



## Attachment G – Business Plan Summary

### Project Overview

As described in Attachments E and J, this project will address the area's critical need for fast, resilient, and affordable broadband with next generation 10 GB, symmetrical fiber technology (XGS-PON). The proposed network will be designed to last at least 20 years without requiring major replacement or substantial upgrades. When the network is completed, Nebraskans in the project area will have access to broadband infrastructure that is superior to most fiber networks (typically GPON or EPON) that are already in service and currently being deployed throughout the country at extremely affordable prices.

The project area extends north of Sidney on Highway 385 to Road 32, then west to Road 99, then south to Highway 30. It includes the unincorporated community of Brownson, as depicted in Attachment A. This area includes 78 unserved locations comprised of 110 households. All locations in the project area will be served by the proposed fiber network.

It is unlikely that the project area will be served with 10GB symmetrical fiber solely through private investment.

### Risk Factors and Mitigation

The primary risk factors are obtaining necessary permits and make ready for pole attachments.

Vistabeam and its construction partners have substantial experience with permitting and make ready processes. We will mitigate these risks by clearly communicating projects timelines and community benefits to permitting agencies, community leadership, and pole owners, and by working to address any potential concerns that might arise. Vistabeam will contact poles owners and begin filing permit applications for federal, state, county, or other rights of way, as applicable, once the application is granted.

Vistabeam does not expect material lead times or the availability of construction crews to be risks for this project. We have already engaged our suppliers and primary contractor (Splash Fiber) as part of this application process and will begin working with them as soon as our application is granted.

### Revenue and Take Rate Assumptions

Our ARPU assumptions are based on our average ARPU in our current retail fiber markets and wireless markets with similar packages in Nebraska, as adjusted for the ratio of discount-eligible locations in the project area and our average number of discount-eligible locations across similar deployments. Based on this methodology, we expect an average ARPU of \$80 per month for the first five years of deployment in the project area.

Vistabeam assumes take rates will vary by the type of location. For example, take rates will generally be



higher for unserved locations than for underserved locations in the project area. We also assume that penetration will change over time until it reaches a steady state. These assumptions are based on our experience serving customers in Nebraska over the last 20 years. On average, we expect 70% penetration within the first five years of deployment. Once that level of market share is attained, it will remain steady.

### Financial Analysis

The following financial analysis is based on the revenue and take rate assumptions discussed above and the cost breakdown in Attachment H, including any applicable disallowed expenses.

#### Financial Summary

	2024	2025	2026	2027	2028	2029
Revenues	\$ 654,300	\$ 1,964,440	\$ 51,333	\$ 73,920	\$ 73,920	\$ 73,920
Costs	\$ 1,237,894	\$ 1,959,096	\$ 63,517	\$ 18,600	\$ 18,600	\$ 18,600
Net Cash Flow	\$ (583,594)	\$ 5,344	\$ (12,183)	\$ 55,320	\$ 55,320	\$ 55,320

During the deployment phase, capex expenses will be high. Revenue will also be high during the deployment phase due to the receipt of grant funds. Once deployment is complete, expenses and revenue will drop substantially to a steady state.

The cost breakdown in Attachment H is based on the quote we received from our fiber deployment contractor, Splash Fiber, LLC, which quoted a buried per mile cost of \$86,710.

### Federal Grant Funds and Audits

Vistabeam has not previously been awarded federal grant funds for broadband deployment in the project area.

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



Vistabeam has received federal grant funding in other areas for the following projects:

Federal Agency	Program	Award ID
FCC	RDOF	017-0018706002-WY-B00000009
FCC	RDOF	017-0018706002-WY-B00000008
FCC	CAF II	CO-057-9556001
FCC	CAF II	CO-125-9631002
FCC	CAF II	CO-125-9631004
FCC	CAF II	CO-125-9632003
FCC	CAF II	CO-125-9632005
FCC	CAF II	NE-157-9536003
FCC	CAF II	WY-001-9627001
FCC	CAF II	WY-027-9572001
FCC	CAF II	WY-027-9572002
FCC	CAF II	WY-027-9572003
FCC	CAF II	WY-031-9591001
FCC	CAF II	WY-031-9591002

Vistabeam has not defaulted on any federal grant awards and no federally funded Vistabeam project has been audited.

### Community Outreach

Vistabeam has sought input from community leaders and organizations in the project area, as described in more detail in Attachment J.

### Long-Term Network Viability

As described in Attachment E, fiber infrastructure has a long service life. Optical fiber has an expected service life of 40 years, and the expected service life of network distribution equipment is typically 20 years. We anticipate that our proposed network will meet these expectations. As noted in Attachment E, Vistabeam will deploy only dependable equipment from Tier-1 vendors.

We do not expect that our fiber network will require substantial capacity upgrades over the next 15 years. As described in more detail in Attachment E, we will install the latest next generation 10GB symmetrical fiber technology with deployed speeds of 8 Gbps, which will be able to meet or exceed the foreseeable needs of our customers for decades to come.

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## Environmental Sustainability

Vistabeam incorporates environmental sustainability initiatives throughout its supply chain. In 2023, Corning, our fiber optic cable supplier, was named by the U.S. Environmental Protection Agency as an ENERGY STAR Partner of the Year for the tenth consecutive year.<sup>1</sup> Our primary equipment supplier, Adtran, has an extensive environmental management system to reduce energy consumption and maximize recycling, including the use of recycled materials in the equipment Vistabeam will deploy.<sup>2</sup>

Vistabeam is sensitive to the environmental impact of deploying a fiber optic network. We strive to design networks that limit stream crossings and avoid deployment in historical or environmentally sensitive areas.

## Pre-Existing Commitment

Vistabeam's first customers were Western Nebraskans, we are headquartered in Western Nebraska, and we plan to serve the area for decades to come. Our operations are tailored to the area: our service technicians are based in Scotts Bluff, and we do not use subcontractors for customer support and maintenance. We have our own splice team that can repair broken fiber optic cable rapidly on our own schedule, not at a subcontractor's convenience.

We believe in maintaining extraordinary connections with our community. We regularly attend and provide input to meetings of county commissioners, city leaders, and local Chambers of Commerce in the counties we serve. Every year, we proudly support local organizations across Nebraska. These organizations include Scottsbluff High School, Legacy of the Plains Museum, Gering High School, Monument Marathon, and the Calibraska Arts Initiative.

Vistabeam participates in Twin Cities Development,<sup>3</sup> a non-profit economic development organization for the Western Nebraska communities of Gering, Bayard, Terrytown, Mitchell, Scotts Bluff, and Bridgeport. We support the organization's goals of increasing the housing supply, supporting the growth of local talent and skills, and optimizing programs and resources.

Vistabeam has already engaged in extensive outreach in the project area, as described in Attachments J and M\_4 through M\_5. We have budgeted for additional outreach during the construction phase and when we initiate service. We will update the project area on our progress using our Facebook page, postcards, and local meetings with community organizations.

Our Certificate of Good Standing from the Secretary of State is provided in Attachment M\_1.

<sup>1</sup> See [Sustainability | Sustainable Goals and Innovation | Corning](#).

<sup>2</sup> See [Environmental \(adtran.com\)](#).

<sup>3</sup> See [About TCDNE](#).