



## **Attachment G Business Plan**

Vyve Broadband proposes to extend its existing fiber infrastructure near Bellwood, NE westward to serve rural unincorporated areas south of the Platte River located in Polk and Butler County. The project area is poorly served by existing satellite and wireless ISPs at expensive rates. Vyve's project would be affordable, high-speed service to 162 new served locations via approximately 16 miles of new fiber.

### **Risks, Legal Factors, and Permitting**

Vyve's Regulatory team works in close coordination with Operations to ensure that all legal and permitting items are addressed prior to the construction of any new facilities. As needed, Vyve will consult with the Counties to ensure proper franchises are in place before building underground fiber. The current design does not anticipate that there will be any railroad crossings that would require applying for a wireline crossing permit. As required, Vyve will apply for any needed highway permits with the Nebraska Department of Transportation, and its employees will follow all DOT regulations during construction to maintain the safe flow of traffic. We have an account with the Nebraska811 locate service and verify that our construction will not damage existing underground infrastructure. We are not aware of any particular risks or legal factors unique to this project, and it presents no challenges outside of our experience to manage.

### **Financial Analysis**

The total project cost is estimated to be \$1,494,572. Vyve is requesting \$1,120,929 in matching grant funds, which yields an applicant match percentage of 25%. Please refer to Attachment G-1 for a detailed financial analysis of the project including costs, anticipated revenue and take rates, cash flow projections over 15 years, as well as the expected payback in months. We estimate that the project will generate enough cash flow to fund the maintenance of the facilities over at least the next 15 years of service. The Audited Financial Statements submitted under Attachment I demonstrate that Vyve has more than enough funds in its revolving credit facility to fund the applicant match.



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### **Long-Term Maintenance**

Vyve's Operations team has the knowledge and resources to ensure the long-term stability of the proposed facilities. The project is designed to be 100% underground; in contrast to vulnerable aerial plant, underground facilities are largely insulated from the elements, vehicular accidents, pole replacements, and other service disruptions. In addition, passive optical technology inherently requires much less routine maintenance than the active equipment found in traditional HFC designs. In the event of unforeseen damage to the plant, our Operations team can draw on more than 40 trained technicians to quickly respond and ensure service is restored with minimal downtime for our customers. When we receive locate tickets, we either locate them in-house or via our locate partner USIC in order to ensure construction by other entities does not impact our plant. Additional information about the design and reliability of the proposed facilities can be found in the Technical Capability Statement under Attachment E.

### **Community Engagement**

Vyve recognizes the value of engaging with local leaders and residents to ensure that our prospective service meets the broadband needs of the community and is both affordable and accessible. Although there are no municipalities in the proposed project area, as an existing provider in both Polk and Butler County, we have a history of local involvement and responding to public feedback on our service offerings. We believe that our project will bring tangible benefits to the community and that our prior grant successes in Archer, Chapman, Tarnov, and the Bellwood West area are indicative of our commitment to bringing affordable quality service to rural residents.