

	A	B	C	D	E	F	G
1	Fixed Wireless to Fiber Cash Flow Transition Model						
2							
3	Fixed Wireless ARPU	\$ 65.00					
4	Fiber To The Premise ARPU	\$ 85.00					
5	Homes in Project	622					
6	FTTH Construction Cost	\$ 2,155,404.00					
7	Grant Match %	75%					
8	Grant Proceeds	\$ 1,616,553.00					
9	Target Wireless Market Share	0%					
10	Target Fiber Market Share	45%					
11	Beginning Wireless Market Share	1%					
12	Transition Period (in Months)	12					
13	Financed Amount	\$ 538,851.00					
14	Interest Rate	7%					
15	Loan Term	60					
16	->Monthly Expenses						
17	Loan Payment	\$10,669.90					
18	Pole Attachment Fees	\$ 200.00					
19	Utilities	\$ 100.00					
20	Internet Backbone	\$1,200					
21	Maintenance	\$100					
22							
23							
24							
25	Month	1	2	3	4	5	6
26	Fixed Wireless Customers	50	25	0	0	0	0
27	Fiber Customers	0	25	50	75	100	125
28	Total Monthly Revenues	\$ 3,250.00	\$ 3,750.00	\$ 4,250.00	\$ 6,375.00	\$ 8,500.00	\$ 10,625.00
29							
30	Total Monthly Expenses	\$12,269.90	\$12,269.90	\$12,269.90	\$12,269.90	\$12,269.90	\$12,269.90
31							
32	Net Margin	\$ (9,019.90)	\$ (8,519.90)	\$ (8,019.90)	\$ (5,894.90)	\$ (3,769.90)	\$ (1,644.90)

	A	H	I	J	K	L	M
1	Fixed Wireless to Fiber Cash Flow Transition Model						
2							
3	Fixed Wireless ARPU						
4	Fiber To The Premise ARPU						
5	Homes in Project						
6	FTTH Construction Cost						
7	Grant Match %						
8	Grant Proceeds						
9	Target Wireless Market Share						
10	Target Fiber Market Share						
11	Beginning Wireless Market Share						
12	Transition Period (in Months)						
13	Financed Amount						
14	Interest Rate						
15	Loan Term						
16	->Monthly Expenses						
17	Loan Payment						
18	Pole Attachment Fees						
19	Utilities						
20	Internet Backbone						
21	Maintenance						
22							
23							
24							
25	Month	7	8	9	10	11	12
26	Fixed Wireless Customers	0	0	0	0	0	0
27	Fiber Customers	150	175	200	225	250	280
28	Total Monthly Revenues	\$ 12,750.00	\$ 14,875.00	\$ 17,000.00	\$ 19,125.00	\$ 21,250.00	\$ 23,791.50
29							
30	Total Monthly Expenses	\$12,269.90	\$12,269.90	\$12,269.90	\$12,269.90	\$12,269.90	\$12,269.90
31							
32	Net Margin	\$ 480.10	\$ 2,605.10	\$ 4,730.10	\$ 6,855.10	\$ 8,980.10	\$ 11,521.60

