

Glenwood Telecommunications, Inc.
Franklin County Rural Project
Attachment G – Business Plan

Glenwood Telecommunications (Applicant) proposes to build fiber into rural Franklin County to connect to rural residences and businesses. The network also includes a connection to Pinpoint Communications thus creating Route Diversity of Networks. The connection will allow both companies the ability to further reach unserved and underserved Nebraskans while working together to work more efficiently. The network will build off current GPON and Active Ethernet to serve the public. These routes will also be used to FTTH expansion in the coming years thus reaching additional Nebraskans. Project Technical specifications were addressed in Attachment E.

Project challenges include material acquisition, permitting and contractor management. Glenwood feels that the strong relations fostered over the years of working together will help in overcoming some of these items. Industry demand has pushed recent fiber optic cabling and equipment purchase lead times to the end 2023 for delivery. Applicant does maintain fiber stock that will work to minimize fiber delivery delays. Applying for permits to occupy and permits to cross are always a concern on a project of this size. However, Glenwood has good working relationships with all the entities involved. Working with local jurisdictions including City, County, State, Railroad, and water crossing officials can be time consuming however we are experienced with these processes. Applicant has been installing fiber since the early 1990s and has skills and experience with the necessary procedures to acquire permits to install fiber in this area. Securing underground contractors is a challenge with the huge demand for fiber installation industrywide however Applicant has strong relationships utilizing several local contractors for the past 15 years. Applicant manages local contractors and will have capability to complete this project in a timely manner.

As stated above, Applicant has been installing and building fiber networks for over thirty years and keeps an adequate staff of Network Engineers, IT support, Enhanced Service Technicians, and Customer Service Representatives to maintain the network, plant, and take care of the customers' needs. Applicant uses a third-party source to provide 24/7/365 customer support along with our in-house support team. Applicant also contracts third-party vendors to assist with network design and maintenance when necessary. Applicant would also look to hire additional technical and service staff to keep with our high standards of service we strive for. These jobs would also help the local economies by providing good paying local jobs keeping the communities strong.

Applicant has equipment and processes in place to continually monitor the network to ensure it is running securely and efficiently. The estimated life of the electronics is 5 to 10 years; however, Applicant continually evaluates the efficiencies of the network equipment in place and makes replacements as necessary.

Applicant is aware of the need to provide broadband service to unserved and underserved locations now being served by their ILEC provider. The Nebraska Broadband Bridge Program with the grant opportunities along with potential American Rescue Plan Act (ARPA) monies available from Counties and Communities wanting to improve their broadband service in their areas, will make the Franklin County project financially viable by allowing Applicant to expand off our existing fiber network to provide reliable, robust broadband service at an affordable price and allowing Applicant a reasonable return on investment.

The financial analysis of this project does not demonstrate a positive net income or cash flow; however, Glenwood feels the need to serve these unserved businesses and residences, and with the connection to Pinpoint, have more opportunities for both companies to expand to serve additional unserved and underserved businesses and residences in the area. This project will also improve Glenwood's network by adding redundancy. Glenwood has funds available to fund and maintain this project.