

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-Middle Mile	\$ 779,951.20	\$ 1,311,744	\$ 1,311,744	\$ 1,311,744	\$ 1,311,744	\$ 1,311,744	\$ 1,311,744	\$ 1,311,744
Retail Data-Last Mile	\$ 90,933	\$ 143,258	\$ 148,473	\$ 148,473	\$ 148,473	\$ 148,473	\$ 148,473	\$ 148,473
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	\$ 870,884	\$ 1,455,002	\$ 1,460,217	\$ 1,460,217	\$ 1,460,217	\$ 1,460,217	\$ 1,460,217	\$ 1,460,217
Expenses								
Backhaul	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Network Maintenance/Monitoring	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Utilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Leasing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales/Marketing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Customer Care	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Billing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Corporate G&A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Operating Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 400,045.37	\$ 478,018.92	\$ 574,010.04	\$ 671,037.24	\$ 769,469.88	\$ 869,589.05	\$ 971,732.05	\$ 1,076,303.65
EBITDA	\$ 470,838	\$ 976,983	\$ 886,207	\$ 789,180	\$ 690,747	\$ 590,628	\$ 488,485	\$ 383,914
Depreciation	\$ 543,750	\$ 543,750	\$ 543,750	\$ 543,750	\$ 543,750	\$ 543,750	\$ 543,750	\$ 543,750
Amortization	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Earnings Before Interest and Taxes	\$ (72,912)	\$ 433,233	\$ 342,457	\$ 245,430	\$ 146,997	\$ 46,878	\$ (55,265)	\$ (159,836)
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Income Before Taxes	\$ (72,912)	\$ 433,233	\$ 342,457	\$ 245,430	\$ 146,997	\$ 46,878	\$ (55,265)	\$ (159,836)
Property Tax	\$ 140,726	\$ 140,726	\$ 140,726	\$ 140,726	\$ 140,726	\$ 140,726	\$ 140,726	\$ 140,726
Income Taxes	\$ -	\$ 141,713	\$ 208,073	\$ 72,696	\$ 39,171	\$ 10,196	\$ -	\$ -
Net Income	\$ -	\$ 150,794	\$ (6,342)	\$ 32,008	\$ (32,900)	\$ (104,044)	\$ (195,991)	\$ (300,562)

NPV/IRR Table

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

Revenue Assumptions		
Factor	Specific Metric Used in Analysis	Rationale (Cite Basis)
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	Rationale (Cite Basis)
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		

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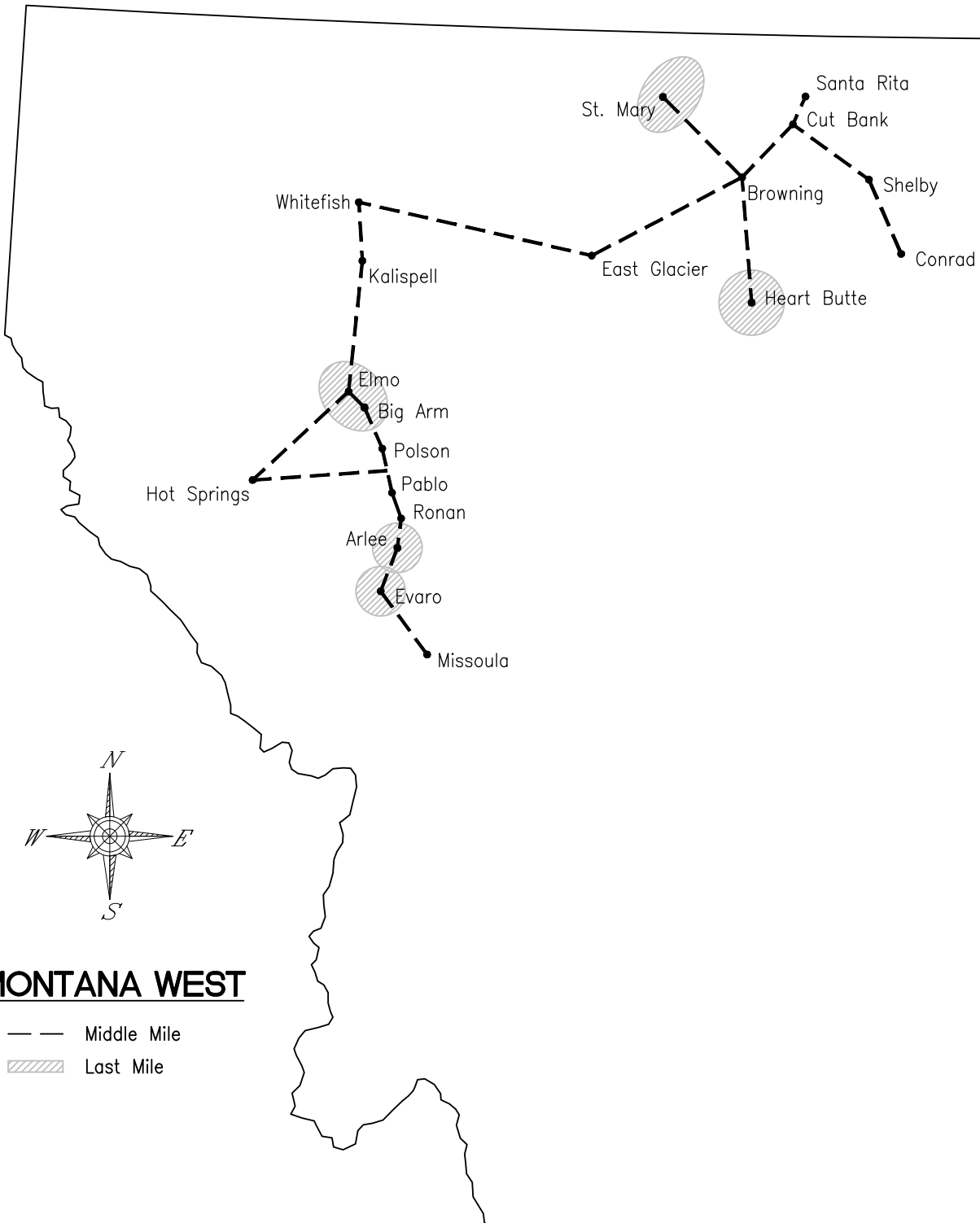
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Households		
Last Mile Providers		
Direct Customer Connections		
Customer Segment A		
Customer Segment B		
Other		
Average Revenue per User (may vary across 8-year forecast)		
Anchor Institutions - Segment A		
Anchor Institutions - Segment B		
Businesses		
Households		
Last Mile Providers		
Other		

Expense Assumptions		
Factor	Specific Metric Used in Analysis	Rationale (Cite Basis)
Network Expenses		

Backhaul		
Maintenance		
Utilities		
Leasing		
Depreciation		
Other		
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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		



MONTANA WEST

- — Middle Mile
- ▨ Last Mile

TITLE: PROPOSED FUNDED SERVICE AREA			SHEET 01 OF 01	
DRAWN BY: MDE	SCALE: NTS	DATE: 03/25/10	APPROVED: JWB	
TWN.	RGN.	SEC.	DWG NAME:	



RONAN TELEPHONE COMPANY
 312 MAIN STREET SOUTHWEST
 RONAN MONTANA 59864
 (406) 676-2751

Comprehensive Community Infrastructure Key Metrics Dashboard

Please refer to the CCI Grant Guidelines for instructions on completing this form.

Applicant Profile	
Applicant Name	Ronan Telephone Company
Title	Montana West
Easygrants ID	6355
Headquarters	Ronan, Montana
Size (2009 Data) of Applicant Entity	<ul style="list-style-type: none"> • Current Year Revenues: 5039000 • Employees: 30
Technology Type	Buried Fiber (MM), terrestrial fixed wireless, (LM)
Key Partners	Health Information Exchange of Montana

Project Economics			
Budget Information		Project Financials	
Project Budget	18212940	Project Revenues (Yr 8)	1311744
Federal Contribution (%)	75.75	Net Income and Margin (Yr 8)	(300562)
Cash Match Amount (%)	0	EBITDA and Margin (Yr 8)	383914
In Kind Match Amount (%)	24.25	Rate of Return (w/o BTOP Funds)	unpredictable
Middle Mile/Last Mile Budget Allocation		Rate of Return (w/ BTOP Funds)	-22%
Middle Mile Percentage (%)	98	Cost Efficiency	
Last Mile Percentage (%)	2	Cost per Mile (MM)	42000
Rural Last Mile Percentage	2	Cost per Household (LM)	831

Market Territory	
Geographic Area(s)	
Middle Mile Network Composition	
Total Proposed Network Miles (MM only)	<ul style="list-style-type: none"> • Total Miles: 570.40 • Backbone Miles: 350.10 • Lateral Miles: 220.30
New Construction Network Miles (MM only)	<ul style="list-style-type: none"> • Total Miles: 257.35 • Backbone Miles: 146.75 • Lateral Miles: 40.60
Existing Applicant Network Miles Utilized (MM only)	<ul style="list-style-type: none"> • Total Miles: 105.15 • Backbone Miles: 58.55 • Lateral Miles: 46.60
Leased Network Miles Utilized (MM only)	<ul style="list-style-type: none"> • Total Miles: 207.9 • Backbone Miles: 144.8 • Lateral Miles: 63.1
Underserved/Unserved	<ul style="list-style-type: none"> • Percentage of Backbone Miles in Underserved/Unserved Areas: data unavailable • Percentage of Lateral Miles in Underserved/Unserved Areas: data unavailable
Existing Customer Base	

Comprehensive Community Infrastructure Key Metrics Dashboard

Existing Residential/Individual Customers within PFSA	Telephone 1900, DSL data 1223, fixed wireless 825, CATV 330
Existing Business Customers within PFSA	270
Existing Community Anchor Institution Customers within PFSA	<ul style="list-style-type: none"> • Total CAI's: 21 • Community Colleges:1 • Public Safety Entities:12
Existing Third Party Service Provider Customers within PFSA	0
Potential Customer Base	
Market Potential Households (within PFSA)	<ul style="list-style-type: none"> • Total HH's: 30949 • Located in Underserved/Unserved Areas: data unavailable
Market Potential Businesses (within PFSA)	<ul style="list-style-type: none"> • Total Businesses: 3217 • Located in Underserved/Unserved Areas: data unavailable
Market Potential Community Anchor Institutions (within PFSA)	<ul style="list-style-type: none"> • Total CAI's: 79 • Located in Underserved/Unserved Areas: data unavailable • Community Colleges:3 • Public Safety Entities:27
Market Potential Third Party Service Providers (within PFSA)	<ul style="list-style-type: none"> • Total Third Party Service Providers in PFSA: 2 • Expressing Commitment or Letter of Interest: 1
Funded Network Coverage	
Households Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> • Total Households Connected: 468 • Located in Underserved/Unserved Areas: not predictable
Businesses Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> • Total Businesses Connected: 67 • Located in Underserved/Unserved Areas: not predictable
Community Anchor Institutions Directly Connected (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> • Total Directly Connected CAI's: 17 • Located in Underserved/Unserved Areas: 0 • Community Colleges:3 • Public Safety Entities:6
Projected Subscribers by Year Five	<p><u>Directly Served by Applicant</u></p> <ul style="list-style-type: none"> • Community Anchor Institutions: 6 • Households: 468 • Businesses: 67 • Third Party Service Providers: 2 <p><u>Served by Proposed Network Via Third Party Service Provider</u></p> <ul style="list-style-type: none"> • Community Anchor Institutions: 0 • Households: not predictable • Businesses: not predictable

Comprehensive Community Infrastructure Key Metrics Dashboard

Other	
Proposed MM Network Capacity	<ul style="list-style-type: none"> • Backbone: 10 Gigabit per second • Laterals: 1 Gigabit per second
Proposed LM Network Speed	<ul style="list-style-type: none"> • Highest offered speed tier: 100 megabits per second • Estimated Average speed for highest speed tier: 100 megabits per second
Total Points of Interconnection	<ul style="list-style-type: none"> • Total Pol's: 17 • Pol's in Underserved/Unserved Areas: data unavailable • Environmentally-controlled, non-passive Pols: 17
Jobs Created	<ul style="list-style-type: none"> • Direct Job-years: 52 • Indirect Job-years: 44 • Induced Job-years: 54
Required Time for Project Completion (Number of Required Quarters to Fully Build-out and Test Network and Make Ready for Commercial Service)	11 quarters

BTOP Comprehensive Community Infrastructure Service Area Template

Please complete the complete the CCI Service Area worksheet. In each line you will provide name of a service area and one of the contiguous Census tracts or block groups that make u service area. Please provide full 11-digit Census tract numbers, includes the 2-digit State FIF the 3-digit county code, followed by a unique 6-digit tract number. For Census block group: please provide the full tract number, plus the 1-digit block group number (12 digits total). If more than one Census tract or block group in a service area, there will be multiple lines in th for that service area. It is critical that the service area names provided in this table match w service area names provided in the Service Area Details page of the application. Please revie document and Service Area Details page for consistency before submitting your application.

Important Note: Excel truncates leading zeros from numbers. Consequently, the tract/block column on the worksheet has been formatted as text. This formatting should not be altered validity of your data may be compromised.

The data provided via this template will be subject to automated processing. Applicants are therefore required to provide this upload as an Excel file, and not to convert it to a PDF prior upload. Additionally, applicants should not modify the format of this file (e.g. by adding or removing worksheets). Do not leave blank lines in the table between service areas.

EXAMPLE

Service Area Name	Tract or Block Group #
Big BB Project South	01001020100
Big BB Project South	01001020100
Big BB Project South	010010202001
Big BB Project West	01001020400
Big BB Project North	01001020800
Big BB Project North	010010209002

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BTOP CCI Service Area Template

Title: **Montana West**
Easy Grants ID: **6355**

Service Area Name	Tract or Block Group #
Montana West	300290001002
	300290001003
	300290001004
	300290001005
	300290002001
	300290002002
	300290002003
	300290002004

**U.S. Department of Commerce
Broadband Technology Opportunities Program
Authentication and Certifications**

1. I certify that I am the duly Authorized Organization Representative (AOR) of the applicant organization, and that I have been authorized to submit the attached application on its behalf.
2. I certify that I have examined this application, that all of the information and responses in this application, including certifications, and forms submitted, all of which are part of this grant application, are material representations of fact and true and correct to the best of my knowledge, that the entity(ies) that is requesting grant funding pursuant to this application and any subgrantees and subcontractors will comply with the terms, conditions, purposes, and federal requirements of the grant program; that no kickbacks were paid to anyone; and that a false, fictitious, or fraudulent statements or claims on this application are grounds for denial or termination of a grant award, and/or possible punishment by a fine or imprisonment as provided in 18 U.S.C. §1001 and civil violations of the False Claims Act.
3. I certify that the entity(ies) I represent have and will comply with all applicable federal, state, and local laws, rules, regulations, ordinances, codes, orders and programmatic rules and requirements relating to the project. I acknowledge that failure to do so may result in rejection or deobligation of the grant or loan award. I acknowledge that failure to comply with all federal and program rules could result in civil or criminal prosecution by the appropriate law enforcement authorities.
4. I certify that the entity(ies) I represent has and will comply with all applicable administrative and federal statutory, regulatory, and policy requirements set forth in the Department of Commerce Pre-Award Notification Requirements for Grants and Cooperative Agreements ("DOC Pre-Award Notification"), published in the Federal Register on February 11, 2008 (73 FR 7696), as amended; DOC Financial Assistance Standard Terms and Conditions (Mar. 8, 2009); the Department of Commerce American Recovery and Reinvestment Act Award Terms (Apr. 9, 2009); and any Special Award Terms and Conditions that are included by the Grants Officer in the award.
5. I certify that any funds awarded to the entity(ies) I represent as a result of this application will not result in any unjust enrichment of such entity(ies) or duplicate any funds such entity(ies) receive under federal universal service support programs administered by the Universal Service Administrative Corporation (USAC).
6. I certify that the entity(ies) I represent has secured access to pay the 20% of total project cost or has petitioned the Assistant Secretary of NTIA for a waiver of the matching requirement.

MARCH 26, 2010
Date

Jay Wilson Preston
Authorized Organization Representative Signature
JAY WILSON PRESTON
Print Name
CHAIRMAN
Title

BUDGET INFORMATION - Construction Programs

OMB Approval No. 4040-0008
Expiration Date 07/30/2010

NOTE: Certain Federal assistance programs require additional computations to arrive at the Federal share of project costs eligible for participation. If such is the case, you will be notified.

COST CLASSIFICATION	a. Total Cost	b. Costs Not Allowable for Participation	c. Total Allowable Costs (Columns a-b)
1. Administrative and legal expenses	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text" value="0.00"/>
2. Land, structures, rights-of-way, appraisals, etc.	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text" value="0.00"/>
3. Relocation expenses and payments	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text" value="0.00"/>
4. Architectural and engineering fees	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text" value="0.00"/>
5. Other architectural and engineering fees	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text" value="0.00"/>
6. Project inspection fees	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text" value="0.00"/>
7. Site work	\$ <input type="text" value="333,135.00"/>	\$ <input type="text"/>	\$ <input type="text" value="333,135.00"/>
8. Demolition and removal	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text" value="0.00"/>
9. Construction	\$ <input type="text" value="10,808,700.00"/>	\$ <input type="text"/>	\$ <input type="text" value="10,808,700.00"/>
10. Equipment	\$ <input type="text" value="1,708,915.00"/>	\$ <input type="text"/>	\$ <input type="text" value="1,708,915.00"/>
11. Miscellaneous	\$ <input type="text" value="945,890.00"/>	\$ <input type="text"/>	\$ <input type="text" value="945,890.00"/>
12. SUBTOTAL (sum of lines 1- 11)	\$ <input type="text" value="13,796,640.00"/>	\$ <input type="text" value="0.00"/>	\$ <input type="text" value="13,796,640.00"/>
13. Contingencies	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text" value="0.00"/>
14. SUBTOTAL	\$ <input type="text" value="13,796,640.00"/>	\$ <input type="text" value="0.00"/>	\$ <input type="text" value="13,796,640.00"/>
15. Project (program) income	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text" value="0.00"/>
16. TOTAL PROJECT COSTS (subtract #15 from #14)	\$ <input type="text" value="13,796,640.00"/>	\$ <input type="text" value="0.00"/>	\$ <input type="text" value="13,796,640.00"/>
FEDERAL FUNDING			
17. Federal assistance requested, calculate as follows: (Consult Federal agency for Federal percentage share.) Enter eligible costs from line 16c Multiply X <input type="text" value="100"/> % Enter the resulting Federal share.			\$ <input type="text" value="13,796,640.00"/>

INSTRUCTIONS FOR THE SF-424C

Public reporting burden for this collection of information is estimated to average 180 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0041), Washington, DC 20503.

**PLEASE DO NOT RETURN YOUR COMPLETED FORM TO THE OFFICE OF MANAGEMENT AND BUDGET.
SEND IT TO THE ADDRESS PROVIDED BY THE SPONSORING AGENCY.**

This sheet is to be used for the following types of applications: (1) "New" (means a new [previously unfunded] assistance award); (2) "Continuation" (means funding in a succeeding budget period which stemmed from a prior agreement to fund); and (3) "Revised" (means any changes in the Federal Government's financial obligations or contingent liability from an existing obligation). If there is no change in the award amount, there is no need to complete this form. Certain Federal agencies may require only an explanatory letter to effect minor (no cost) changes. If you have questions, please contact the Federal agency.

Column a. - If this is an application for a "New" project, enter the total estimated cost of each of the items listed on lines 1 through 16 (as applicable) under "COST CLASSIFICATION."

If this application entails a change to an existing award, enter the eligible amounts *approved under the previous award* for the items under "COST CLASSIFICATION."

Column b. - If this is an application for a "New" project, enter that portion of the cost of each item in Column a. which is *not* allowable for Federal assistance. Contact the Federal agency for assistance in determining the allowability of specific costs.

If this application entails a change to an existing award, enter the adjustment [+ or (-)] to the previously approved costs (from column a.) reflected in this application.

Column . - This is the net of lines 1 through 16 in columns "a." and "b."

Line 1 - Enter estimated amounts needed to cover administrative expenses. Do not include costs which are related to the normal functions of government. Allowable legal costs are generally only those associated with the purchases of land which is allowable for Federal participation and certain services in support of construction of the project.

Line 2 - Enter estimated site and right(s)-of-way acquisition costs (this includes purchase, lease, and/or easements).

Line 3 - Enter estimated costs related to relocation advisory assistance, replacement housing, relocation payments to displaced persons and businesses, etc.

Line 4 - Enter estimated basic engineering fees related to construction (this includes start-up services and preparation of project performance work plan).

Line 5 - Enter estimated engineering costs, such as surveys, tests, soil borings, etc.

Line 6 - Enter estimated engineering inspection costs.

Line 7 - Enter estimated costs of site preparation and restoration which are not included in the basic construction contract.

Line 9 - Enter estimated cost of the construction contract.

Line 10 - Enter estimated cost of office, shop, laboratory, safety equipment, etc. to be used at the facility, if such costs are not included in the construction contract.

Line 11 - Enter estimated miscellaneous costs.

Line 12 - Total of items 1 through 11.

Line 13 - Enter estimated contingency costs. (Consult the Federal agency for the percentage of the estimated construction cost to use.)

Line 14 - Enter the total of lines 12 and 13.

Line 15 - Enter estimated program income to be earned during the grant period, e.g., salvaged materials, etc.

Line 16 - Subtract line 15 from line 14.

Line 17 - This block is for the computation of the Federal share. Multiply the total allowable project costs from line 16, column "c." by the Federal percentage share (this may be up to 100 percent; consult Federal agency for Federal percentage share) and enter the product on line 17.

ASSURANCES - CONSTRUCTION PROGRAMS

OMB Approval No. 4040-0009
Expiration Date 07/30/2010

Public reporting burden for this collection of information is estimated to average 15 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0042), Washington, DC 20503.

PLEASE DO NOT RETURN YOUR COMPLETED FORM TO THE OFFICE OF MANAGEMENT AND BUDGET. SEND IT TO THE ADDRESS PROVIDED BY THE SPONSORING AGENCY.

NOTE: Certain of these assurances may not be applicable to your project or program. If you have questions, please contact the Awarding Agency. Further, certain Federal assistance awarding agencies may require applicants to certify to additional assurances. If such is the case, you will be notified.

As the duly authorized representative of the applicant, I certify that the applicant:

1. Has the legal authority to apply for Federal assistance, and the institutional, managerial and financial capability (including funds sufficient to pay the non-Federal share of project costs) to ensure proper planning, management and completion of the project described in this application.
2. Will give the awarding agency, the Comptroller General of the United States and, if appropriate, the State, the right to examine all records, books, papers, or documents related to the assistance; and will establish a proper accounting system in accordance with generally accepted accounting standards or agency directives.
3. Will not dispose of, modify the use of, or change the terms of the real property title, or other interest in the site and facilities without permission and instructions from the awarding agency. Will record the Federal awarding agency directives and will include a covenant in the title of real property acquired in whole or in part with Federal assistance funds to assure non-discrimination during the useful life of the project.
4. Will comply with the requirements of the assistance awarding agency with regard to the drafting, review and approval of construction plans and specifications.
5. Will provide and maintain competent and adequate engineering supervision at the construction site to ensure that the complete work conforms with the approved plans and specifications and will furnish progress reports and such other information as may be required by the assistance awarding agency or State.
6. Will initiate and complete the work within the applicable time frame after receipt of approval of the awarding agency.
7. Will establish safeguards to prohibit employees from using their positions for a purpose that constitutes or presents the appearance of personal or organizational conflict of interest, or personal gain.
8. Will comply with the Intergovernmental Personnel Act of 1970 (42 U.S.C. §§4728-4763) relating to prescribed standards for merit systems for programs funded under one of the 19 statutes or regulations specified in Appendix A of OPM's Standards for a Merit System of Personnel Administration (5 C.F.R. 900, Subpart F).
9. Will comply with the Lead-Based Paint Poisoning Prevention Act (42 U.S.C. §§4801 et seq.) which prohibits the use of lead-based paint in construction or rehabilitation of residence structures.
10. Will comply with all Federal statutes relating to non-discrimination. These include but are not limited to: (a) Title VI of the Civil Rights Act of 1964 (P.L. 88-352) which prohibits discrimination on the basis of race, color or national origin; (b) Title IX of the Education Amendments of 1972, as amended (20 U.S.C. §§1681 1683, and 1685-1686), which prohibits discrimination on the basis of sex; (c) Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. §794), which prohibits discrimination on the basis of handicaps; (d) the Age Discrimination Act of 1975, as amended (42 U.S.C. §§6101-6107), which prohibits discrimination on the basis of age; (e) the Drug Abuse Office and Treatment Act of 1972 (P.L. 92-255), as amended, relating to nondiscrimination on the basis of drug abuse; (f) the Comprehensive Alcohol Abuse and Alcoholism Prevention, Treatment and Rehabilitation Act of 1970 (P.L. 91-616), as amended, relating to nondiscrimination on the basis of alcohol abuse or alcoholism; (g) §§523 and 527 of the Public Health Service Act of 1912 (42 U.S.C. §§290 dd-3 and 290 ee 3), as amended, relating to confidentiality of alcohol and drug abuse patient records; (h) Title VIII of the Civil Rights Act of 1968 (42 U.S.C. §§3601 et seq.), as amended, relating to nondiscrimination in the sale, rental or financing of housing; (i) any other nondiscrimination provisions in the specific statute(s) under which application for Federal assistance is being made; and, (j) the requirements of any other nondiscrimination statute(s) which may apply to the application.

11. Will comply, or has already complied, with the requirements of Titles II and III of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (P.L. 91-646) which provide for fair and equitable treatment of persons displaced or whose property is acquired as a result of Federal and federally-assisted programs. These requirements apply to all interests in real property acquired for project purposes regardless of Federal participation in purchases.
12. Will comply with the provisions of the Hatch Act (5 U.S.C. §§1501-1508 and 7324-7328) which limit the political activities of employees whose principal employment activities are funded in whole or in part with Federal funds.
13. Will comply, as applicable, with the provisions of the Davis-Bacon Act (40 U.S.C. §§276a to 276a-7), the Copeland Act (40 U.S.C. §276c and 18 U.S.C. §874), and the Contract Work Hours and Safety Standards Act (40 U.S.C. §§327-333) regarding labor standards for federally-assisted construction subagreements.
14. Will comply with flood insurance purchase requirements of Section 102(a) of the Flood Disaster Protection Act of 1973 (P.L. 93-234) which requires recipients in a special flood hazard area to participate in the program and to purchase flood insurance if the total cost of insurable construction and acquisition is \$10,000 or more.
15. Will comply with environmental standards which may be prescribed pursuant to the following: (a) institution of environmental quality control measures under the National Environmental Policy Act of 1969 (P.L. 91-190) and Executive Order (EO) 11514; (b) notification of violating facilities pursuant to EO 11738; (c) protection of wetlands pursuant to EO 11990; (d) evaluation of flood hazards in floodplains in accordance with EO 11988; (e) assurance of project consistency with the approved State management program developed under the Coastal Zone Management Act of 1972 (16 U.S.C. §§1451 et seq.); (f) conformity of Federal actions to State (Clean Air) implementation Plans under Section 176(c) of the Clean Air Act of 1955, as amended (42 U.S.C. §§7401 et seq.); (g) protection of underground sources of drinking water under the Safe Drinking Water Act of 1974, as amended (P.L. 93-523); and, (h) protection of endangered species under the Endangered Species Act of 1973, as amended (P.L. 93-205).
16. Will comply with the Wild and Scenic Rivers Act of 1968 (16 U.S.C. §§1271 et seq.) related to protecting components or potential components of the national wild and scenic rivers system.
17. Will assist the awarding agency in assuring compliance with Section 106 of the National Historic Preservation Act of 1966, as amended (16 U.S.C. §470), EO 11593 (identification and protection of historic properties), and the Archaeological and Historic Preservation Act of 1974 (16 U.S.C. §§469a-1 et seq).
18. Will cause to be performed the required financial and compliance audits in accordance with the Single Audit Act Amendments of 1996 and OMB Circular No. A-1 33, "Audits of States, Local Governments, and Non-Profit Organizations."
19. Will comply with all applicable requirements of all other Federal laws, executive orders, regulations, and policies governing this program.

*SIGNATURE OF AUTHORIZED CERTIFYING OFFICIAL <i>Jay Nelson Prestero</i>	*TITLE <i>CHAIRMAN</i>
*APPLICANT ORGANIZATION <i>ROWAN TELEPHONE COMPANY ROWAN, MONTANA</i>	*DATE SUBMITTED <i>March 26, 2010 0.00</i>

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
Mega-Metro E - 100 Mbps	Community Anchor Inst.	0	Cumulative	0	0	0	0	5	10	17	26
			Net Add	0	0	0	0	5	5	7	9
	Business	0	Cumulative	0	0	0	0	12	27	52	82
			Net Add	0	0	0	0	12	15	25	30
	Third Party Service Provider	0	Cumulative	0	0	0	0	1	2	4	6
			Net Add	0	0	0	0	1	1	2	2
Served by Third Party Service Providers	Indirect - Res./Ind.	0	Cumulative	0	0	0	0	1000	3000	5000	10000
			Net Add	0	0	0	0	1000	2000	2000	5000
	Indirect - Business	0	Cumulative	0	0	0	0	2	8	18	30
			Net Add	0	0	0	0	2	6	10	12
	Indirect - Com. Anchor Inst.	0	Cumulative	0	0	0	0	0	2	3	5
			Net Add	0	0	0	0	0	2	1	2

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
Last Mile	Residential/Individual		Cumulative														
			Net Add														
	Residential/Individual		Cumulative														
			Net Add														
Middle	Residential/Individual		Cumulative														
			Net Add														
			Cumulative														
			Net Add														
			Cumulative														
			Net Add														
Cumulative Totals (excluding Indirect)	Residential/Individual		Total														
	Business		Total														
	Community Anchor Inst.		Total														
	Third Party Service Provider		Total														
Cumulative Totals (including Indirect)	Residential/Individual		Total														
	Business		Total														
	Community Anchor Inst.		Total														

Table of Customer Types

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

Explanation of Methodology:

Last Mile, per group...Basic, Deluxe, small business
 Estimate the total number of customers per coverage area
 Estimate the number of customers at start up
 Estimate the number of customers to add per month

Middle Mile, per group, small, medium, large, enterprise
 Estimate the total number of customers per coverage area
 Estimate the number of customers at start up
 Estimate the number of customers to add per month

See "Pro forma last mile sites" spreadsheet in supplemental information
 See "Middle Mile model" spreadsheet in supplemental information

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
Last Mile	Residential/Individual																	
	Residential/Individual																	
	Residential/Individual																	
Middle																		
Cumulative Totals (excluding Indirect)	Residential/Individual																	
	Business																	
	Community Anchor Inst. Third Party Service Provider																	
Cumulative Totals (including Indirect)	Residential/Individual																	
	Business Community Anchor Inst.																	

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
Last Mile	Residential/Individual	
	Residential/Individual	
	Residential/Individual	
Middle		
Cumulative Totals (excluding Indirect)	Residential/Individual	
	Business	
	Community Anchor Inst.	
	Third Party Service Provider	
Cumulative Totals (including Indirect)	Residential/Individual	
	Business	
	Community Anchor Inst.	

Table of Customer Types

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



March 23, 2010

Jay Wilson Preston
Chairman
Ronan Telephone Company
312 Main Street SW
Ronan, MT 59864

Dear Mr. Preston:

The Health Information Exchange of Montana (HIEM) is please to provide this letter confirming our collaboration with Ronan Telephone Company (RTC) on their application for Comprehensive Community Infrastructure funding under the National Telecommunications and Information Administration's Broadband Technology Opportunities Program (BTOP).

The HIEM is a not-for-profit corporation formed by seven healthcare organizations in Northwest Montana to securely and reliably exchange electronic patient health information among all health care providers in our region. In November 2007 we were awarded \$13.6M in Rural Health Care Pilot Program funds by the Federal Communications Commission (FCC) in an effort to establish a "secure, dedicated network with sufficient bandwidth and essential connectivity between each HIEM member and qualified end-user to more readily support high bandwidth healthcare applications."

The HIEM's service area includes many of the rural/frontier communities within RTC's current and proposed service area. Our network development has been challenged to date by limited available, cost-effective bandwidth in many of these areas to support the high capacity needs of a modern healthcare provider. The HIEM and RTC have been exploring several opportunities to address these challenges, including the potential to "exchange" HIEM excess middle mile capacity from Whitefish to Browning, Montana and Kalispell to Libby, Montana with RTC middle mile capacity from Kalispell to Missoula, Montana that would be developed under their BTOP proposal.

At a minimum, we believe Ronan's proposal will significantly improve their ability to respond competitively to future HIEM network needs for long-term, high speed broadband connections to healthcare and healthcare education sites within the Mission Valley, including Ronan and Missoula. While details of any arrangement remain to be worked out, such a collaborative opportunity would serve the complimentary goals of both BTOP and the FCC.

We also wish to acknowledge HIEM's partnership with the University of Montana in a Public Computer Center (PCC) application to NTIA. Under this proposal, the HIEM would provide access to our broadband network for connectivity to UM's proposed PCC sites, many which will

be based at existing HIEM members. In an effort to again avoid duplication of efforts and coordinate the appropriate expenditure of federal resources, UM, HIEM and RTC have collaborated on their complimentary proposals and have agreed that if both applications receive BTOP funding we will coordinate with NTIA and all participating sites to efficiently maximize the utilization of federal funds and avoid duplicate conflicting expenditures. We are, of course, hopefully that both applications will receive this critically needed funding.

We encourage NTIA to award Ronan Telephone Company's proposal for Broadband Technology Opportunities Program funding. If you have any questions regarding the Health Information Exchange of Montana's support for this application, please contact me at 406-751-6687 or kipsmith@krmc.org.

Sincerely,

Kipman Smith
Executive Director



St. Luke Community Healthcare

The HEART of the Mission Valley

March 24, 2010

National Telecommunications Information Agency

U.S. Department of Commerce

1401 Constitution Avenue, NW

Washington, DC 20230

Subject: Support for BTOP Application of Ronan Telephone Company, Ronan, Montana

Dear Sir:

I write to express the support of the St. Luke Community Healthcare to Ronan Telephone Company (RTC) in their proposed project to upgrade and expand their "middle mile" fiber optic data network (titled "Montana West") utilizing American Recovery and Reinvestment Act (ARRA) funding through the Broadband Technology Opportunity Program (BTOP) administered by the National Telecommunications Information Agency (NTIA).

St. Luke Healthcare is a non-profit community owned rural hospital and healthcare services provider. We are the largest provider of healthcare services on Montana's Flathead Indian Reservation. We employ over 380 staff operating St. Luke Hospital in Ronan, and three community clinics in Polson, Ronan and St. Ignatius.

RTC provides traditional business telephone service and fiber optic based data services to St. Luke. Specifically, RTC provides two 10 Megabyte links to St. Luke utilizing a fiber optic connection to our hospital; one to the open Internet and the other connects us to our regional partner hospital in Kalispell. While these services have enabled St. Luke to build and connect a robust local Internet network and interface for administrative and business functions with Kalispell, these services have not proven adequate to the developing diagnostic needs we face, including the timely transmission of data intensive digital medical images for specialty consultation and other rapidly developing digital diagnostic techniques.

Consequently, St. Luke is a participant in a Universal Service Fund telemedicine pilot program under the authority of the FCC, entitled "Health Information Exchange of Montana" (HIEM). HIEM seeks to provide ultra-high speed data interconnection between the Kalispell Regional Hospital and 18 rural hospitals and clinics in Northwest Montana. We understand and have encouraged RTC to coordinate with HIEM officials in an attempt to expedite the connection of our valley's medical community into this ambitious regional pilot program. RTC's plan includes extensions of its' existing Mission Valley based fiber optic network both north to HIEM facilities near Kalispell (accommodating our need to cost effectively connect into the HIEM pilot network) and south to Missoula (in the hope that the HIEM network can be efficiently interfaced with the Missoula medical community, which is the largest in Western Montana).



Salish Kootenai College

Box 70
Pablo, Montana 59855
Phone (406) 275-4800
Fax (406) 275-4801



March 24, 2010

National Telecommunications Information Agency
U.S. Department of Commerce
1401 Constitution Avenue, NW
Washington, DC 20230

Subject: Support for BTOP Application of Ronan Telephone Company, Ronan, Montana

Dear Sir:

We write to express the support of Salish Kootenai College (SKC) to Ronan Telephone Company (RTC) in their proposed project to upgrade and expand their "middle mile" fiber optic data network (titled "Montana West") utilizing American Recovery and Reinvestment Act (ARRA) funding through the Broadband Technology Opportunity Program (BTOP) administered by the National Telecommunications Information Agency (NTIA).

SKC is the Tribal Community College on the Flathead Reservation. The SKC campus is located in Pablo and serves close to 1,000 students. SKC is one of the most successful tribal colleges in Indian country, and offers Bachelor's Degrees in 10 fields and Associates Degrees in 15 fields. RTC provides SKC traditional business telephone service in Pablo and Ronan. To date, SKC has obtained data services from two off-Reservation providers. The demand of our campus community for data services is exceeding the capacity provided by these carriers.

RTC has fiber optic facilities available very near the SKC campus, within one city block. It is my understanding that RTC's proposal will accommodate high speed services at various speeds, including "dark fiber", to a data exchange center in Missoula, known as a "Fiber Hotel". From this location, where several interstate carriers are available. The goal of SKC's network group is to gain more direct access a service known as the Northwest GigaPOP, where many of our peer institutions in the Northwest states interconnect with each other and the larger Internet.

There are many challenges in operating a successful college in rural Indian Country. Effective state-of-the-art telecommunications provided at a cost comparable to schools operating close to metropolitan areas is a particular challenge. SKC must utilize the most cost effective option that maximizes the data services available to our students, faculty and staff. It is our hope that the fiber infrastructure proposals offered by RTC will SKC meet this challenge.

Salish Kootenai Tribes supports the proposal put forward by Ronan Telephone Company to utilize BTOP funding to upgrade fiber optic telecommunications facilities on the Flathead Reservation. We urge NTIA to fund the project entitled "Montana West".

Sincerely,

Dr. Joseph McDonald
President



Ronan School District #30

Ronan / Pablo Schools
421 Andrew NW
Ronan, MT 59864-2302
Phone: (406) 676-3390 ext. 3200
Fax: (406) 676-3392

March 24, 2010

To whom it may concern:

I write to express the support of Ronan School District #30 to Ronan Telephone Company (RTC) in their proposal to upgrade and expand their Internet Protocol information services network utilizing American Recovery and Reinvestment Act (ARRA) funding through the Broadband Technology Opportunity Program (BTOP) administered by the National Telecommunications Information Agency (NTIA).

RTC is the locally owned incumbent local telephone carrier in our community, and has provided the Ronan School District with high quality telecommunications services since 1960. RTC has provided the Ronan public schools with Internet Protocol data services, now including high speed Internet and fiber optic based networking services interconnecting our two campus school system, since the mid 1990s. While the services we have received to date have met our school's needs, we foresee an increasing need for faster and more capable data service going forward so that we can prepare our students to compete in a job market that will require them to master increasing levels of high technology skills and knowledge.

We understand that RTC is working cooperatively with anchor institutions throughout Lake County's Mission Valley and elsewhere in Northwest Montana, such as schools, hospitals, colleges, businesses and government at the local, county and tribal level, seeking to improve services now provided and to establish new services needed for our community to be viable and competitive.

We have been satisfied with the technical competence of RTC in providing connections and support services that are enabling our high technology training curriculum. We are confident that RTC is capable of wisely investing ARRA resources granted through the BTOP program and to sustainably operate this enhanced network going forward.

With the recent virtual collapse of our region's timber industry, our Indian Reservation community is now particularly stressed. We need to rebuild our historical economic base and develop a more diversified economy. State of the art telecommunications is a key ingredient to accomplishing both. We urge NTIA to make the award requested by Ronan Telephone Company, entitled "Montana West".

Sincerely,

Andrew W. Holmlund
Superintendent
Ronan School District #30

POLSON SCHOOLS

DISTRICT NUMBER 23

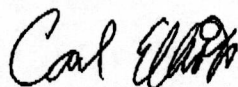
To Whom it may concern:

Ronan Telephone Company (RTC), in cooperation with the Health Information Exchange of Montana (HIEM), is pursuing a grant from the National Telecommunications and Information Administration (NTIA) under the Broadband Stimulus Program for a middle mile project to bring a high-speed Internet alternative to support the anchor institutions and under served areas throughout Northwestern Montana.

Polson School District has received Internet service for the last three years to the High School via a fiber put in place by Ronan Telephone Company. Ronan Telephone Company is an Erate service provider and we currently are contracting with them for the installation of a fiber-based wide area network to connect all of our schools and the District Office together.

We have been very satisfied with the technical competence of Ronan Telephone Company and can assure the NTIA that they are well qualified to plan and install a fiber network. We strongly support RTC's grant request, as the Mission Valley needs more low-cost high bandwidth alternatives for connection to the Internet. We urge NTIA to award a grant for the RTC project entitled "Montana West".

Sincerely,



Carl Elliott
Director of Support Services,
Human Resources and Information Technology



March 25, 2010

Jay Wilson Preston
Chairman
Ronan Telephone Company
312 Main Street SW
Ronan, MT 59864

Dear Mr. Preston:

The Health Information Exchange of Montana (HIEM) is pleased to provide this letter confirming our collaboration with Ronan Telephone Company (RTC) on their application for Comprehensive Community Infrastructure funding under the National Telecommunications and Information Administration's Broadband Technology Opportunities Program (BTOP).

The HIEM is a not-for-profit corporation formed by seven healthcare organizations in Northwest Montana to securely and reliably exchange electronic patient health information among all health care providers in our region. In November 2007 we were awarded \$13.6M in Rural Health Care Pilot Program funds by the Federal Communications Commission (FCC) in an effort to establish a "secure, dedicated network with sufficient bandwidth and essential connectivity between each HIEM member and qualified end-user to more readily support high bandwidth healthcare applications."

The HIEM's service area includes many of the rural/frontier communities within RTC's current and proposed service area. Our network development has been challenged to date by limited available, cost-effective bandwidth in many of these areas to support the high capacity needs of a modern healthcare provider. The HIEM and RTC have been exploring several opportunities to address these challenges, including the potential to "exchange" HIEM excess middle mile capacity from Whitefish to Browning, Montana and Kalispell to Libby, Montana with RTC middle mile capacity from Kalispell to Missoula, Montana that would be developed under their BTOP proposal.

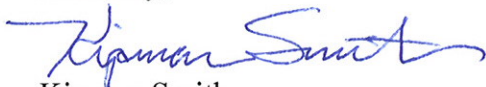
At a minimum, we believe Ronan's proposal will significantly improve their ability to respond competitively to future HIEM network needs for long-term, high speed broadband connections to healthcare and healthcare education sites within the Mission Valley, including Ronan and Missoula. While details of any arrangement remain to be worked out, such a collaborative opportunity would serve the complimentary goals of both BTOP and the FCC.

We also wish to acknowledge HIEM's partnership with the University of Montana in a Public Computer Center (PCC) application to NTIA. Under this proposal, the HIEM would provide access to our broadband network for connectivity to UM's proposed PCC sites, many which will

be based at existing HIEM members. In an effort to again avoid duplication of efforts and coordinate the appropriate expenditure of federal resources, UM, HIEM and RTC have collaborated on their complimentary proposals and have agreed that if both applications receive BTOP funding we will coordinate with NTIA and all participating sites to efficiently maximize the utilization of federal funds and avoid duplicate conflicting expenditures. We are, of course, hopefully that both applications will receive this critically needed funding.

We encourage NTIA to award Ronan Telephone Company's proposal for Broadband Technology Opportunities Program funding. If you have any questions regarding the Health Information Exchange of Montana's support for this application, please contact me at 406-751-6687 or kipsmith@krmc.org.

Sincerely,

A handwritten signature in blue ink that reads "Kipman Smith". The signature is fluid and cursive, with the first name "Kipman" being more prominent than the last name "Smith".

Kipman Smith
Executive Director

GLACIER COUNTY COMMISSIONERS

512 E. Main
Cut Bank, Mt 59427

Phone (406) 873-5063 • Fax (406) 873-3613



Michael J. DesRosier
Chairman
Ext. 3603

Ron R. Rides At The Door
Vice Chairman
Ext. 3601

Tony Sitzmann
Member
Ext. 3602

Recording Desk
Ext. 3606

March 24, 2010

To Whom It May Concern,

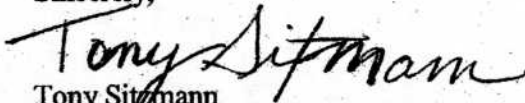
Ronan Telephone Company (RTC), in cooperation with the Health Information Exchange of Montana (HIEM), is pursuing a grant from the National Telecommunications and Information Administration (NTIA) under the Broadband Stimulus Program for a middle mile project to bring a high-speed Internet alternative to support the anchor institutions in Glacier County. RTC has a record of investment in our community with a partnership with the Blackfeet Tribe for the past three years, where they provide wireless Internet service to the communities on the Blackfeet reservation, the town of Cut Bank and surrounding areas.

Currently, this service provider, Oki Communications, and the other anchor institutions in our County only have one choice for upstream Internet connection and we need a competitive alternative such as the one being proposed by RTC's grant request entitled "Montana West".

Because of the obvious long-term commitment that RTC has made to our communities and because of our need for alternative high-speed broadband, Glacier County strongly supports the "Montana West" proposal and encourages the NTIA to award Ronan Telephone Company funding to accomplish this much needed alternative.

Please feel free to call me if you need any further clarification.

Sincerely,


Tony Sitzmann
Glacier County Commissioner

TS/nl



Cut Bank
Development Corporation
406-873-2337
Fax 406-873-2241
4 N. Central Avenue
P.O. Box 1329
Cut Bank, Montana 59427
cbdc@bresnan.net

March 25, 2010

To Whom It May Concern:

Ronan Telephone Company (RTC), in cooperation with the Health Information Exchange of Montana (HIEM), is pursuing a grant from the National Telecommunications and Information Administration (NTIA) under the Broadband Stimulus Program for a middle mile project to bring a high-speed Internet alternative to support the anchor institutions in Glacier County.

RTC has a record of investment in our community with a partnership with the Blackfeet Tribe for the past three years, where they provide wireless Internet service to the communities on the Blackfeet reservation, the town of Cut Bank and surrounding areas.

Currently, this service provider, Oki Communications, and the other anchor institutions in our County only have one choice for upstream Internet connection and we need a competitive alternative such as the one being proposed by RTC's grant request entitled "Montana West".

Because of the obvious long-term commitment that RTC has made to our communities and because of our need for alternative high-speed broadband, Glacier County strongly supports the "Montana West" proposal and encourages the NTIA to award Ronan Telephone Company funding to accomplish this much needed alternative.

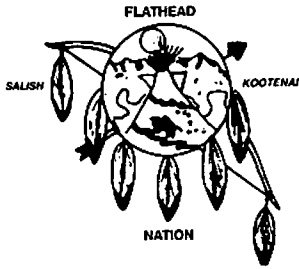
Please feel free to call me if you need any further clarification.

Sincerely,

A handwritten signature in black ink that reads "Jerilee Wilkerson".

Jerilee Wilkerson, Executive Director
Cut Bank Development Corporation

Cut Bank Development Corporation



**THE CONFEDERATED SALISH AND KOOTENAI TRIBES
OF THE FLATHEAD NATION**

P.O. BOX 278
Pablo, Montana 59855
(406) 275-2700
FAX (406) 275-2806
www.cskt.org



A People of Vision

A Confederation of the Salish,
Upper Pend d'Oreilles
and Kootenai Tribes

March 24, 2010

National Telecommunications Information Agency
U.S. Department of Commerce
1401 Constitution Avenue, NW
Washington, DC 20230

TRIBAL COUNCIL MEMBERS:

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Joe Durglo – Vice Chair
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Jim Malatara – Treasurer
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Carole Lankford
Reuben A. Mathias
Charles L. Morigeau
Terry L. Pitts
James Steele Jr.

Subject: Support for BTOP Application of Ronan Telephone Company, Ronan, Montana

To Whom It May Concern:

In the event that the proposal submitted by the Montana Inter-Tribal Telecommunications Consortium (MITTC) is not funded, the Confederated Salish and Kootenai Tribes (CSKT) support the Ronan Telephone Company (RTC) in their proposed project to upgrade and expand their "middle mile" fiber optic data network (titled "Montana West") utilizing American Recovery and Reinvestment Act (ARRA) funding, through the Broadband Technology Opportunity Program (BTOP) administered by the National Telecommunications Information Agency (NTIA).

The CSKT Tribal Council is the governing body of the Flathead Nation, an area of over 2,000 square miles located in the heart of northwestern Montana. Approximately 5,000 enrolled Tribal members reside on the Flathead Indian Reservation. The Tribal headquarters is located in Pablo. Additional Tribal facilities and enterprises are located in and around the communities of Arlee, Big Arm, Dixon, Elmo, Hot Springs, Polson, Ronan and St. Ignatius.

RTC currently provides CSKT traditional business telephone service in Pablo and Ronan and fiber optic based data and wide area network services to CSKT throughout much of the Mission Valley. RTC's fiber optic network spans the Mission Valley from Polson south to St. Ignatius, and is currently connected to five (5) Tribal sites in Polson, Pablo, Ronan and St. Ignatius. RTC is one of four incumbent telephone service providers on the Flathead Reservation. While RTC's fiber optic network has allowed CSKT to implement an internal data network to most of the larger tribal operations in the Mission Valley, our operations in Elmo (located north of the Mission Valley) and in Arlee (located in the Jocko Valley south of the Mission Valley) have been more difficult and costly to integrate into our network plan, largely because those areas are served by telecom firms headquartered elsewhere, whose service focus and rate structures have not been tailored to our community needs. In addition, our growing administrative needs require ever-increasing data capacity between our various staffed locations, which has been difficult to fund within our budget constraints. RTC's proposal addresses both needs: 1) by extending the network north to Elmo and south through Arlee; and 2) by reserving adequate "dark fiber" exclusively for the Tribes' use between our operating locations. RTC and CSKT are in preliminary discussions to explore some form of collaboration or joint venture to allow this expanded network to be both financially

National Telecommunications Information Agency

March 25, 2010

Re: Support for BTOP Application of Ronan Telephone Company, Ronan, Montana

Page 2

sustainable and to creatively serve the needs of Tribal government, our enterprises, our membership, and the needs of the larger Reservation community and general public.

We also understand that RTC 's plan, as well as the MITTC plan, includes provisions to allow interconnection and upgraded services to other anchor institutions in our region, including local and county government, healthcare providers, K-12 schools, Tribal and community colleges and the private sector business employers.

We recognize RTC as a stable, long-term employer in our community that provides good paying jobs to an integrated workforce that includes CSKT members and descendents. If either the MITTC project or this project is funded, we anticipate that additional job opportunities will be available for Reservation residents during construction.

CSKT has worked cooperatively with RTC for many years, including a successful collaboration before the Montana Public Service Commission that succeeded in implementing local calling throughout the Reservation. This case benefited our area by allowing our community to interact more cost effectively Reservation-wide through eliminating the per minute long distance fee structure that had been historically used for calling between telephone exchanges within the Reservation.

For the above reasons, the Tribal Council of the Confederated Salish and Kootenai Tribes supports the proposal put forward by Ronan Telephone Company to utilize BTOP funding to upgrade fiber optic telecommunications facilities on the Flathead Reservation. If the MITTC proposal is not funded, we urge NTIA to fund the project entitled "Montana West."

Sincerely,

Confederated Salish and Kootenai Tribes


Ernest T. "Bud" Moran, Chairman

Xc: Chair Chrono

Lorin Peterson, IT Director

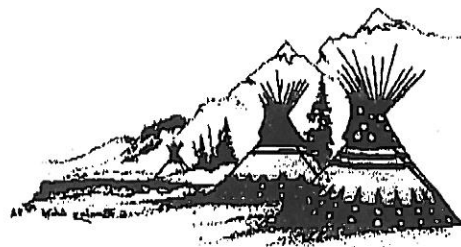
Teresa Wall-McDonald, Policy Analyst and Acting

Tribal Lands Department Head

Janet Camel, Land Planning Director

Browning Public Schools

129 1st. Avenue S.E.
P.O. Box 610
Browning, Mt. 59417-0610
Phone: (406) 338-2715 • Fax: (406) 338-3200



March 16, 2010

Jay Wilson Preston
Chairman
Ronan Telephone Company
312 Main Street SW
Ronan, MT 59864

Dear Mr. Preston:

As you are aware, the Babb school system is in need of a high bandwidth Internet connection. We are using satellite dish connections in Babb at this time, which provides us with marginal use compared to the rest of the system on the Blackfeet Reservation. We understand you are writing a grant request that will include a fiber route to Babb from Browning and will locate a node at the school in Babb.

The Browning School District is pleased to provide this letter of support for Ronan Telephone Company (RTC) on their application for Comprehensive Community Infrastructure funding under the National Telecommunications and Information Administration's Broadband Technology Opportunities Program (BTOP).

You may use this letter of support in your application to the NTIA. We encourage NTIA to award Ronan Telephone Company's proposal for Broadband Technology Opportunities Program funding. If you have any questions regarding the Browning School District's support for this application, please contact me at 406-338-5650.

Sincerely,

Scott M Molnar
IT Director
Browning Public School #9
(406)338-5650



BLACKFEET NATION

P.O. BOX 850 BROWNING, MONTANA 59417
(406) 338-7521 FAX (406) 338-7530

EXECUTIVE COMMITTEE

Willie A. Sharp, Jr., Chairman
Peter "Rusty" Tatsey, Vice-Chairman
T.J. Show, Secretary
Ken Augare, Treasurer

BLACKFEET TRIBAL BUSINESS COUNCIL

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Peter "Rusty" Tatsey
T. J. Show
Reis Fisher
Rodney "Fish" Gervais
Henry Butterfly
Roger Running Crane
Paul McEvers
Ronald H. "Smiley" Kittson

March 26, 2010

National Telecommunications Information Agency
U.S. Department of Commerce
1401 Constitution Avenue, NW
Washington, DC 20230

Subject: Support for BTOP Application of Ronan Telephone Company, Ronan, Montana

To Whom It May Concern:

In the event that the proposal submitted by the Montana Inter-Tribal Telecommunications Consortium (MITTC) is not funded, the Blackfeet Tribe (BFT) support the Ronan Telephone Company (RTC) in their proposed project to upgrade and expand their "middle mile" fiber optic data network (titled "Montana West") utilizing American Recovery and Reinvestment Act (ARRA) funding through the Broadband Technology Opportunity Program (BTOP) administered by the National Telecommunications Information Agency (NTIA).

The Blackfeet Tribal Business Council is the governing body of the Blackfeet Nation, an area of over 3,000 square miles located east of Glacier National Park in northwestern Montana. The Blackfeet Tribe is the largest Indian community in Montana.

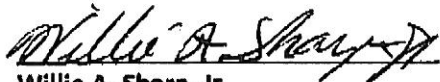
RTC is the wholly owned subsidiary of CommunityTel, Inc.. CommunityTel partners with the Blackfeet (through the Blackfeet economic development entity, SIYEH Corporation) in a firm known as Oki Communications, LLC (Oki). Oki provides high speed internet to approximately 500 users in the communities of Browning, East Glacier and outside Cut Bank on the Blackfeet Reservation. We understand RTC's plan is to create an East to West connection across the Blackfeet Reservation in cooperation with Health Information Exchange of Montana (HIEM, a partnership of rural hospitals and healthcare providers, led by Kalispell Regional Hospital). HIEM is engaged in a telemedicine project, funded through the FCC authorized "Universal Service Fund", to provide ultra-High Speed data services to 28 rural hospitals and healthcare providers in northwest Montana. RTC's plan, if funded, will increase competitive options for telecommunications services in our community while minimizing the amount of federally funded duplicate fiber optic infrastructure.

We also understand that RTC's plan similarly includes provisions to allow interconnection and upgraded services to other anchor institutions in our region, including local and county government, healthcare providers (outside the HEIM network), K12 schools, tribal and community colleges and the private sector business employers.

RTC is the only Incumbent Telephone Company in Montana headquartered in Indian country. It has a history of serving on the Flathead Nation and partnering with tribes in our community.

For the above reasons, the Tribal Council of the Blackfeet Tribe supports the proposal put forward by Ronan Telephone Company to utilize BTOP funding to upgrade fiber optic telecommunications facilities on the Blackfeet Reservation. We urge NTIA to fund the project entitled "Montana West".

Sincerely,



Willie A. Sharp, Jr.
Chairman
Blackfeet Tribal Business Council

Montana West Middle Mile Project
Cost/Revenue Projections

RETAIL RATE STRUCTURE			Subscriber projections by Month						
			Sep-12 Month-2	Oct-12 Month-1	Nov-12 Month 1	Dec-12 Month 2			
Small--10Mb	\$ 1,200.00		Number of small Subscribers		2	5			
Medium--20Mb	\$ 1,800.00		Number of medium Subscribers		2	4			
Large--50Mb	\$ 2,500.00		Number of Large Subscribers		1	2			
Enterprise--100Mb	\$ 3,500.00		Number of Enterprise subscribers		1	2			
Start Month	Nov-12		Total subscribers		5	11			
			Monthly subscriber Increase		5	6			
Maintenance cost escalation factor	120.00%		Revenue						
SUBSCRIBER PROJECTIONS			Small--10Mb	\$ -	\$ -	\$ 2,400.00	\$ 6,000.00		
Internet			Medium--20Mb	\$ -	\$ -	\$ 3,600.00	\$ 7,200.00		
Total expected small subscribers	40		Large--50Mb	\$ -	\$ -	\$ 2,500.00	\$ 5,000.00		
small Subscribers Month 1	2		Enterprise--100Mb	\$ -	\$ -	\$ 3,500.00	\$ 7,000.00		
Monthly small Subscriber Increment	3	\$ 0.008	late fee revenue (.8% of revenue)	\$ -	\$ -	\$ 68.00	\$ 145.60		
Total expected medium Subscribers	20		Total monthly revenue			\$ 12,068.00	\$ 25,345.60		
medium Subscribers Month 1	2		Cost of Goods Sold						
Monthly medium subscriber increment	2		Internet COGS			\$ -	\$ -		
Total expected Large Subscribers	7		Total COGS	\$ -	\$ -	\$ -	\$ -		
Large Subscribers Month 1	1		Gross Profit	\$ -	\$ -	\$ 12,068.00	\$ 25,345.60		
Monthly Large subscriber increment	1		Monthly expense Projections						
Total expected Enterprise subscribers	2	0.05	Advertising (percent of monthly revenue)	\$ -	\$ -	\$ 603.40	\$ 1,267.28		
Enterprise Subscribers Month 1	1	0.005	Bad Debt (percent of monthly revenue)	\$ -	\$ -	\$ 60.34	\$ 126.73		
Monthly Enterprise Subscriber Increment	1	\$ 0.50	Billing Expense (\$.50 per customer)	\$ -	\$ -	\$ 2.50	\$ 5.50		
Monthly Upstream costs	\$ -	\$ 500.00	External Relations (raffle tickets, etc)	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00		
Total expected upstream requirement (Mbps)	1,350	\$ 7,000.00	Lease Expense	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00		
		\$ 200.00	Office Supplies	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00		
		\$ 6,000.00	Payroll Expenses	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00		
		\$ 0.53	Postage (Bills and mailers) per account	\$ -	\$ -	\$ 2.65	\$ 5.83		
		\$ 2,000.00	Repair and Maintenance			\$ 2,000.00	\$ 2,000.00		
		\$ 200.00	Telephone Expense	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00		
60-Month income (expense)	\$ 3,131,926.55	\$ 6,600.00	Utilities (power bill)	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00		
72-month income (expense)	\$ 3,574,081.50	\$ 1,500.00	Vehicle Expense (Trucks)	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00		
84-month income (expense)	\$ 3,914,093.45	\$ 1,200.00	Network Management	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00		
96-month income (expense)	\$ 4,149,533.80		Loan repayment			\$0.00	\$0.00		
			Monthly expenses	\$23,200.00	\$23,200.00	\$25,868.89	\$26,605.34		
			Monthly Profit less Expense	(\$23,200.00)	(\$23,200.00)	(\$13,800.89)	(\$1,259.74)		
			Accumulated Income/expense	(\$23,200.00)	(\$46,400.00)	(\$60,200.89)	(\$61,460.63)		
						1	2		
						Month 1	Month 2		
						Gross Profit	\$ 12,068.00	\$ 25,345.60	
						Monthly expenses	\$ 25,868.89	\$ 26,605.34	
						Monthly Profit less Expense	(\$13,800.89)	(\$1,259.74)	
						Accumulated Income/expense	\$ (60,200.89)	\$ (61,460.63)	
						year 1	year 2	year 3	year 4
			Yearly revenue Wholesale data	\$ 779,951.20	\$ 1,309,324.80	\$ 1,311,744.00	\$ 1,311,744.00		

Montana West Middle Mile Project
Cost/Revenue Projections

Subscriber projections by Month	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13
	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11
Number of small Subscribers	8	11	14	17	20	23	26	29	32
Number of medium Subscribers	6	8	10	12	14	16	18	20	20
Number of Large Subscribers	3	4	5	6	7	7	7	7	7
Number of Enterprise subscribers	2	2	2	2	2	2	2	2	2
Total subscribers	17	23	29	35	41	46	51	56	59
Monthly subscriber Increase	6	6	6	6	6	5	5	5	3
Revenue									
Small--10Mb	\$ 9,600.00	\$ 13,200.00	\$ 16,800.00	\$ 20,400.00	\$ 24,000.00	\$ 27,600.00	\$ 31,200.00	\$ 34,800.00	\$ 38,400.00
Medium--20Mb	\$ 10,800.00	\$ 14,400.00	\$ 18,000.00	\$ 21,600.00	\$ 25,200.00	\$ 28,800.00	\$ 32,400.00	\$ 36,000.00	\$ 36,000.00
Large--50Mb	\$ 7,500.00	\$ 10,000.00	\$ 12,500.00	\$ 15,000.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00
Enterprise--100Mb	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
late fee revenue (.8% of revenue)	\$ 223.20	\$ 300.80	\$ 378.40	\$ 456.00	\$ 533.60	\$ 591.20	\$ 648.80	\$ 706.40	\$ 735.20
Total monthly revenue	\$ 35,123.20	\$ 44,900.80	\$ 54,678.40	\$ 64,456.00	\$ 74,233.60	\$ 81,491.20	\$ 88,748.80	\$ 96,006.40	\$ 99,635.20
Cost of Goods Sold									
Internet COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Gross Profit	\$ 35,123.20	\$ 44,900.80	\$ 54,678.40	\$ 64,456.00	\$ 74,233.60	\$ 81,491.20	\$ 88,748.80	\$ 96,006.40	\$ 99,635.20
Monthly expense Projections									
Advertising (percent of monthly revenue)	\$ 1,756.16	\$ 2,245.04	\$ 2,733.92	\$ 3,222.80	\$ 3,711.68	\$ 4,074.56	\$ 4,437.44	\$ 4,800.32	\$ 4,981.76
Bad Debt (percent of monthly revenue)	\$ 175.62	\$ 224.50	\$ 273.39	\$ 322.28	\$ 371.17	\$ 407.46	\$ 443.74	\$ 480.03	\$ 498.18
Billing Expense (\$.50 per customer)	\$ 8.50	\$ 11.50	\$ 14.50	\$ 17.50	\$ 20.50	\$ 23.00	\$ 25.50	\$ 28.00	\$ 29.50
External Relations (raffle tickets, etc)	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00
Lease Expense	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
Office Supplies	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Payroll Expenses	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00
Postage (Bills and mailers) per account	\$ 9.01	\$ 12.19	\$ 15.37	\$ 18.55	\$ 21.73	\$ 24.38	\$ 27.03	\$ 29.68	\$ 31.27
Repair and Maintenance	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00
Telephone Expense	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Utilities (power bill)	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00
Vehicle Expense (Trucks)	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00
Network Management	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Loan repayment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Monthly expenses	\$27,149.29	\$27,693.23	\$28,237.18	\$28,781.13	\$29,325.08	\$29,729.40	\$30,133.71	\$30,538.03	\$30,740.71
Monthly Profit less Expense	\$7,973.91	\$17,207.57	\$26,441.22	\$35,674.87	\$44,908.52	\$51,761.80	\$58,615.09	\$65,468.37	\$68,894.49
Accumulated Income/expense	(\$53,486.71)	(\$36,279.15)	(\$9,837.93)	\$25,836.94	\$70,745.46	\$122,507.27	\$181,122.35	\$246,590.72	\$315,485.21
	3	4	5	6	7	8	9	10	11
	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11
	\$ 35,123.20	\$ 44,900.80	\$ 54,678.40	\$ 64,456.00	\$ 74,233.60	\$ 81,491.20	\$ 88,748.80	\$ 96,006.40	\$ 99,635.20
	\$ 27,149.29	\$ 27,693.23	\$ 28,237.18	\$ 28,781.13	\$ 29,325.08	\$ 29,729.40	\$ 30,133.71	\$ 30,538.03	\$ 30,740.71
	\$7,973.91	\$17,207.57	\$26,441.22	\$35,674.87	\$44,908.52	\$51,761.80	\$58,615.09	\$65,468.37	\$68,894.49
	\$ (53,486.71)	\$ (36,279.15)	\$ (9,837.93)	\$ 25,836.94	\$ 70,745.46	\$ 122,507.27	\$ 181,122.35	\$ 246,590.72	\$ 315,485.21
	year 5	year 6	year 7	year 8					
Yearly revenue Wholesale data	\$ 1,311,744.00	\$ 1,311,744.00	\$ 1,311,744.00	\$ 1,311,744.00					

Montana West Middle Mile Project
Cost/Revenue Projections

Subscriber projections by Month	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14
	Month 12	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20
Number of small Subscribers	35	38	40	40	40	40	40	40	40
Number of medium Subscribers	20	20	20	20	20	20	20	20	20
Number of Large Subscribers	7	7	7	7	7	7	7	7	7
Number of Enterprise subscribers	2	2	2	2	2	2	2	2	2
Total subscribers	62	65	67	67	67	67	67	67	67
Monthly subscriber Increase	3	3	2	0	0	0	0	0	0
Revenue									
Small--10Mb	\$ 42,000.00	\$ 45,600.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00
Medium--20Mb	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00
Large--50Mb	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00
Enterprise--100Mb	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
late fee revenue (.8% of revenue)	\$ 764.00	\$ 792.80	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00
Total monthly revenue	\$ 103,264.00	\$ 106,892.80	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Cost of Goods Sold									
Internet COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Gross Profit	\$ 103,264.00	\$ 106,892.80	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Monthly expense Projections									
Advertising (percent of monthly revenue)	\$ 5,163.20	\$ 5,344.64	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60
Bad Debt (percent of monthly revenue)	\$ 516.32	\$ 534.46	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56
Billing Expense (\$.50 per customer)	\$ 31.00	\$ 32.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50
External Relations (raffle tickets, etc)	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00
Lease Expense	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
Office Supplies	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Payroll Expenses	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00
Postage (Bills and mailers) per account	\$ 32.86	\$ 34.45	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51
Repair and Maintenance	\$ 2,400.00	\$ 2,400.00	\$ 2,400.00	\$ 2,400.00	\$ 2,400.00	\$ 2,400.00	\$ 2,400.00	\$ 2,400.00	\$ 2,400.00
Telephone Expense	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Utilities (power bill)	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00
Vehicle Expense (Trucks)	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00
Network Management	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Loan repayment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Monthly expenses	\$38,843.38	\$39,046.05	\$39,181.17	\$39,181.17	\$39,181.17	\$39,181.17	\$39,181.17	\$39,181.17	\$39,181.17
Monthly Profit less Expense	\$64,420.62	\$67,846.75	\$70,130.83	\$70,130.83	\$70,130.83	\$70,130.83	\$70,130.83	\$70,130.83	\$70,130.83
Accumulated Income/expense	\$379,905.83	\$447,752.58	\$517,883.41	\$588,014.24	\$658,145.07	\$728,275.90	\$798,406.73	\$868,537.56	\$938,668.39
	12	13	14	15	16	17	18	19	20
	Month 12	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20
	\$ 103,264.00	\$ 106,892.80	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
	\$ 38,843.38	\$ 39,046.05	\$ 39,181.17	\$ 39,181.17	\$ 39,181.17	\$ 39,181.17	\$ 39,181.17	\$ 39,181.17	\$ 39,181.17
	\$64,420.62	\$67,846.75	\$70,130.83	\$70,130.83	\$70,130.83	\$70,130.83	\$70,130.83	\$70,130.83	\$70,130.83
	\$ 379,905.83	\$ 447,752.58	\$ 517,883.41	\$ 588,014.24	\$ 658,145.07	\$ 728,275.90	\$ 798,406.73	\$ 868,537.56	\$ 938,668.39
Yearly revenue Wholesale data									

Montana West Middle Mile Project
Cost/Revenue Projections

Subscriber projections by Month	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15
	Month 21	Month 22	Month 23	Month 24	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30
Number of small Subscribers	40	40	40	40	40	40	40	40	40	40
Number of medium Subscribers	20	20	20	20	20	20	20	20	20	20
Number of Large Subscribers	7	7	7	7	7	7	7	7	7	7
Number of Enterprise subscribers	2	2	2	2	2	2	2	2	2	2
Total subscribers	67	67	67	67	67	67	67	67	67	67
Monthly subscriber Increase	0	0	0	0	0	0	0	0	0	0
Revenue										
Small--10Mb	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00
Medium--20Mb	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00
Large--50Mb	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00
Enterprise--100Mb	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
late fee revenue (.8% of revenue)	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00
Total monthly revenue	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Cost of Goods Sold										
Internet COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Gross Profit	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Monthly expense Projections										
Advertising (percent of monthly revenue)	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60
Bad Debt (percent of monthly revenue)	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56
Billing Expense (\$.50 per customer)	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50
External Relations (raffle tickets, etc)	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00
Lease Expense	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
Office Supplies	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Payroll Expenses	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00
Postage (Bills and mailers) per account	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51
Repair and Maintenance	\$ 2,400.00	\$ 2,400.00	\$ 2,400.00	\$ 2,880.00	\$ 2,880.00	\$ 2,880.00	\$ 2,880.00	\$ 2,880.00	\$ 2,880.00	\$ 2,880.00
Telephone Expense	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Utilities (power bill)	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00
Vehicle Expense (Trucks)	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00
Network Management	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Loan repayment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Monthly expenses	\$39,181.17	\$39,181.17	\$39,181.17	\$47,161.17	\$47,161.17	\$47,161.17	\$47,161.17	\$47,161.17	\$47,161.17	\$47,161.17
Monthly Profit less Expense	\$70,130.83	\$70,130.83	\$70,130.83	\$62,150.83	\$62,150.83	\$62,150.83	\$62,150.83	\$62,150.83	\$62,150.83	\$62,150.83
Accumulated Income/expense	\$1,008,799.22	\$1,078,930.05	\$1,149,060.88	\$1,211,211.71	\$1,273,362.54	\$1,335,513.37	\$1,397,664.20	\$1,459,815.03	\$1,521,965.86	\$1,584,116.69
	21	22	23	24	25	26	27	28	29	30
	Month 21	Month 22	Month 23	Month 24	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30
	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
	\$ 39,181.17	\$ 39,181.17	\$ 39,181.17	\$ 47,161.17	\$ 47,161.17	\$ 47,161.17	\$ 47,161.17	\$ 47,161.17	\$ 47,161.17	\$ 47,161.17
	\$70,130.83	\$70,130.83	\$70,130.83	\$62,150.83	\$62,150.83	\$62,150.83	\$62,150.83	\$62,150.83	\$62,150.83	\$62,150.83
	\$ 1,008,799.22	\$ 1,078,930.05	\$ 1,149,060.88	\$ 1,211,211.71	\$ 1,273,362.54	\$ 1,335,513.37	\$ 1,397,664.20	\$ 1,459,815.03	\$ 1,521,965.86	\$ 1,584,116.69
Yearly revenue Wholesale data										

Montana West Middle Mile Project
Cost/Revenue Projections

Subscriber projections by Month	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16
	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36	Month 37	Month 38	Month 39	Month 40
Number of small Subscribers	40	40	40	40	40	40	40	40	40	40
Number of medium Subscribers	20	20	20	20	20	20	20	20	20	20
Number of Large Subscribers	7	7	7	7	7	7	7	7	7	7
Number of Enterprise subscribers	2	2	2	2	2	2	2	2	2	2
Total subscribers	67	67	67	67	67	67	67	67	67	67
Monthly subscriber Increase	0	0	0	0	0	0	0	0	0	0
Revenue										
Small--10Mb	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00
Medium--20Mb	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00
Large--50Mb	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00
Enterprise--100Mb	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
late fee revenue (.8% of revenue)	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00
Total monthly revenue	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Cost of Goods Sold										
Internet COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Gross Profit	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Monthly expense Projections										
Advertising (percent of monthly revenue)	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60
Bad Debt (percent of monthly revenue)	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56
Billing Expense (\$.50 per customer)	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50
External Relations (raffle tickets, etc)	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00
Lease Expense	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
Office Supplies	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Payroll Expenses	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 24,000.00	\$ 24,000.00	\$ 24,000.00	\$ 24,000.00	\$ 24,000.00
Postage (Bills and mailers) per account	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51
Repair and Maintenance	\$ 2,880.00	\$ 2,880.00	\$ 2,880.00	\$ 2,880.00	\$ 2,880.00	\$ 3,456.00	\$ 3,456.00	\$ 3,456.00	\$ 3,456.00	\$ 3,456.00
Telephone Expense	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Utilities (power bill)	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00
Vehicle Expense (Trucks)	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00
Network Management	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Loan repayment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Monthly expenses	\$47,161.17	\$47,161.17	\$47,161.17	\$47,161.17	\$47,161.17	\$55,237.17	\$55,237.17	\$55,237.17	\$55,237.17	\$55,237.17
Monthly Profit less Expense	\$62,150.83	\$62,150.83	\$62,150.83	\$62,150.83	\$62,150.83	\$54,074.83	\$54,074.83	\$54,074.83	\$54,074.83	\$54,074.83
Accumulated Income/expense	\$1,646,267.52	\$1,708,418.35	\$1,770,569.18	\$1,832,720.01	\$1,894,870.84	\$1,948,945.67	\$2,003,020.50	\$2,057,095.33	\$2,111,170.16	\$2,165,244.99
	31	32	33	34	35	36	37	38	39	40
	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36	Month 37	Month 38	Month 39	Month 40
	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
	\$ 47,161.17	\$ 47,161.17	\$ 47,161.17	\$ 47,161.17	\$ 47,161.17	\$ 55,237.17	\$ 55,237.17	\$ 55,237.17	\$ 55,237.17	\$ 55,237.17
	\$62,150.83	\$62,150.83	\$62,150.83	\$62,150.83	\$62,150.83	\$54,074.83	\$54,074.83	\$54,074.83	\$54,074.83	\$54,074.83
	\$ 1,646,267.52	\$ 1,708,418.35	\$ 1,770,569.18	\$ 1,832,720.01	\$ 1,894,870.84	\$ 1,948,945.67	\$ 2,003,020.50	\$ 2,057,095.33	\$ 2,111,170.16	\$ 2,165,244.99
Yearly revenue Wholesale data										

Montana West Middle Mile Project
Cost/Revenue Projections

Subscriber projections by Month	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16
	Month 41	Month 42	Month 43	Month 44	Month 45	Month 46	Month 47	Month 48	Month 49
Number of small Subscribers	40	40	40	40	40	40	40	40	40
Number of medium Subscribers	20	20	20	20	20	20	20	20	20
Number of Large Subscribers	7	7	7	7	7	7	7	7	7
Number of Enterprise subscribers	2	2	2	2	2	2	2	2	2
Total subscribers	67	67	67	67	67	67	67	67	67
Monthly subscriber Increase	0	0	0	0	0	0	0	0	0
Revenue									
Small--10Mb	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00
Medium--20Mb	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00
Large--50Mb	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00
Enterprise--100Mb	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
late fee revenue (.8% of revenue)	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00
Total monthly revenue	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Cost of Goods Sold									
Internet COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Gross Profit	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Monthly expense Projections									
Advertising (percent of monthly revenue)	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60
Bad Debt (percent of monthly revenue)	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56
Billing Expense (\$.50 per customer)	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50
External Relations (raffle tickets, etc)	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00
Lease Expense	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
Office Supplies	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Payroll Expenses	\$ 24,000.00	\$ 24,000.00	\$ 24,000.00	\$ 24,000.00	\$ 24,000.00	\$ 24,000.00	\$ 24,000.00	\$ 30,000.00	\$ 30,000.00
Postage (Bills and mailers) per account	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51
Repair and Maintenance	\$ 3,456.00	\$ 3,456.00	\$ 3,456.00	\$ 3,456.00	\$ 3,456.00	\$ 3,456.00	\$ 3,456.00	\$ 4,147.20	\$ 4,147.20
Telephone Expense	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Utilities (power bill)	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00
Vehicle Expense (Trucks)	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 7,500.00	\$ 7,500.00
Network Management	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Loan repayment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Monthly expenses	\$55,237.17	\$55,237.17	\$55,237.17	\$55,237.17	\$55,237.17	\$55,237.17	\$55,237.17	\$63,428.37	\$63,428.37
Monthly Profit less Expense	\$54,074.83	\$54,074.83	\$54,074.83	\$54,074.83	\$54,074.83	\$54,074.83	\$54,074.83	\$45,883.63	\$45,883.63
Accumulated Income/expense	\$2,219,319.82	\$2,273,394.65	\$2,327,469.48	\$2,381,544.31	\$2,435,619.14	\$2,489,693.97	\$2,543,768.80	\$2,589,652.43	\$2,635,536.06
	41	42	43	44	45	46	47	48	49
	Month 41	Month 42	Month 43	Month 44	Month 45	Month 46	Month 47	Month 48	Month 49
	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
	\$ 55,237.17	\$ 55,237.17	\$ 55,237.17	\$ 55,237.17	\$ 55,237.17	\$ 55,237.17	\$ 55,237.17	\$ 63,428.37	\$ 63,428.37
	\$54,074.83	\$54,074.83	\$54,074.83	\$54,074.83	\$54,074.83	\$54,074.83	\$54,074.83	\$45,883.63	\$45,883.63
	\$ 2,219,319.82	\$ 2,273,394.65	\$ 2,327,469.48	\$ 2,381,544.31	\$ 2,435,619.14	\$ 2,489,693.97	\$ 2,543,768.80	\$ 2,589,652.43	\$ 2,635,536.06
Yearly revenue Wholesale data									

Montana West Middle Mile Project
Cost/Revenue Projections

Subscriber projections by Month	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17
	Month 50	Month 51	Month 52	Month 53	Month 54	Month 55	Month 56	Month 57	Month 58
Number of small Subscribers	40	40	40	40	40	40	40	40	40
Number of medium Subscribers	20	20	20	20	20	20	20	20	20
Number of Large Subscribers	7	7	7	7	7	7	7	7	7
Number of Enterprise subscribers	2	2	2	2	2	2	2	2	2
Total subscribers	67	67	67	67	67	67	67	67	67
Monthly subscriber Increase	0	0	0	0	0	0	0	0	0
Revenue									
Small--10Mb	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00
Medium--20Mb	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00
Large--50Mb	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00
Enterprise--100Mb	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
late fee revenue (.8% of revenue)	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00
Total monthly revenue	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Cost of Goods Sold									
Internet COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Gross Profit	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Monthly expense Projections									
Advertising (percent of monthly revenue)	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60
Bad Debt (percent of monthly revenue)	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56
Billing Expense (\$.50 per customer)	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50
External Relations (raffle tickets, etc)	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00
Lease Expense	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
Office Supplies	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Payroll Expenses	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00
Postage (Bills and mailers) per account	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51
Repair and Maintenance	\$ 4,147.20	\$ 4,147.20	\$ 4,147.20	\$ 4,147.20	\$ 4,147.20	\$ 4,147.20	\$ 4,147.20	\$ 4,147.20	\$ 4,147.20
Telephone Expense	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Utilities (power bill)	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00
Vehicle Expense (Trucks)	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00
Network Management	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Loan repayment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Monthly expenses	\$63,428.37	\$63,428.37	\$63,428.37	\$63,428.37	\$63,428.37	\$63,428.37	\$63,428.37	\$63,428.37	\$63,428.37
Monthly Profit less Expense	\$45,883.63	\$45,883.63	\$45,883.63	\$45,883.63	\$45,883.63	\$45,883.63	\$45,883.63	\$45,883.63	\$45,883.63
Accumulated Income/expense	\$2,681,419.69	\$2,727,303.32	\$2,773,186.95	\$2,819,070.58	\$2,864,954.21	\$2,910,837.84	\$2,956,721.47	\$3,002,605.10	\$3,048,488.73
	50	51	52	53	54	55	56	57	58
	Month 50	Month 51	Month 52	Month 53	Month 54	Month 55	Month 56	Month 57	Month 58
	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
	\$ 63,428.37	\$ 63,428.37	\$ 63,428.37	\$ 63,428.37	\$ 63,428.37	\$ 63,428.37	\$ 63,428.37	\$ 63,428.37	\$ 63,428.37
	\$45,883.63	\$45,883.63	\$45,883.63	\$45,883.63	\$45,883.63	\$45,883.63	\$45,883.63	\$45,883.63	\$45,883.63
	\$ 2,681,419.69	\$ 2,727,303.32	\$ 2,773,186.95	\$ 2,819,070.58	\$ 2,864,954.21	\$ 2,910,837.84	\$ 2,956,721.47	\$ 3,002,605.10	\$ 3,048,488.73
Yearly revenue Wholesale data									

Montana West Middle Mile Project
Cost/Revenue Projections

Subscriber projections by Month	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18
	Month 59	Month 60	Month 61	Month 62	Month 63	Month 64	Month 65	Month 66	Month 67
Number of small Subscribers	40	40	40	40	40	40	40	40	40
Number of medium Subscribers	20	20	20	20	20	20	20	20	20
Number of Large Subscribers	7	7	7	7	7	7	7	7	7
Number of Enterprise subscribers	2	2	2	2	2	2	2	2	2
Total subscribers	67	67	67	67	67	67	67	67	67
Monthly subscriber Increase	0	0	0	0	0	0	0	0	0
Revenue									
Small--10Mb	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00
Medium--20Mb	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00
Large--50Mb	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00
Enterprise--100Mb	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
late fee revenue (.8% of revenue)	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00
Total monthly revenue	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Cost of Goods Sold									
Internet COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Gross Profit	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Monthly expense Projections									
Advertising (percent of monthly revenue)	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60
Bad Debt (percent of monthly revenue)	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56
Billing Expense (\$.50 per customer)	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50
External Relations (raffle tickets, etc)	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00
Lease Expense	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
Office Supplies	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Payroll Expenses	\$ 30,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00
Postage (Bills and mailers) per account	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51
Repair and Maintenance	\$ 4,147.20	\$ 4,976.64	\$ 4,976.64	\$ 4,976.64	\$ 4,976.64	\$ 4,976.64	\$ 4,976.64	\$ 4,976.64	\$ 4,976.64
Telephone Expense	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Utilities (power bill)	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00
Vehicle Expense (Trucks)	\$ 7,500.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00
Network Management	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Loan repayment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Monthly expenses	\$63,428.37	\$71,757.81	\$71,757.81	\$71,757.81	\$71,757.81	\$71,757.81	\$71,757.81	\$71,757.81	\$71,757.81
Monthly Profit less Expense	\$45,883.63	\$37,554.19	\$37,554.19	\$37,554.19	\$37,554.19	\$37,554.19	\$37,554.19	\$37,554.19	\$37,554.19
Accumulated Income/expense	\$3,094,372.36	\$3,131,926.55	\$3,169,480.74	\$3,207,034.93	\$3,244,589.12	\$3,282,143.31	\$3,319,697.50	\$3,357,251.69	\$3,394,805.88
	59	60	61	62	63	64	65	66	67
	Month 59	Month 60	Month 61	Month 62	Month 63	Month 64	Month 65	Month 66	Month 67
	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
	\$ 63,428.37	\$ 71,757.81	\$ 71,757.81	\$ 71,757.81	\$ 71,757.81	\$ 71,757.81	\$ 71,757.81	\$ 71,757.81	\$ 71,757.81
	\$45,883.63	\$37,554.19	\$37,554.19	\$37,554.19	\$37,554.19	\$37,554.19	\$37,554.19	\$37,554.19	\$37,554.19
	\$ 3,094,372.36	\$ 3,131,926.55	\$ 3,169,480.74	\$ 3,207,034.93	\$ 3,244,589.12	\$ 3,282,143.31	\$ 3,319,697.50	\$ 3,357,251.69	\$ 3,394,805.88
Yearly revenue Wholesale data									

Montana West Middle Mile Project
Cost/Revenue Projections

Subscriber projections by Month	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19
	Month 68	Month 69	Month 70	Month 71	Month 72	Month 73	Month 74	Month 75	Month 76
Number of small Subscribers	40	40	40	40	40	40	40	40	40
Number of medium Subscribers	20	20	20	20	20	20	20	20	20
Number of Large Subscribers	7	7	7	7	7	7	7	7	7
Number of Enterprise subscribers	2	2	2	2	2	2	2	2	2
Total subscribers	67	67	67	67	67	67	67	67	67
Monthly subscriber Increase	0	0	0	0	0	0	0	0	0
Revenue									
Small--10Mb	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00
Medium--20Mb	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00
Large--50Mb	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00
Enterprise--100Mb	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
late fee revenue (.8% of revenue)	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00
Total monthly revenue	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Cost of Goods Sold									
Internet COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Gross Profit	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Monthly expense Projections									
Advertising (percent of monthly revenue)	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60
Bad Debt (percent of monthly revenue)	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56
Billing Expense (\$.50 per customer)	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50
External Relations (raffle tickets, etc)	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00
Lease Expense	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
Office Supplies	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Payroll Expenses	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 42,000.00	\$ 42,000.00	\$ 42,000.00	\$ 42,000.00	\$ 42,000.00
Postage (Bills and mailers) per account	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51
Repair and Maintenance	\$ 4,976.64	\$ 4,976.64	\$ 4,976.64	\$ 4,976.64	\$ 5,971.97	\$ 5,971.97	\$ 5,971.97	\$ 5,971.97	\$ 5,971.97
Telephone Expense	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Utilities (power bill)	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00
Vehicle Expense (Trucks)	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 9,000.00	\$ 10,500.00	\$ 10,500.00	\$ 10,500.00	\$ 10,500.00	\$ 10,500.00
Network Management	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Loan repayment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Monthly expenses	\$71,757.81	\$71,757.81	\$71,757.81	\$71,757.81	\$80,253.14	\$80,253.14	\$80,253.14	\$80,253.14	\$80,253.14
Monthly Profit less Expense	\$37,554.19	\$37,554.19	\$37,554.19	\$37,554.19	\$29,058.86	\$29,058.86	\$29,058.86	\$29,058.86	\$29,058.86
Accumulated Income/expense	\$3,432,360.07	\$3,469,914.26	\$3,507,468.45	\$3,545,022.64	\$3,574,081.50	\$3,603,140.36	\$3,632,199.23	\$3,661,258.09	\$3,690,316.95
	68	69	70	71	72	73	74	75	76
	Month 68	Month 69	Month 70	Month 71	Month 72	Month 73	Month 74	Month 75	Month 76
	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
	\$ 71,757.81	\$ 71,757.81	\$ 71,757.81	\$ 71,757.81	\$ 80,253.14	\$ 80,253.14	\$ 80,253.14	\$ 80,253.14	\$ 80,253.14
	\$37,554.19	\$37,554.19	\$37,554.19	\$37,554.19	\$29,058.86	\$29,058.86	\$29,058.86	\$29,058.86	\$29,058.86
	\$ 3,432,360.07	\$ 3,469,914.26	\$ 3,507,468.45	\$ 3,545,022.64	\$ 3,574,081.50	\$ 3,603,140.36	\$ 3,632,199.23	\$ 3,661,258.09	\$ 3,690,316.95
Yearly revenue Wholesale data									

Montana West Middle Mile Project
Cost/Revenue Projections

Subscriber projections by Month	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19
	Month 77	Month 78	Month 79	Month 80	Month 81	Month 82	Month 83	Month 84	Month 85
Number of small Subscribers	40	40	40	40	40	40	40	40	40
Number of medium Subscribers	20	20	20	20	20	20	20	20	20
Number of Large Subscribers	7	7	7	7	7	7	7	7	7
Number of Enterprise subscribers	2	2	2	2	2	2	2	2	2
Total subscribers	67	67	67	67	67	67	67	67	67
Monthly subscriber Increase	0	0	0	0	0	0	0	0	0
Revenue									
Small--10Mb	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00
Medium--20Mb	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00
Large--50Mb	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00
Enterprise--100Mb	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
late fee revenue (.8% of revenue)	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00
Total monthly revenue	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Cost of Goods Sold									
Internet COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Gross Profit	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Monthly expense Projections									
Advertising (percent of monthly revenue)	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60
Bad Debt (percent of monthly revenue)	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56
Billing Expense (\$.50 per customer)	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50
External Relations (raffle tickets, etc)	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00
Lease Expense	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
Office Supplies	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Payroll Expenses	\$ 42,000.00	\$ 42,000.00	\$ 42,000.00	\$ 42,000.00	\$ 42,000.00	\$ 42,000.00	\$ 42,000.00	\$ 48,000.00	\$ 48,000.00
Postage (Bills and mailers) per account	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51
Repair and Maintenance	\$ 5,971.97	\$ 5,971.97	\$ 5,971.97	\$ 5,971.97	\$ 5,971.97	\$ 5,971.97	\$ 5,971.97	\$ 7,166.36	\$ 7,166.36
Telephone Expense	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Utilities (power bill)	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00
Vehicle Expense (Trucks)	\$ 10,500.00	\$ 10,500.00	\$ 10,500.00	\$ 10,500.00	\$ 10,500.00	\$ 10,500.00	\$ 10,500.00	\$ 12,000.00	\$ 12,000.00
Network Management	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Loan repayment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Monthly expenses	\$80,253.14	\$80,253.14	\$80,253.14	\$80,253.14	\$80,253.14	\$80,253.14	\$80,253.14	\$88,947.53	\$88,947.53
Monthly Profit less Expense	\$29,058.86	\$29,058.86	\$29,058.86	\$29,058.86	\$29,058.86	\$29,058.86	\$29,058.86	\$20,364.47	\$20,364.47
Accumulated Income/expense	\$3,719,375.81	\$3,748,434.67	\$3,777,493.54	\$3,806,552.40	\$3,835,611.26	\$3,864,670.12	\$3,893,728.98	\$3,914,093.45	\$3,934,457.92
	77	78	79	80	81	82	83	84	85
	Month 77	Month 78	Month 79	Month 80	Month 81	Month 82	Month 83	Month 84	Month 85
	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
	\$ 80,253.14	\$ 80,253.14	\$ 80,253.14	\$ 80,253.14	\$ 80,253.14	\$ 80,253.14	\$ 80,253.14	\$ 88,947.53	\$ 88,947.53
	\$29,058.86	\$29,058.86	\$29,058.86	\$29,058.86	\$29,058.86	\$29,058.86	\$29,058.86	\$20,364.47	\$20,364.47
	\$ 3,719,375.81	\$ 3,748,434.67	\$ 3,777,493.54	\$ 3,806,552.40	\$ 3,835,611.26	\$ 3,864,670.12	\$ 3,893,728.98	\$ 3,914,093.45	\$ 3,934,457.92
Yearly revenue Wholesale data									

Montana West Middle Mile Project
Cost/Revenue Projections

Subscriber projections by Month	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20
	Month 86	Month 87	Month 88	Month 89	Month 90	Month 91	Month 92	Month 93	Month 94
Number of small Subscribers	40	40	40	40	40	40	40	40	40
Number of medium Subscribers	20	20	20	20	20	20	20	20	20
Number of Large Subscribers	7	7	7	7	7	7	7	7	7
Number of Enterprise subscribers	2	2	2	2	2	2	2	2	2
Total subscribers	67	67	67	67	67	67	67	67	67
Monthly subscriber Increase	0	0	0	0	0	0	0	0	0
Revenue									
Small--10Mb	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00
Medium--20Mb	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00
Large--50Mb	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00	\$ 17,500.00
Enterprise--100Mb	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
late fee revenue (.8% of revenue)	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00	\$ 812.00
Total monthly revenue	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Cost of Goods Sold									
Internet COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total COGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Gross Profit	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
Monthly expense Projections									
Advertising (percent of monthly revenue)	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60	\$ 5,465.60
Bad Debt (percent of monthly revenue)	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56	\$ 546.56
Billing Expense (\$.50 per customer)	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50	\$ 33.50
External Relations (raffle tickets, etc)	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00
Lease Expense	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 7,000.00
Office Supplies	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Payroll Expenses	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00	\$ 48,000.00
Postage (Bills and mailers) per account	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51	\$ 35.51
Repair and Maintenance	\$ 7,166.36	\$ 7,166.36	\$ 7,166.36	\$ 7,166.36	\$ 7,166.36	\$ 7,166.36	\$ 7,166.36	\$ 7,166.36	\$ 7,166.36
Telephone Expense	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00
Utilities (power bill)	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00	\$ 6,600.00
Vehicle Expense (Trucks)	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00
Network Management	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Loan repayment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Monthly expenses	\$88,947.53	\$88,947.53	\$88,947.53	\$88,947.53	\$88,947.53	\$88,947.53	\$88,947.53	\$88,947.53	\$88,947.53
Monthly Profit less Expense	\$20,364.47	\$20,364.47	\$20,364.47	\$20,364.47	\$20,364.47	\$20,364.47	\$20,364.47	\$20,364.47	\$20,364.47
Accumulated Income/expense	\$3,954,822.39	\$3,975,186.86	\$3,995,551.33	\$4,015,915.79	\$4,036,280.26	\$4,056,644.73	\$4,077,009.20	\$4,097,373.67	\$4,117,738.14
	86	87	88	89	90	91	92	93	94
	Month 86	Month 87	Month 88	Month 89	Month 90	Month 91	Month 92	Month 93	Month 94
	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00	\$ 109,312.00
	\$ 88,947.53	\$ 88,947.53	\$ 88,947.53	\$ 88,947.53	\$ 88,947.53	\$ 88,947.53	\$ 88,947.53	\$ 88,947.53	\$ 88,947.53
	\$20,364.47	\$20,364.47	\$20,364.47	\$20,364.47	\$20,364.47	\$20,364.47	\$20,364.47	\$20,364.47	\$20,364.47
	\$ 3,954,822.39	\$ 3,975,186.86	\$ 3,995,551.33	\$ 4,015,915.79	\$ 4,036,280.26	\$ 4,056,644.73	\$ 4,077,009.20	\$ 4,097,373.67	\$ 4,117,738.14
Yearly revenue Wholesale data									

Montana West Middle Mile Project
Cost/Revenue Projections

Subscriber projections by Month	Sep-20	Oct-20
	Month 95	Month 96
Number of small Subscribers	40	40
Number of medium Subscribers	20	20
Number of Large Subscribers	7	7
Number of Enterprise subscribers	2	2
Total subscribers	67	67
Monthly subscriber Increase	0	0
Revenue		
Small--10Mb	\$ 48,000.00	\$ 48,000.00
Medium--20Mb	\$ 36,000.00	\$ 36,000.00
Large--50Mb	\$ 17,500.00	\$ 17,500.00
Enterprise--100Mb	\$ 7,000.00	\$ 7,000.00
late fee revenue (.8% of revenue)	\$ 812.00	\$ 812.00
Total monthly revenue	\$ 109,312.00	\$ 109,312.00
Cost of Goods Sold		
Internet COGS	\$ -	\$ -
Total COGS	\$ -	\$ -
Gross Profit	\$ 109,312.00	\$ 109,312.00
Monthly expense Projections		
Advertising (percent of monthly revenue)	\$ 5,465.60	\$ 5,465.60
Bad Debt (percent of monthly revenue)	\$ 546.56	\$ 546.56
Billing Expense (\$.50 per customer)	\$ 33.50	\$ 33.50
External Relations (raffle tickets, etc)	\$ 500.00	\$ 500.00
Lease Expense	\$ 7,000.00	\$ 7,000.00
Office Supplies	\$ 200.00	\$ 200.00
Payroll Expenses	\$ 48,000.00	\$ 54,000.00
Postage (Bills and mailers) per account	\$ 35.51	\$ 35.51
Repair and Maintenance	\$ 7,166.36	\$ 8,599.63
Telephone Expense	\$ 200.00	\$ 200.00
Utilities (power bill)	\$ 6,600.00	\$ 6,600.00
Vehicle Expense (Trucks)	\$ 12,000.00	\$ 13,500.00
Network Management	\$ 1,200.00	\$ 1,200.00
Loan repayment	\$0.00	\$0.00
Monthly expenses	\$88,947.53	\$97,880.80
Monthly Profit less Expense	\$20,364.47	\$11,431.20
Accumulated Income/expense	\$4,138,102.60	\$4,149,533.80
	95	96
	Month 95	Month 96
	\$ 109,312.00	\$ 109,312.00
	\$ 88,947.53	\$ 97,880.80
	\$20,364.47	\$11,431.20
	\$ 4,138,102.60	\$ 4,149,533.80
Yearly revenue Wholesale data		