

**Uptown Services - Client Fiber Project Outcomes
All Deployed Systems and Study Clients Last 5 Years**

LEGEND:

FS-Feasibility Study / D-Design / I: Implementation

Y-Yes / AF-Additional Funding Needed / N-No

RB-Revenue Bond / GO-General Obligation Bond / GF-General Fund

Municipality	Uptown Tasks			Uptown Guidance on Feasibility			Funding Method			Funding Amount	Current Internet Take Rate	Uptown Forecasted Take Rate Accuracy	Financial Performance or Other Comments
	FS	D	I	Y	AF	N	RB	GO	GF				
Beverly Hills, CA	✓	✓	✓		✓				✓	\$35M	N/A	N/A	Not yet launched
Longmont, CO	✓	✓	✓	✓			✓			\$50M +\$7M ¹	53%	Actual is higher (36%)	Will be cash flow positive in 2019 (Year 5) due to higher capital spending arising from very high take rate.
Wilson, NC	✓	✓	✓	✓			✓ ²			\$35M	36%	N/A ³	We have had revenues in excess of expenditures every year since 2010
Tullahoma, TN	✓		✓	✓				✓		\$17M	37%	Actual is higher (35%)	Delivered over \$500k in net income each of last 2 years
Morristown, TN			✓	N/A				✓		\$26M	40%	N/A	Cash flow positive in year 2. Cumulative retained earnings positive in year 10 as projected
Glenwood Springs, CO	✓	✓		✓			Undecided			\$12M	N/A	N/A	Completing system design and then will make final go/no go decision
Decorah, IA	✓					✓	N/A			N/A	N/A	N/A	Small market scale limitations. No pro forma scenarios have net payback < 20 years

¹ Issued a second bond to fund nearly 50% higher take rate and design change to front lot versus back lot access

² Funded via certificates of participation

³ Uptown did not complete phone survey. Wilson had previously completed a mail survey prior to engaging Uptown.

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Poudre Valley, CO	✓	✓				✓	N/A			N/A	N/A	N/A	High capex due to low density. No pro forma scenarios have net payback < 20 years. Recommended SCADA fiber backbone for electric utility purposes.
Superior, CO	✓					✓	N/A			N/A	N/A	N/A	Small market scale limitations. No pro forma scenarios have net payback < 20 years
Mountain Parks, CO	✓			✓			N/A			N/A	N/A	N/A	Proceeding with middle mile fiber deployment but not last mile
Fort Collins, CO	✓			✓				✓ ⁴		\$142M	N/A	N/A	Proceeding and expected to launch in 2019.
Hillsboro, CO	✓		✓	✓			Undecided			\$78M	N/A	N/A	Exploring options for funding including annual General Fund contributions
Cleveland, TN	✓					✓	N/A			N/A	N/A	N/A	Insufficient working capital funds (\$1M versus \$5M required). Recommended middle mile as initial step instead.

⁴ Referendum language leaves open the type of long terms debt and whether it is backed by city revenues or taxes.