

Based on 200 miles of Last Mile

Based on 5 homes per mile

Income

New Residential Revenue	Rate	# Customers	# Months	Total Revenue	Start-Up 0-24 Months	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
\$59 a month in 1-5 years	\$ 59.00	500	12	\$ 354,000.00		\$ 354,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00
\$59 a month in 2-5 years	\$ 59.00	500	12	\$ 354,000.00			\$ 354,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00
\$59 a month in 3-5 years	\$ 59.00	750	12	\$ 531,000.00				\$ 531,000.00	\$ 780,000.00	\$ 78,000.00	\$ 780,000.00	\$ 531,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00
\$59 a month in 4-5 years	\$ 59.00	750	12	\$ 531,000.00					\$ 531,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00
\$59 a month in 5-5 years	\$ 59.00	750	12	\$ 531,000.00						\$ 531,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00
Existing Residential Revenue	Rate	# Customers	# Months	Total Revenue		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
\$30 a month in 1-5 years	\$ 30.00	200	12	\$ 72,000.00	\$	72,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00
\$30 a month in 2-5 years	\$ 30.00	200	12	\$ 72,000.00			\$ 72,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00
\$30 a month in 3-5 years	\$ 30.00	300	12	\$ 108,000.00				\$ 108,000.00	\$ 780,000.00	\$ 78,000.00	\$ 780,000.00	\$ 108,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00
\$30 a month in 4-5 years	\$ 30.00	300	12	\$ 108,000.00					\$ 108,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00
\$30 a month in 5-5 years	\$ 30.00	300	12	\$ 108,000.00						\$ 108,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00
Move/ Sale of Home Residential Revenue	Rate	# Customers	# Months	Total Revenue		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
\$59 a month in 1-5 years	\$ 59.00	100	12	\$ 70,800.00	\$	70,800.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00
\$59 a month in 2-5 years	\$ 59.00	100	12	\$ 70,800.00			\$ 70,800.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00
\$59 a month in 3-5 years	\$ 59.00	100	12	\$ 70,800.00				\$ 70,800.00	\$ 780,000.00	\$ 78,000.00	\$ 780,000.00	\$ 70,800.00	\$ 780,000.00	\$ 780,000.00	\$ 780,000.00
\$59 a month in 4-5 years	\$ 59.00	100	12	\$ 70,800.00					\$ 70,800.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00
\$59 a month in 5-5 years	\$ 59.00	100	12	\$ 70,800.00						\$ 70,800.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00	\$ 354,000.00
Existing Business Revenue						Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
\$1500 a month over 1-5 years	\$ 1,500.00	10	12	\$ 180,000.00	\$	180,000.00	\$ 180,000.00	\$ 180,000.00	\$ 180,000.00	\$ 180,000.00	\$ 180,000.00	\$ 180,000.00	\$ 180,000.00	\$ 180,000.00	\$ 180,000.00
\$750 a month over 2-5 years	\$ 750.00	25	12	\$ 225,000.00			\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00
\$750 a month over 3-5 years	\$ 750.00	25	12	\$ 225,000.00				\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00
\$750 a month over 4-5 years	\$ 750.00	25	12	\$ 225,000.00					\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00
\$750 a month over 5-5 years	\$ 750.00	25	12	\$ 225,000.00						\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00
New Business Revenue						Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
\$1500 a month over 1-5 years	\$ 1,500.00	5	12	\$ 90,000.00	\$	90,000.00	\$ 180,000.00	\$ 90,000.00	\$ 180,000.00	\$ 90,000.00	\$ 180,000.00	\$ 90,000.00	\$ 180,000.00	\$ 90,000.00	\$ 180,000.00
\$750 a month over 2-5 years	\$ 750.00	12	12	\$ 108,000.00			\$ 108,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00
\$750 a month over 3-5 years	\$ 750.00	12	12	\$ 108,000.00				\$ 108,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00
\$750 a month over 4-5 years	\$ 750.00	12	12	\$ 108,000.00					\$ 108,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00
\$750 a month over 5-5 years	\$ 750.00	12	12	\$ 108,000.00						\$ 108,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00	\$ 225,000.00
# Month						12	12	12	12	12	12	12	12	12	12
End of the Year Monthly Revenue					\$	56,400.00	\$ 270,150.00	\$ 501,650.00	\$ 715,400.00	\$ 647,150.00	\$ 852,000.00	\$ 716,150.00	\$ 852,000.00	\$ 852,000.00	\$ 852,000.00
Savings for existing County Internet Costs															

Expenses

Director Position	\$	500,000.00	\$	250,000.00	\$	250,000.00	\$	250,000.00	\$	250,000.00	\$	250,000.00	\$	250,000.00	\$	250,000.00
Middle Mile Easement Purchases	\$	800,000.00														
Mid Mile Fiber Installation for 50 miles	\$	2,000,000.00														
Home to Street Costs			\$	500,000.00	\$	500,000.00	\$	600,000.00	\$	600,000.00	\$	-	\$	-		
Network Infrastructure	\$	2,000,000.00	\$	2,000,000.00	\$	500,000.00	\$	500,000.00	\$	1,500,000.00	\$	250,000.00	\$	1,500,000.00	\$	250,000.00
Back Haul Costs			\$	120,000.00	\$	150,000.00	\$	180,000.00	\$	200,000.00	\$	200,000.00	\$	200,000.00	\$	200,000.00
Facilities Operations	\$	500,000.00														
Construction of Last Mile (1st 200 miles and last 118 miles)	\$	3,000,000.00	\$	3,000,000.00	\$	3,000,000.00	\$	3,000,000.00	\$	1,000,000.00	\$	1,800,000.00	\$	1,700,000.00		
Easement Purchases	\$	350,000.00			\$	350,000.00	\$	-		\$	300,000.00					
Operational Costs Annual Payroll	\$	500,000.00	\$	500,000.00	\$	500,000.00	\$	985,000.00	\$	985,000.00	\$	985,000.00	\$	985,000.00	\$	985,000.00
Operational Costs for Supplies and Services	\$	200,000.00	\$	200,000.00	\$	200,000.00	\$	200,000.00	\$	200,000.00	\$	200,000.00	\$	200,000.00	\$	200,000.00
Operational Costs for Professional Services	\$	150,000.00	\$	150,000.00	\$	150,000.00	\$	150,000.00	\$	150,000.00	\$	150,000.00	\$	150,000.00	\$	150,000.00
Operational Costs for Maintenance & Up Keep	\$	150,000.00	\$	150,000.00	\$	150,000.00	\$	150,000.00	\$	150,000.00	\$	150,000.00	\$	150,000.00	\$	150,000.00
Operational Costs for Office and Warehouse Lease	\$	45,000.00	\$	45,000.00	\$	45,000.00	\$	45,000.00	\$	45,000.00	\$	45,000.00	\$	45,000.00	\$	45,000.00
Incidentals	\$	100,000.00	\$	100,000.00	\$	100,000.00	\$	100,000.00	\$	100,000.00	\$	100,000.00	\$	100,000.00	\$	100,000.00
Total Expenses	\$	10,295,000.00	\$	7,015,000.00	\$	5,895,000.00	\$	6,160,000.00	\$	5,180,000.00	\$	5,030,000.00	\$	5,280,000.00	\$	2,330,000.00
# Month		24		12		12		12		12		12		12		12
Monthly Expenses	\$	428,958.33	\$	584,583.33	\$	491,250.00	\$	513,333.33	\$	431,666.67	\$	419,166.67	\$	440,000.00	\$	194,166.67
Break Even Point	\$	(428,958.33)	\$	(528,183.33)	\$	(221,100.00)	\$	(11,683.33)	\$	283,733.33	\$	227,983.33	\$	412,000.00	\$	521,983.33
Total Annual Expenses	\$	(10,295,000.00)	\$	(6,338,200.00)	\$	(2,653,200.00)	\$	(140,200.00)	\$	3,404,800.00	\$	2,735,800.00	\$	4,944,000.00	\$	6,263,800.00