



Business Plan Summary

The proposed Bayard fiber project is an organic extension and upgrade to the existing Vistabeam fixed wireless deployment in the area. Vistabeam currently has 50 broadband customers on the fixed wireless system in Bayard, fed by two high capacity microwave middle mile connections. These customers will be migrated to the fiber network and the fixed wireless equipment will be redeployed elsewhere.

Vistabeam will purchase 10GB of fiber middle mile connectivity back to our Denver network operation center to feed this deployment.

Notes on the Financial Analysis of the **Bayard** Fiber Project (Vistabeam_Bayard_G_2.xlsx)

Over the first two months after project completion, fixed wireless customers will be transitioned to the fiber network and new customers will be added until 280 of the 622 potential locations are active customers on the system. Once that level of market share is attained, it will remain steady. ARPU for the fiber customers is projected at \$85/month for a monthly revenue target of \$23791.

The monthly expenses include \$1200 for middle-mile transit, \$200 for pole attachment fees, \$100 for electric utilities and \$100 for maintenance, and a loan payment of \$10669.90 for a monthly expense plus debt service of \$12269.90.

The proposed loan structure for the match is on a 5 year amortization with a 7% interest rate.

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