



WiredWest

Life in the Fiber Lane™

Take Rate 75% Draft

According to the 2010 census there are 19,139 premises in the 31 towns, 1,116 of these were vacant leaving 18023 potential subscribers. There are 4,764 seasonal residents that fall into 1 of 3 categories. Snowbirds that are here for 6 months, people who live in nearby metro areas and come up every weekend, and those that have a vacation unit and come up for a week to a month. The majority fall into the first two categories so assume on average that the seasonal residents will take service 7 months out of 12. Most snowbirds that take phone service will probably pay a \$5 per month fee to maintain their phone number when they are down south and some will maintain their internet service for home security purposes.

Total Available Premises	Full Time	Seasonal	FTE			Total Construction Cost (000s)	Towns' share of Construction Cost	Proportional Share	Potential Annual Income After Debt Service
18,023	13,259	4,764	12,029	Town					
	Unit/month	monthly	annual						
52.00% 25Mbps	\$49	\$306,486	\$3,677,834	Ashfield	\$3,710k	\$2,300k	4.75%	\$101,235	
28.00% 100Mbps	\$79	\$266,070	\$3,192,845	Becket	\$5,900k	\$3,750k	7.74%	\$165,057	
20.00% 1000Mbps	\$109	\$262,221	\$3,146,656	Blandford	\$2,800k	\$1,760k	3.63%	\$77,467	
Internet Total		\$834,778	\$10,017,335	Charlemont	\$2,670k	\$1,710k	3.53%	\$75,266	
52.00% phone	\$25	\$156,371	\$1,876,446	Chesterfield	\$2,400k	\$1,510k	3.12%	\$66,463	
52.00% TV	\$46	\$287,722	\$3,452,661	Colrain	\$3,550k	\$2,250k	4.64%	\$99,034	
52.00% STB -DVR	\$15	\$93,822	\$1,125,868	Cummington	\$2,210k	\$1,370k	2.83%	\$60,301	
Gross Revenue		\$1,372,692	\$16,472,309	Egremont	\$2,940k	\$1,870k	3.86%	\$82,308	
13 Backhaul	\$2,400	\$31,200	\$374,400	Goshen	\$2,150k	\$1,380k	2.85%	\$60,741	
40 gigs	\$1,000	\$40,000	\$480,000	Hawley	\$1,540k	\$1,020k	2.11%	\$44,895	
6,255 phone	\$10	\$62,548	\$750,578	Heath	\$2,240k	\$1,420k	2.93%	\$62,502	
6,255 TV	\$40	\$250,193	\$3,002,314	Leyden	\$1,750k	\$1,070k	2.21%	\$47,096	
8 CS Reps	\$2,900	\$23,200	\$278,400	Middlefield	\$1,590k	\$1,010k	2.09%	\$44,455	
5 tech	\$6,250	\$31,250	\$375,000	Monterey	\$3,100k	\$1,960k	4.05%	\$86,270	
8 office staff/bookkeeper	\$4,166	\$33,328	\$399,936	Montgomery	\$1,500k	\$950k	1.96%	\$41,814	
4 management	\$8,333	\$33,332	\$399,984	New Ashford	\$700k	\$420k	0.87%	\$18,486	
35.00% Salary overhead	\$42,389	\$42,389	\$508,662	New Marlborough	\$4,730k	\$3,020k	6.23%	\$132,926	
1 Legal	\$1,000	\$1,000	\$12,000	New Salem	\$2,140k	\$1,390k	2.87%	\$61,181	
1 rent	\$4,200	\$4,200	\$50,400	Peru	\$1,840k	\$1,150k	2.37%	\$50,617	
1 electricity	\$4,200	\$4,200	\$50,400	Plainfield	\$1,760k	\$1,110k	2.29%	\$48,857	
1 insurance	\$20,833	\$20,833	\$249,996	Rowe	\$1,300k	\$860k	1.78%	\$37,853	
1 bond fee	\$15,000	\$15,000	\$180,000	Sandisfield	\$3,610k	\$2,380k	4.91%	\$104,756	
10 Line Maintenance	\$7,041	\$70,410	\$844,920	Shutesbury	\$2,440k	\$1,570k	3.24%	\$69,104	
50000 pole rental	\$1.04	\$52,083	\$625,000	Tolland	\$2,650k	\$1,820k	3.76%	\$80,108	
1 dep. Reserve	\$132,990	\$132,990	\$1,595,880	Tyringham	\$1,380k	\$900k	1.86%	\$39,614	
Gross Expense		\$848,156	\$10,177,870	Warwick	\$2,480k	\$1,610k	3.32%	\$70,864	
1 Debt service	\$346,862	\$346,862	\$4,162,344	Washington	\$1,260k	\$770k	1.59%	\$33,892	
Net		\$524,537	\$2,132,095	Wendell	\$1,900k	\$1,170k	2.42%	\$51,498	
Cost per sub without debt service		\$71		West Stockbridge	\$2,830k	\$1,830k	3.78%	\$80,548	
Cost per sub with debt service		\$99		Windsor	\$2,150k	\$1,320k	2.73%	\$58,100	
Gross Average Revenue per sub		\$114		Worthington	\$2,860k	\$1,790k	3.70%	\$78,787	
				Total	\$76,080k	\$48,440k	100.00%	\$2,132,095	

WiredWest

According to the 2010 census there are 20,561 premises in the 32 towns, 1,159 of these were vacant leaving 19,402 potential subscribers. There are 5,653 seasonal residents that fall into 1 of 3 categories. Snowbirds that are here for 6 months, people who live in nearby metro areas and come up every weekend, and those that have a vacation unit and come up for a week to a month. The majority fall into the first two categories so assume on average that the seasonal residents will take service 7 months out of 12. Most snowbirds that take phone service will probably pay a \$5 per month fee to maintain their phone number when they are down south and some will maintain their internet service for home security purposes.

Total Available Premises	Full Time	Seasonal	
	19,402	13,749	5,653
Take Rate		75%	
	Unit/month	monthly	annual
52.00% 25Mbps	\$49	\$325,760	\$3,909,122
28.00% 100Mbps	\$79	\$282,803	\$3,393,634
20.00% 1000Mbps	\$109	\$278,712	\$3,344,540
Internet Total		\$887,275	\$10,647,296
52.00% phone	\$25	\$166,204	\$1,994,450
52.00% TV	\$46	\$305,816	\$3,669,788
52.00% STB -DVR	\$15	\$99,723	\$1,196,670
Gross Revenue		\$1,459,017	\$17,508,205
7 Backhaul	\$2,400	\$16,800	\$201,600
40 gigs	\$1,000	\$40,000	\$480,000
6,648 phone	\$10	\$66,482	\$797,780
6,648 TV	\$40	\$265,927	\$3,191,120
7 CS Reps	\$2,500	\$17,500	\$210,000
5 tech	\$6,250	\$31,250	\$375,000
4 office staff/bookkeeper	\$4,166	\$16,664	\$199,968
4 management	\$8,333	\$33,332	\$399,984
35.00% Salary overhead	\$34,561	\$34,561	\$414,733
1 Legal	\$1,000	\$1,000	\$12,000
1 rent	\$4,200	\$4,200	\$50,400
1 electricity	\$4,200	\$4,200	\$50,400
1 insurance	\$4,200	\$4,200	\$50,400
1 bond fee	\$15,000	\$15,000	\$180,000
1 Line Maintenance	\$4,200	\$4,200	\$50,400
50000 pole rental	\$1	\$52,083	\$625,000
1 dep. Reserve	\$125,000	\$125,000	\$1,500,000
1 Debt service	\$303,709	\$303,709	\$3,644,508
Gross Expense		\$1,036,108	\$12,433,294
Net		\$422,909	\$5,074,911
Cost per sub without debt service		\$57	
Cost per sub with det service		\$81	
Gross Average Revenue per sub		\$114	

August 11, 2015

WiredWest

According to the 2010 census there are 20,561 premises in the 32 towns, 1,159 of these were vacant leaving 19,402 potential subscribers. There are 5,653 seasonal residents that fall into 1 of 3 categories. Snowbirds that are here for 6 months, people who live in nearby metro areas and come up every weekend, and those that have a vacation unit and come up for a week to a month. The majority fall into the first two categories so assume on average that the seasonal residents will take service 7 months out of 12. Most snowbirds that take phone service will probably pay a \$5 per month fee to maintain their phone number when they are down south and some will maintain their internet service for home security purposes..

Total Available Premises	Full Time	Seasonal	
	19,402	13,749	5,653
Take Rate		50%	
	Unit/month	monthly	annual
52.00% 25Mbps		\$49	\$217,173
28.00% 100Mbps		\$79	\$188,535
20.00% 1000Mbps		\$109	\$185,808
Internet Total			\$591,516
52.00% phone		\$25	\$110,803
52.00% TV		\$46	\$203,877
52.00% STB -DVR		\$15	\$66,482
Gross Revenue			\$972,678
		\$11,672,137	
7 Backhaul	\$2,400	\$16,800	\$201,600
40 gigs	\$1,000	\$40,000	\$480,000
4,432 phone	\$10	\$44,321	\$531,853
4,432 TV	\$40	\$177,284	\$2,127,414
5 CS Reps	\$2,500	\$12,500	\$150,000
4 tech	\$6,250	\$25,000	\$300,000
3 office staff/bookkeeper	\$4,166	\$12,498	\$149,976
4 management	\$8,333	\$33,332	\$399,984
35.00% Salary overhead	\$29,166	\$29,166	\$349,986
1 Legal	\$1,000	\$1,000	\$12,000
1 rent	\$4,200	\$4,200	\$50,400
1 electricity	\$4,200	\$4,200	\$50,400
1 insurance	\$4,200	\$4,200	\$50,400
1 bond fee	\$15,000	\$15,000	\$180,000
1 Line Maintenance	\$4,200	\$4,200	\$50,400
50000 pole rental	\$1	\$52,083	\$625,000
1 dep. Reserve	\$125,000	\$125,000	\$1,500,000
1 Debt service	\$303,709	\$303,709	\$3,644,508
Gross Expense		\$904,493	\$10,853,921
Net		\$68,185	\$818,216
Cost per sub without debt service		\$70	
Cost per sub with det service		\$106	
Gross Average Revenue per sub		\$114	

August 11, 2015

75% take rate 20,000 potential subscribers	Unit/month	15,000 subscribers monthly	15,000 subscribers annual
52.00% 25Mbps	\$49	\$382,200	\$4,586,400
28.00% 100Mbps	\$79	\$331,800	\$3,981,600
20.00% 1000Mbps	\$109	\$327,000	\$3,924,000
Internet Total		\$1,041,000	\$12,492,000
52.00% phone	\$25	\$195,000	\$2,340,000
52.00% TV	\$46	\$358,800	\$4,305,600
52.00% STB -DVR	\$15	\$117,000	\$1,404,000
Gross Revenue		\$1,711,800	\$20,541,600
7 Backhaul	\$2,400	\$16,800	\$201,600
40 gigs	\$1,000	\$40,000	\$480,000
7,800 phone	\$10	\$78,000	\$936,000
7,800 TV	\$40	\$312,000	\$3,744,000
7 CS Reps	\$2,500	\$17,500	\$210,000
5 tech	\$6,250	\$31,250	\$375,000
4 office staff/bookkeeper	\$4,166	\$16,664	\$199,968
4 management	\$8,333	\$33,332	\$399,984
35.00% Salary overhead	\$7,437	\$7,437	\$89,246
1 Legal	\$1,000	\$1,000	\$12,000
1 rent	\$4,200	\$4,200	\$50,400
1 electricity	\$4,200	\$4,200	\$50,400
1 insurance	\$4,200	\$4,200	\$50,400
1 bond fee	\$15,000	\$15,000	\$180,000
1 Line Maintenance	\$4,200	\$4,200	\$50,400
50000 pole rental	\$1	\$52,083	\$625,000
1 dep. Reserve	\$125,000	\$125,000	\$1,500,000
1 Debt service	\$303,709	\$303,709	\$3,644,508
Gross Expense		\$1,066,575	\$12,798,906
Net		\$645,225	\$7,742,694
Cost per sub without debt service		\$51	
Cost per sub with det service		\$71.11	
Gross Average Revenue per sub		\$114.12	

July 30, 2015