**ATTACHMENT G**

**BUSINESS PLAN**

**Project Description:**

* Buried fiber deployment (10 route miles) that will service the community of Fort Calhoun (395 homes)
* Project will use equipment that is the same as that used in similar projects (Calix equipment, Optical Network Terminals with Wi-Fi included, etc.)
* Project will be completed by November 1, 2023 assuming grant received by October 2022 and barring any extraordinary circumstances
* Since Blair Telephone Company is the local incumbent exchange provider, customers will need to be converted from copper/ DSL technologies to fiber. This conversion is accounted for in the costs (tech time, costs of buried fiber to each home, etc.)
* We do not anticipate any substantial legal or zoning challenges to this project given our long-time status as the incumbent local telecommunications provider
* Mainline fiber has a very long useful life (at least 30 years) and, if properly constructed and maintained, should not have to be replaced. Electronics attached to the fiber also have long useful lives, and, with the exception of the continued evolution of Wi-Fi technology (on the Optical Network Terminal installed in each home), we anticipate most equipment should last at least seven years or more
* Fiber is a more reliable technology than copper or hybrid fiber/coax. Buried fiber, while costly, also has lower maintenance costs and higher customer satisfaction

**Detailed Schedule of Expenses and Cash Flows:**

We are requesting $702,696 of the $1,951,933 cost to enable fiber throughout Ft Calhoun. The project cash flow (with grant included as an offset) will break even in month 57. The internal rate of return for this project is above the standard American Broadband threshold (20%).

