

|    | A  | B             | C           | D           | E           | F           | G           |
|----|--|---------------|-------------|-------------|-------------|-------------|-------------|
| 1  | Fiber Cash Flow Model                    |               |             |             |             |             |             |
| 2  |  |               |             |             |             |             |             |
| 3  | Fiber To The Premise ARPU                | \$ 80.00      |             |             |             |             |             |
| 4  | Homes in Project                         | 70            |             |             |             |             |             |
| 5  | FTTH Construction Cost                   | \$ 294,258.00 |             |             |             |             |             |
| 6  | Grant Match %                            | 75%           |             |             |             |             |             |
| 7  | Grant Proceeds                           | \$ 220,693.50 |             |             |             |             |             |
| 8  | Target Fiber Market Share                | 75%           |             |             |             |             |             |
| 9  | Internal Labor (Drops, ISP Install, etc) | \$ 41,200.00  |             |             |             |             |             |
| 10 | Financed Amount                          | \$ 32,364.50  |             |             |             |             |             |
| 11 | Interest Rate                            | 9%            |             |             |             |             |             |
| 12 | Loan Term                                | 60            |             |             |             |             |             |
| 13 | ->Monthly Expenses                       |               |             |             |             |             |             |
| 14 | Loan Payment                             | \$664.01      |             |             |             |             |             |
| 15 | Pole Attachment Fees                     | \$ 200.00     |             |             |             |             |             |
| 16 | Utilities                                | \$ 100.00     |             |             |             |             |             |
| 17 | Internet Backbone (Licensed Backhaul)    | \$200         |             |             |             |             |             |
| 18 | Maintenance                              | \$100         |             |             |             |             |             |
| 19 |  |               |             |             |             |             |             |
| 20 |  |               |             |             |             |             |             |
| 21 |  |               |             |             |             |             |             |
| 22 | Month                                    | 1             | 2           | 3           | 4           | 5           | 6           |
| 23 | Fiber Customers                          | 10            | 20          | 30          | 40          | 50          | 53          |
| 24 | Total Monthly Revenues                   | \$ 800.00     | \$ 1,600.00 | \$ 2,400.00 | \$ 3,200.00 | \$ 4,000.00 | \$ 4,200.00 |
| 25 |  |               |             |             |             |             |             |
| 26 | Total Monthly Expenses                   | \$1,264.01    | \$1,264.01  | \$1,264.01  | \$1,264.01  | \$1,264.01  | \$1,264.01  |
| 27 |  |               |             |             |             |             |             |
| 28 | Net Margin                               | \$ (464.01)   | \$ 335.99   | \$ 1,135.99 | \$ 1,935.99 | \$ 2,735.99 | \$ 2,935.99 |

















