



Business Plan Summary

The proposed Henry fiber project is an organic extension and upgrade to the existing Vistabeam fixed wireless deployment in the town and takes advantage of a Vistabeam dark fiber deployment that runs along Highway 26. Vistabeam currently has 25 broadband customers on the fixed wireless system in Henry, fed from a fiber backbone connection and backed up 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 has a pole attachment agreement and a 144 count fiber line along Highway 26 that goes through the center of Henry and terminates at the Vistabeam NOC in Gering on one side and the Vistabeam NOC in Torrington, Wyoming on the other side.

Notes on the Financial Analysis of the Henry Fiber Project (Vistabeam_Henry_G_2.xlsx)

Over the first twelve months after project completion, fixed wireless customers will be transitioned to the fiber network until 54 of the 77 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 \$5082.

The monthly expenses include \$2928.40 for a loan payment for the grant match, \$50 for pole attachment fees, \$100 for electric utilities and \$100 for maintenance. This produces a monthly expense target of \$3178.40.

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

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