

Glenwood Telecommunications, Inc.
 Fillmore County Phase 2 Project
 Attachment G_1 - Business Plan - Financial Analysis

Income Statement

| Year | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
|---------------------------|-------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Estimated Revenue | | | | | | | |
| Broadband Revenue | \$ 8,295 | \$ 15,618 | \$ 17,088 | \$ 17,088 | \$ 17,088 | \$ 19,520 | \$ 19,520 |
| Voice Revenue | \$ 788 | \$ 1,463 | \$ 1,800 | \$ 1,800 | \$ 1,800 | \$ 1,800 | \$ 1,800 |
| Other Revenue | \$ 1,110 | \$ 2,420 | \$ 2,590 | \$ 2,590 | \$ 2,590 | \$ 2,590 | \$ 2,590 |
| Total Revenue | \$ 10,193 | \$ 19,501 | \$ 21,478 | \$ 21,478 | \$ 21,478 | \$ 23,910 | \$ 23,910 |
| Estimated Expenses | | | | | | | |
| Direct Expenses | \$ 3,523 | \$ 4,575 | \$ 5,001 | \$ 5,165 | \$ 5,272 | \$ 5,364 | \$ 5,364 |
| General & Admin Expense | \$ 11,109 | \$ 10,146 | \$ 10,317 | \$ 8,532 | \$ 8,600 | \$ 8,487 | \$ 8,487 |
| Total Expenses | \$ 14,632 | \$ 14,721 | \$ 15,318 | \$ 13,697 | \$ 13,872 | \$ 13,851 | \$ 13,851 |
| EBITDA | \$ (4,439) | \$ 4,780 | \$ 6,160 | \$ 7,781 | \$ 7,606 | \$ 10,059 | \$ 10,059 |
| Cumulative | \$ (4,439) | \$ 341 | \$ 6,501 | \$ 14,282 | \$ 21,888 | \$ 31,947 | \$ 42,006 |

Cash Flow Statement

| | | | | | | | |
|---------------------------------------|--------------------|--------------------|--------------------|--------------------|-------------------|------------------|------------------|
| Cash Flows from Operations: | | | | | | | |
| Net income | \$ (4,439) | \$ 4,780 | \$ 6,160 | \$ 7,781 | \$ 7,606 | \$ 10,059 | \$ 10,059 |
| Cash flows from Operations | \$ (4,439) | \$ 4,780 | \$ 6,160 | \$ 7,781 | \$ 7,606 | \$ 10,059 | \$ 10,059 |
| Cap Ex & Cash Flow Summary | | | | | | | |
| Construction costs | \$ (1,082,111) | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| 75% Grant match | \$ 811,583 | | | | | | |
| Fillmore County contributions | \$ 250,000 | | | | | | |
| Total Cap Ex | \$ (20,528) | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Increase (Decrease) in Cash | \$ (24,967) | \$ 4,780 | \$ 6,160 | \$ 7,781 | \$ 7,606 | \$ 10,059 | \$ 10,059 |
| Cash, beginning | \$ - | \$ (24,967) | \$ (20,187) | \$ (14,027) | \$ (6,246) | \$ 1,360 | \$ 11,419 |
| Cash, ending | \$ (24,967) | \$ (20,187) | \$ (14,027) | \$ (6,246) | \$ 1,360 | \$ 11,419 | \$ 21,478 |