



Business Plan Summary

The proposed Broadwater fiber project is an organic extension to the existing Vistabeam fixed wireless deployment in the area. To future proof the network deployment, Vistabeam will deploy XGS-PON equipment capable of providing multi-gigabit service as well as XGS-PON ONTs and multi-gigabit capable subscriber gateways for managed WIFI at full gigabit speeds.

Vistabeam will use a combination of fiber middle mile and licensed microwave connectivity back to our Denver network operation center to feed this deployment.

Notes on the Financial Analysis of the Broadwater Fiber Project (Vistabeam_Broadwater_G_2.xlsx)

ARPU for the fiber customers is projected at \$80/month for a monthly revenue target of \$7,800 assuming a 75% adoption rate.

We plan to provide fiber drop labor, core network electronics deployment labor, and install labor internally. Those expenses are projected at \$63,800.00. The remaining portion of the 25% matching contribution is \$31,247.63 which we will finance on a 5-year amortization at a 9% interest rate for a loan payment of \$641.09.

The monthly expenses include \$200 for pole attachment fees, \$100 for maintenance, \$1200 for internet backbone and a loan payment of \$641.09 for a total monthly expense plus debt service of \$2241.09.

HEADQUARTERS:

1225 Sage Street
Gering, NE 69341

REGIONAL OFFICES:

304 South Main Street
Yuma, CO 80759

1208 Center Avenue
Mitchell, NE 69357

1839 Main Street
Torrington, WY 82240