



Business Plan Summary

The proposed Lisco 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 use an existing licensed microwave middle mile connectivity back to our Denver network operation center to feed this deployment. Fiber middle mile is available for this project and can be added to the middle mile capacity when needed.

Notes on the Financial Analysis of the Lisco Fiber Project (Vistabeam_Lisco_G_2.xlsx)

ARPU for the fiber customers is projected at \$80/month for a monthly revenue target of \$4,200 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 \$41,200.00. The remaining portion of the 25% matching contribution is \$32364.50 which we will finance on a 5-year amortization at a 9% interest rate for a loan payment of \$664.01.

The monthly expenses include \$200 for pole attachment fees, \$100 for utilities, \$100 for maintenance, \$200 for internet backbone, and a loan payment of \$699.17 for a total monthly expense plus debt service of \$1264.01.

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