings	127
Construction Costs	\$532,000
Grant from State	(\$266,000)
Install/Labor/Materials per gross subscriber add	1,173
Grant from State for drops	(\$149,000)
Electronics	\$99,750
Grant for Electronics	(\$49,875)
Year 3 penetration (ultimate penetration)	70%
ARPU (Monthly)	\$ 115.00

	Year 1	Year 2	Year 3
	<u>2023</u>	<u>2024</u>	<u>2025</u>
Homes Passed	64	127	127
Subscribers	22	60	89
Penetration	35%	47%	70%
ARPU (Monthly)	\$ 115.00	\$ 115.00	\$ 115.00

Profit and Loss

Customer Revenue	\$	15,335	\$	56,434	\$	102,439
Gross Profit	92%	14,108	51,919	94,244		
Fixed Operating Costs		40,000	40,400	40,804		
Variable Operating Costs	35%	5,367	19,752	35,854		
EBITDA		(31,259)	(8,233)	17,586		
EBITDA Margin		-204%	-15%	17%		
Depreciation and Amortization		(9,155)	(15,784)	(18,078)		
Income Taxes		-	-	-		
Net Income	\$	(40,414)	\$	(24,017)	\$	(492)

Balance Sheet

Cash	\$	1,000	\$	1,000	\$	1,000
Current Assets		2,556		9,406		17,073
Fixed Assets		137,325		236,756		271,175
Depreciation		(9,155)		(24,939)		(43,017)
Total Assets	\$	131,726	\$	222,223	\$	246,231
Current Liabilities	\$	3,781	\$	5,013	\$	6,388
Invested Capital		168,359		281,641		304,765

Retained Earnings	(40,414)	(64,430)	(64,922)
Total Liabilities and Equity	\$ 131,726	\$ 222,223	\$ 246,231

Cash Flow Statement

Net Income	\$ (40,414)	\$ (24,017)	\$ (492)
Depreciation	9,155	15,784	18,078
Changes in Working Capital	1,225	(5,618)	(6,292)
Capital Expenditures	(354,667)	(177,333)	-
Electronics	(66,500)	(33,250)	-
Install Labor/Material	(26,075)	(43,806)	(34,419)
Grants	309,917	154,958	-
Capital Invested	168,359	113,281	23,125
Change in Cash	1,000	-	-
Beginning Cash	-	1,000	1,000
Ending Cash	<u>\$ 1,000</u>	<u>\$ 1,000</u>	<u>\$ 1,000</u>

(58,007)	(51,360)	(44,984)	(38,881)	(33,053)	(27,505)	(22,238)	(17,255)	(12,560)
\$ 253,771	\$ 260,452	\$ 266,863	\$ 273,001	\$ 278,864	\$ 284,448	\$ 289,751	\$ 294,770	\$ 299,503

\$ 6,915	\$ 6,647	\$ 6,377	\$ 6,103	\$ 5,827	\$ 5,548	\$ 5,267	\$ 4,983	\$ 4,695
18,078	18,078	18,078	18,078	18,078	18,078	18,078	18,078	18,078
(2,749)	34	35	35	35	36	36	36	37
-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-
22,244	24,760	24,490	24,217	23,941	23,663	23,381	23,097	22,811
1,000	23,244	48,004	72,493	96,710	120,651	144,313	167,695	190,792
\$ 23,244	\$ 48,004	\$ 72,493	\$ 96,710	\$ 120,651	\$ 144,313	\$ 167,695	\$ 190,792	\$ 213,603

(8,155)	(4,042)	(226)	7,751	22,718	37,379	51,733	65,776
\$ 303,945	\$ 308,095	\$ 311,949	\$ 319,964	\$ 334,970	\$ 349,671	\$ 364,064	\$ 378,147

\$ 4,405 \$ 4,112 \$ 3,816 \$ 7,977 \$ 14,967 \$ 14,662 \$ 14,354 \$ 14,043

18,078 18,078 18,078 11,218 - - - -
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22,521	22,228	21,933	19,233	15,005	14,701	14,393	14,083
213,603	236,123	258,352	280,284	299,517	314,523	329,224	343,617
\$ 236,123	\$ 258,352	\$ 280,284	\$ 299,517	\$ 314,523	\$ 329,224	\$ 343,617	\$ 357,700

Number of Passings	Mainline Total	Co. Mainline Match	Co. Mainline Match per location	Drop Total
127	\$532,000	\$266,000	\$2,094	\$298,000

Co. Drop Match	Co. Drop Match per location	Electronics Total	Co. Electronics Match	Co. Electronics Match per location
\$149,000	\$1,173	\$99,750	\$49,875	\$393

Total Project Estimate	Company Match
\$929,750	\$464,875