



Business Plan Summary

The proposed McGrew fiber project is an organic extension to the existing Vistabeam fixed wireless deployment in the area as well as our planned fiber project in Bayard. 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 construct an aerial 24-count fiber from Bayard to McGrew along County Road 106, County Road U and County Road 34. This fiber will connect to Bayard where it will interconnect to our 10G connectivity back to our Denver network operation center.

Notes on the Financial Analysis of the McGrew Fiber Project (Vistabeam_McGrew_G_2.xlsx)

ARPU for the fiber customers is projected at \$80/month for a monthly revenue target of \$4,860 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 \$42,730.00. The remaining portion of the 25% matching contribution is \$62,215 which we will finance on a 5-year amortization at a 9% interest rate for a loan payment of \$1,276.45.

The monthly expenses include \$300 for pole attachment fees, \$150 for maintenance, and a loan payment of \$1276.43 for a total monthly expense plus debt service of \$1,726.45.

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