

BTOP Comprehensive Community Infrastructure Pro Forma Financial Projections

Please complete the Income Statement, Balance Sheet, Cash Flows, and NPV-IRR Table worksheets. Key assumptions used to formulate these financial projections should be listed in the Key Assumptions worksheet. Please note that these are **project-specific** projections, in contrast to the historical financial information which is provided at the organizational level.

Please refer to the Comprehensive Community Infrastructure Grant Guidance for detailed instructions on the completing this upload.

Applicants are required to provide this upload as an Excel file, and not to convert it to a PDF prior to upload. Applicants may make adjustments to the format of the templates as necessary to provide the most effective presentation of the data for their specific project, but should not remove major headings (*e.g.* Revenues and Expenses on the Income Statement) or provide less detailed information than would be required to complete the provided templates.

Income Statement

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Revenues								
Broadband Offerings								
Wholesale Data								
Retail Data								
Dark Fiber								
Collocation								
Other (list specific services)								
Other Network Driven Revenues								
Video Services								
Voice Services (local/toll/long distance)								
Other (list specific services)								
Universal Service Fund								
Installation Revenues								
Other Revenues								
Total Revenues								
Expenses								
Backhaul								
Network Maintenance/Monitoring								
Utilities								
Leasing								
Sales/Marketing								
Customer Care								
Billing								
Corporate G&A								
Other Operating Expense								
Total								
EBITDA								
Depreciation								
Amortization								
Earnings Before Interest and Taxes								
Interest Expense								
Income Before Taxes								
Property Tax								
Income Taxes								
Net Income								

Balance Sheet

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Assets								
<i>Current Assets</i>								
Cash								
Marketable Securities								
Accounts Receivable								
Notes Receivable								
Inventory								
Prepayments								
Other Current Assets								
Total Current Assets								
<i>Non-Current Assets</i>								
Long-Term Investments								
Amortizable Asset (Net of Amortization)								
Plant in Service								
Less: Accumulated Depreciation								
Net Plant								
Other								
Total Non-Current Assets								
Total Assets								
Liabilities and Owners' Equity								
Liabilities								
<i>Current Liabilities</i>								
Accounts Payable								
Notes Payable								
Other Current Liabilities								
Total Current Liabilities								
<i>Long-Term Liabilities</i>								
Long Term Notes Payable								
Other Long Term Liabilities								
Total Long-Term Liabilities								
Total Liabilities								
Owner's Equity								
Capital Stock								
Additional Paid-In Capital								
Retained Earnings								
Total Equity								
Total Liabilities and Owner's Equity								

NPV/IRR Table

	Net Present Value	Internal Rate of Return
Without BTOP Funding		
With BTOP Funding		

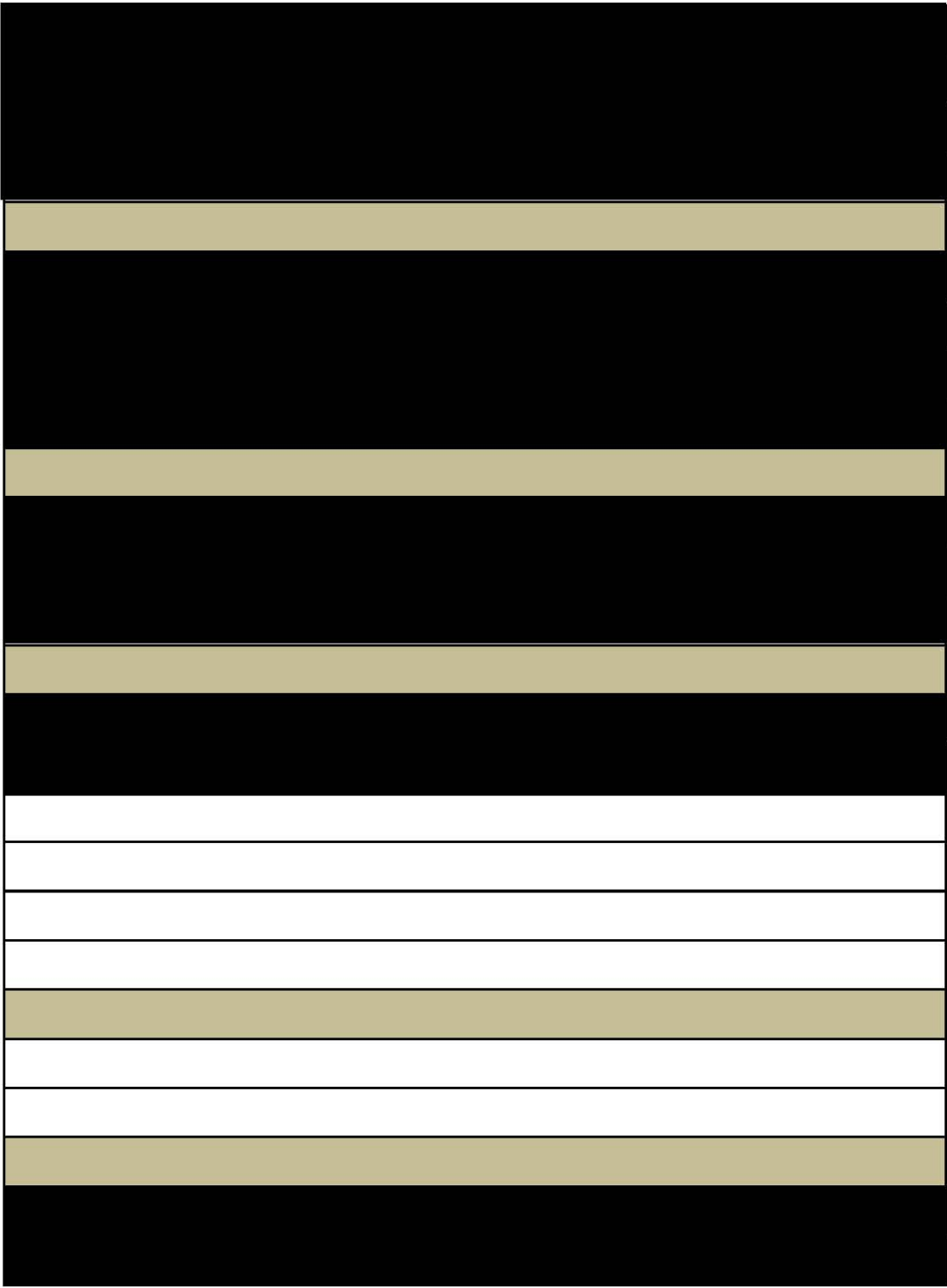
Revenue Assumptions	
Factor	Specific Metric Used in Analysis
Customers Passed	
Anchor Institutions - Segment A	
Anchor Institutions - Segment B	
Businesses	
Households	
Last Mile Providers	
Other	
Take Rate (should likely vary across 8-Year Forecast)	
Anchor Institutions - Segment A	
Anchor Institutions - Segment B	
Businesses	
Households	
Last Mile Providers	
Direct Customer Connections	
Customer Segment A	
Customer Segment B	
Other	
Average Revenue per User (may vary across 8-year forecast)	
Anchor Institutions - Segment A	
Anchor Institutions - Segment B	
Businesses	
Households	
Last Mile Providers	
Other	

Expense Assumptions	
Factor	Specific Metric Used in Analysis
Network Expenses	
Backhaul	
Maintenance	

Utilities	
Leasing	
Depreciation	
Other	
Sales & Marketing	
Advertising	
Commissions	
Salaries	
Other	
Customer Care & Billing	
Systems	
Personnel	
Other	
General & Administrative	
Professional Services	
Insurance	
Non-Network Utilities	
Travel	
Supplies	
Miscellaneous	
Interest Expenses	
Debt Instrument A	
Debt Instrument B	
Taxes	
Federal Tax Rate	
Other Tax Rates	

Rationale (Cite Basis)

Rationale (Cite Basis)



BTOP Comprehensive Community Infrastructure Service Offerings and Competitor Data Template

Please complete the complete the following worksheets--either of the Last Mile or Middle Mile Service Offerings worksheets may be omitted if the applicant is not proposing to provide that type.

For both the Last Mile and Middle Mile Service Offerings worksheets, the service offerings should include all relevant tiers and markets (*e.g.* residential, business, wholesale). Applicants should ensure to include details on any services that would be offered at discounted rates to specific classes of customers (*e.g.* community anchor institutions or third party service providers).

In the Last Mile Service Offerings worksheet, applicants are required to provide estimated end user speeds. Average speeds should be the average sustained actual, non-burst end user speed that would be received during a peak hour. For purposes of calculating these speeds, applicants should utilize their subscriber projections for year eight of the project, and develop utilization projections that are consistent with any additional services the applicant proposes. For wireless broadband services, this speed should be an average of the speeds available across the entire cell. Beyond these general guidelines, due to the multiplicity of technical solutions that may be proposed, the applicants may use discretion to determine the most reasonable method to estimate actual speeds on their network. Applicants should explain the underlying methodology used to calculate the average speeds in the space provided.

In the Competitor Data worksheet, applicants are required to provide data on both last mile and middle mile service providers, regardless of whether the applicant proposes to offer last mile and middle mile services. In the column titled Service Areas Where Service Offered, applicants should list all of the Last Mile and Middle Mile Service Areas within their Proposed Project area in which the listed services are available. Please ensure that the Service Areas are consistent with those provided within the application and the Service Areas upload. If the availability of the listed services is limited (*e.g.* the service is only available within a portion of a Last Mile or Middle Mile Service Area), note this in the Other Comments column.

In contrast to several other upload templates in this application, the data provided in these worksheets will NOT be subject to automated processing. These template worksheets are provided to demonstrate the level of data required and to provide a suggested format. Applicants may modify the template layouts in order to provide the most effective presentation of their specific project. Applicants should, however, ensure that they provide at least as much data as these templates require. To the extent that you modify these templates please ensure that the print layouts are adjusted so that rows do not break across pages in a manner that is difficult to understand. A PDF of this file will be automatically generated upon upload to EasyPrint and the print settings will be used to format the PDF file.

Middle Mile
provide services of

offerings should
applicants should be
particular
(riders).

estimated average
fast speeds that an
needs, applicants
subscriber
plans to offer.
available across an
solutions that may
manner in which
making assumptions

last mile and
for both last mile
, applicants
Funded Service
names are
. If the actual
part of the Last

via this template
intended to
applicants are free to
the data for
as much detail
ensure that the
will be difficult to
grants, and the

Proposed Last Mile Service Offerings

Name of Service Tier	Advertised Speeds		Estimated Average Speeds		Average Latency	Pricing Plan (\$ per month)	Other Comments/Description/Features or Limitations
	Downstream Mbps	Upstream Mbps	Downstream Mbps	Upstream Mbps	@ End User CPE milliseconds		

Explanation of Average Speed Calculations:

Proposed Middle Mile Service Offerings

Name of Service Offering	Distance Band or Point to Point	Minimum Peak Load Network Bandwidth Capacity (Mbps)	Monthly/Yearly Pricing (\$)	Other Comments/Description/Features or Limitations

BTOP Comprehensive Community Infrastructure Subscriber Estimates Template

Please complete the complete the Subscriber Estimates worksheet.

All applicants should indicate their 8-year subscriber forecasts with a breakdown by type of subscriber (residential/individual, businesses, community anchor institutions, third party service providers) and service offerings. The names of the service offerings should match those provided in the Service Offering and Competitor Data upload, enabling reviewers to easily cross-reference between the two documents. The Year 0 column should be used to denote any existing customers within the Proposed Funded Service Area. In addition, applicants that project that they will have third party service provider customers should include a line for parties "Served by Third Party Service Providers," showing an estimate of how many residential/individual, community anchor institution, and business customers will be served by those service providers, as demonstrated in the example below. At the bottom of the table, applicants should provide customer totals across all service offerings, with and without customers indirectly served through a third party service provider (if applicable). Applicants should also include a brief discussion of their methodology for deriving these estimates.

In contrast to several other upload templates in this application, the data provided via this template will NOT be subject to automated processing. Applicants are permitted to modify the template layout in order to provide the most effective presentation of the data for their specific project, but such modifications are generally discouraged. Applicants should, in any case, ensure that they provide at least as much detail as the provided template requires. To the extent that you modify these templates please ensure that the print layouts are adjusted so that rows do not break across pages in a manner that will be difficult to understand. A PDF of this file will be automatically generated upon upload to Easygrants, and the print settings will be used to format the PDF file.

EXAMPLE

Name of Service Offering	Customer Type	Year 0	Cumulative/ Net Add	Year 1				Year 2			
				Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4

Broadband Subscriber Estimates

Name of Service Offering	Customer Type	Year 0	Cumulative/ Net Add	Year 1				Year 2				Year 3				Year 4	
				Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2

Table of Customer Types

- Residential/Individual
- Business
- Community Anchor Inst.
- Third Party Service Provider
- Indirect - Res./Ind.
- Indirect - Business
- Indirect - Com. Anchor Inst.

Name of Service Offering	Customer Type	Year 4		Year 5				Year 6				Year 7				Year 8		
		Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3

Table of Customer Types

Residential/Individual
Business
Community Anchor Inst.
Third Party Service Provider
Indirect - Res./Ind.
Indirect - Business
Indirect - Com. Anchor Inst.

Name of Service Offering	Customer Type	
Qtr 4		

Table of Customer Types

Residential/Individual
Business
Community Anchor Inst.
Third Party Service Provider
Indirect - Res./Ind.
Indirect - Business
Indirect - Com. Anchor Inst.