



Business Plan Summary

The proposed Lewellen fiber project is an organic extension to the existing Vistabeam fixed wireless deployment in the area as well as our recently awarded grant in Oshkosh. 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 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 Lewellen Fiber Project (Vistabeam_Lewellen_G_2.xlsx)

ARPU for the fiber customers is projected at \$80/month for a monthly revenue target of \$12,220 assuming a 65% adoption rate.

We plan to provide fiber drop labor, core network electronics deployment labor, and install labor internally. Those expenses are projected at \$132,606. The remaining portion of the 25% matching contribution is \$21784 which we will finance on a 5-year amortization at a 9% interest rate for a loan payment of \$446.93.

The monthly expenses include \$300 for pole attachment fees, \$100 for utilities, \$150 for maintenance, \$1,200 for internet backbone, and a loan payment of \$446.93 for a total monthly expense plus debt service of \$2,196.93.

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