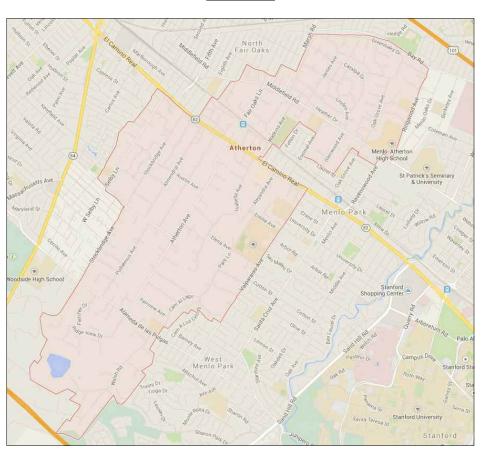
## ATHERTON OPEN ACCESS DARK FIBER RESIDENTIAL FIBER-OPTIC NETWORK

### **OUTSIDE PLANT SYMBOLS**

PROPOSED ROUTE

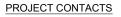
CITY BOUNDARY -----

### VICINITY MAP



### DRAWING INDEX

- GENERAL NOTES, SYMBOLS,
- 2. PROPOSED ROUTE MAP
- PROPOSED ROUTE MAP
- 4. PROPOSED ROUTE MAP
- PROPOSED ROUTE MAP



ATHERTON FIBER LLC: ROBERT HAYES, CEO 888-963-9230

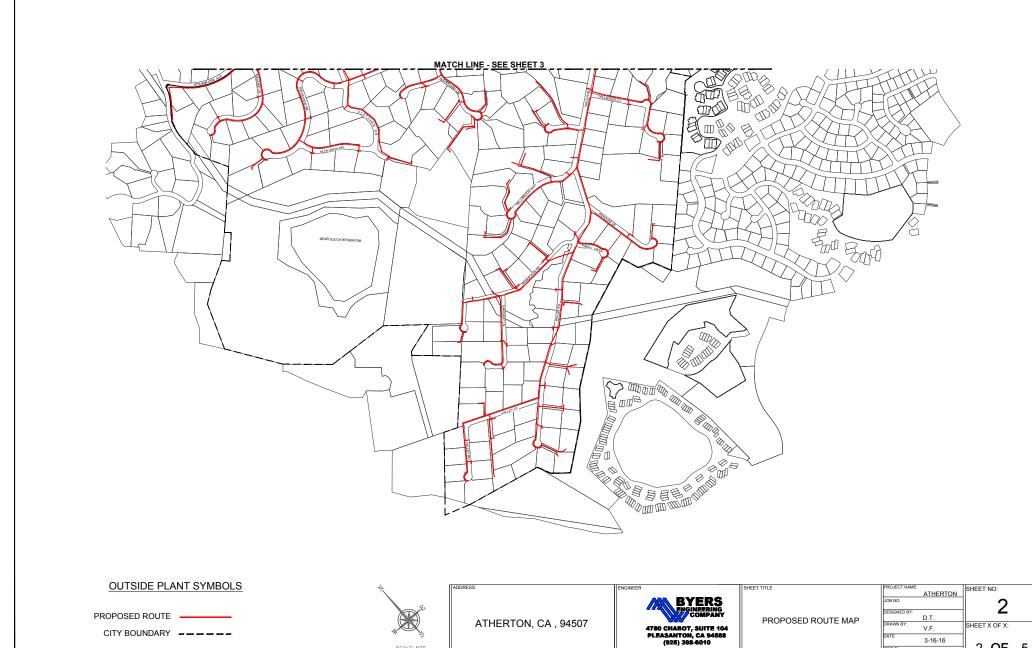
BYERS ENGINEERING: JOANNE CIAFARDINI 925-398-6023

ATHERTON, CA, 94507



COVER SHEET, SYMBOLS, INDEX

	PROJECT NAME:	ATHERTON	SHEET NO:		
	JOB NO.		1		
(	DESIGNED BY:	D.T.	∥ '		
`	DRAWN BY:	V.F.	SHEET X OF X:		
	DATE:	3-16-16	4 05 5		
	SCALE:	NONE	1 <b>OF</b> 5		



SCALE: NTS

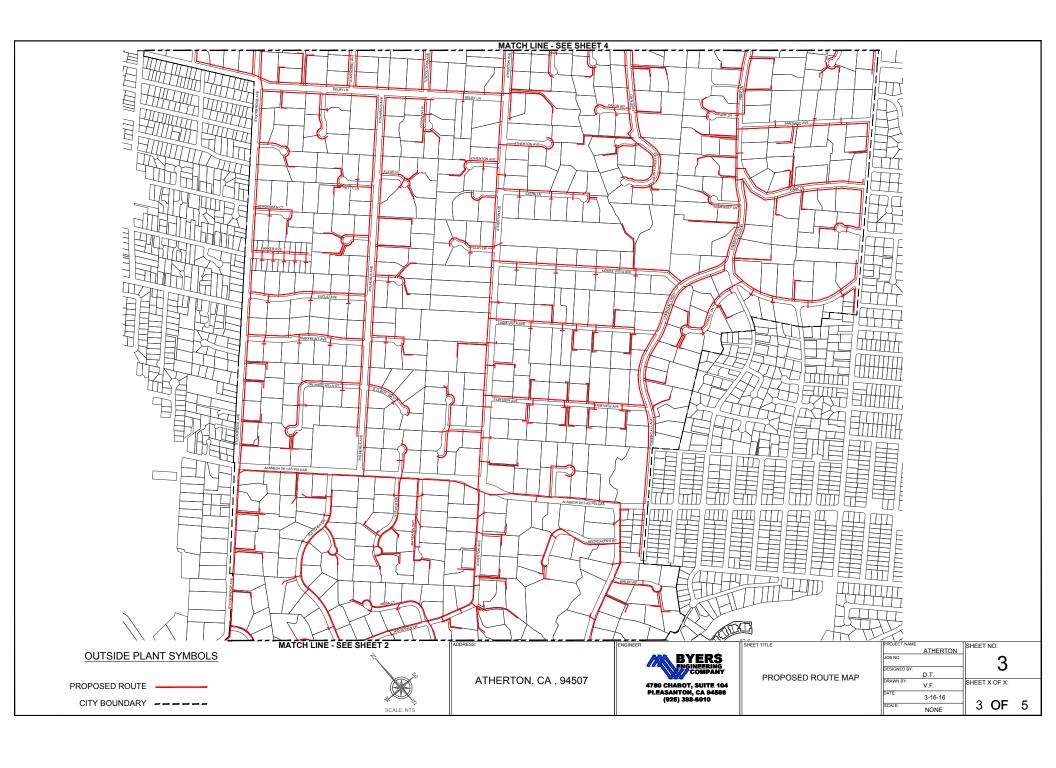
CITY BOUNDARY ----

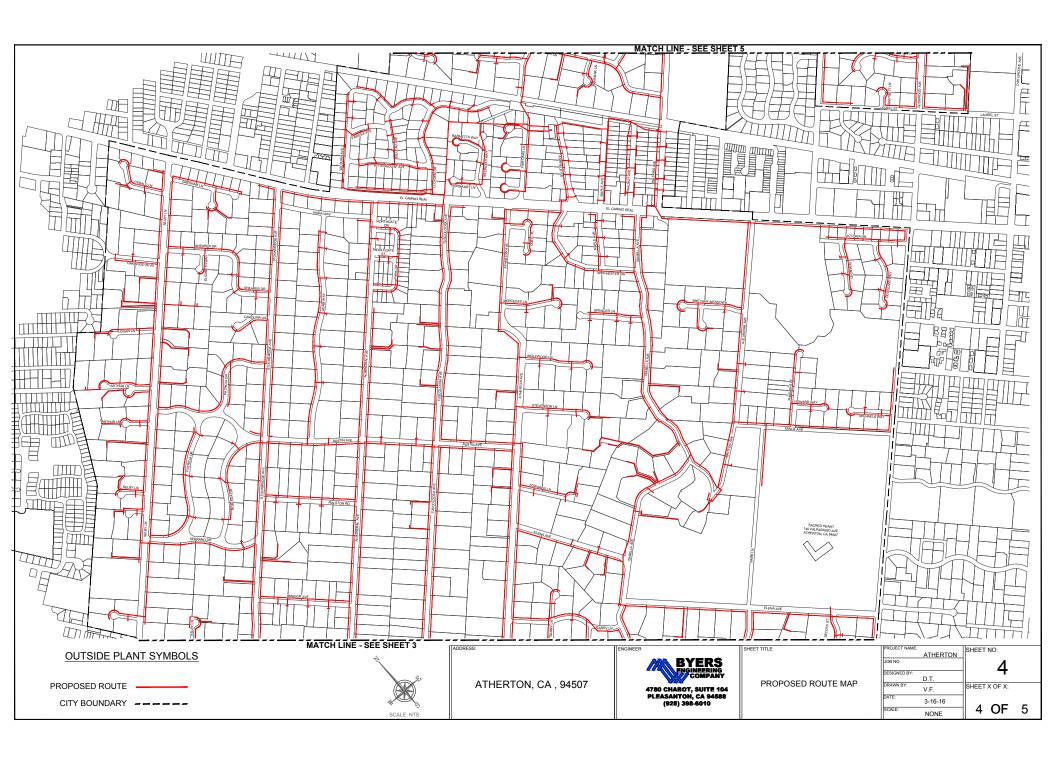
V.F.

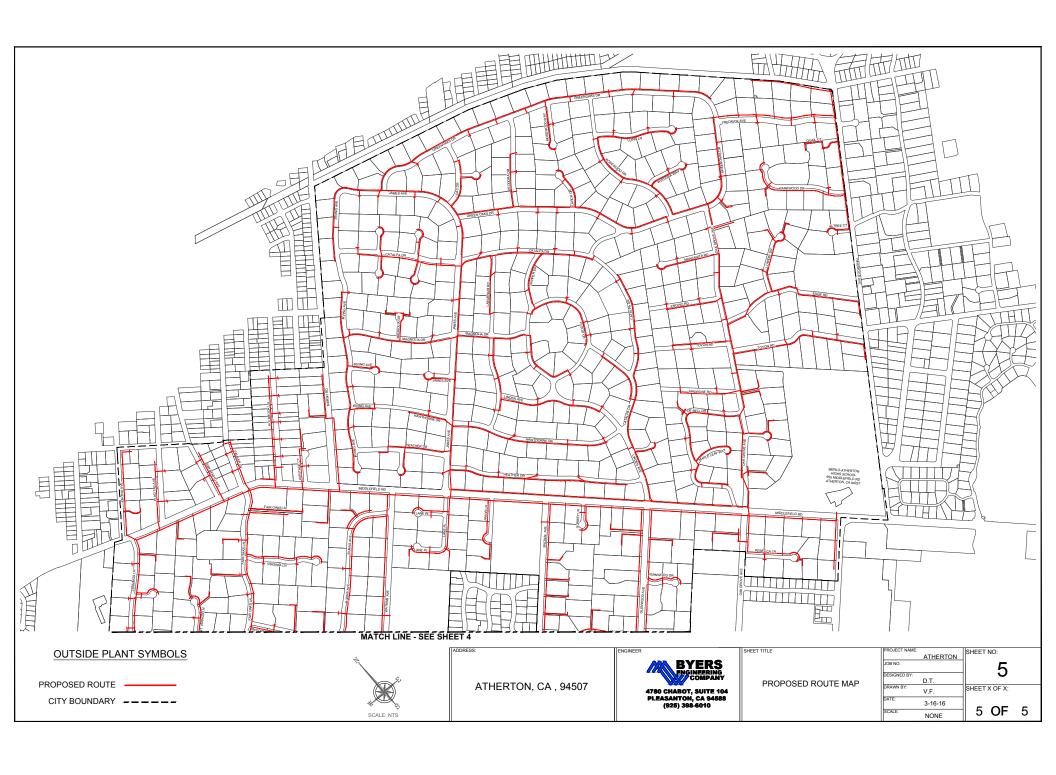
3-16-16

NONE

2 **OF** 5







### **EXHIBIT D**

### Financial Model for a Fiber Distribution Nework for the Town of Atherton

### **ASSUMPTIONS**

Miles of road 50 Households 2500 Area (sq.mi) 5.017

Household density 498 Households/sq.mi

Installation charge \$300
Average monthly revenue per customer \$40
Cost to Pass per Household \$1,100

Incremental cost to connect a household \$900 doesn't include cost on ONT

Capital cost contingency 10%

Fiber backhaul \$5,000 per month

Data \$2,600 per month for 10 Gbps

Lease for land for PoP \$2,000 per month
Utilities \$1,500 per month
Maintenance \$10,000 per month
Administration \$9,000 per month
Depreciation rate 10% per year
Tax rate 35% per year

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A1606014

Year	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
ISP sign-up percentage	0%	50%	60%	70%	70%	70%	70%	70%	70%	70%
2-fiber IRU sign-up percentage	10%	8%	4%	0%	0%	0%	0%	0%	0%	0%
4-fiber IRU sign-up percentage	1%	1%	1%	0%	0%	0%	0%	0%	0%	0%
Charge for IRU for 2 fibers	\$7,500	\$7,500	\$9,000							
Charge for IRU for 4 fibers	\$10,000	\$10,000	\$12,000							
REVENUE										
Houses Passed by end of year	1000	2500	2500	2500	2500	2500	2500	2500	2500	2500
Newly connected during the year	0	1250	250	250	0	0	0	0	0	0
Total connected at the end of the yea	0	1250	1500	1750	1750	1750	1750	1750	1750	1750
Average paying subs during year	0	937.5	1375	1625	1750	1750	1750	1750	1750	1750
Average Take Rate	0	0.375	0.55	0.65	0.7	0.7	0.7	0.7	0.7	0.7
Revenue from ISPs	0	\$450,000	\$660,000	\$780,000	\$840,000	\$840,000	\$840,000	\$840,000	\$840,000	\$840,000
Revenue from 2-fiber IRUs	\$1,875,000	\$1,500,000	\$900,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Revenue from 4-fiber IRUs	\$250,000	\$250,000	\$300,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Total Revenue	\$2,125,000	\$2,200,000	\$1,860,000	\$780,000	\$840,000	\$840,000	\$840,000	\$840,000	\$840,000	\$840,000
EXPENDITURES										
<u>Capital Expenditures</u>										
Cost to pass all Households	\$2,750,000									
Cost to connect Households		\$1,125,000	\$225,000	\$225,000	\$0	\$0	\$0	\$0	\$0	\$0
Contingency	\$275,000	\$112,500	\$22,500	\$22,500	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL CAPITAL EXPENDITURE (incl 1	\$3,025,000	\$1,237,500	\$247,500	\$247,500	\$0	\$0	\$0	\$0	\$0	\$0
Operating expenses (incl 15% contingenc	y)									
Fiber backhaul to Data Centers	(\$60,000)	(\$60,000)	(\$60,000)	(\$60,000)	(\$60,000)	(\$60,000)	(\$60,000)	(\$60,000)	(\$60,000)	(\$60,000)
Internet data connection (10 GB)	(\$62,400)	(\$62,400)	(\$62,400)	(\$62,400)	(\$62,400)	(\$62,400)	(\$62,400)	(\$62,400)	(\$62,400)	(\$62,400)
Lease	(\$24,000)	(\$24,000)	(\$24,000)	(\$24,000)	(\$24,000)	(\$24,000)	(\$24,000)	(\$24,000)	(\$24,000)	(\$24,000)
Utilities	(\$18,000)	(\$18,000)	(\$18,000)	(\$18,000)	(\$18,000)	(\$18,000)	(\$18,000)	(\$18,000)	(\$18,000)	(\$18,000)
Maintenance	(\$120,000)	(\$120,000)	(\$120,000)	(\$120,000)	(\$120,000)	(\$120,000)	(\$120,000)	(\$120,000)	(\$120,000)	(\$120,000)
Administration	(\$108,000)	(\$108,000)	(\$108,000)	(\$108,000)	(\$108,000)	(\$108,000)	(\$108,000)	(\$108,000)	(\$108,000)	(\$108,000)
Contingency (15%)	(\$58,860)	(\$58,860)	(\$58,860)	(\$58,860)	(\$58,860)	(\$58,860)	(\$58,860)	(\$58,860)	(\$58,860)	(\$58,860)
Total Operating Expense	(\$451,260)	(\$451,260)	(\$451,260)	(\$451,260)	(\$451,260)	(\$451,260)	(\$451,260)	(\$451,260)	(\$451,260)	(\$451,260)
EBITDA	\$1,673,740	\$1,748,740	\$1,408,740	\$328,740	\$388,740	\$388,740	\$388,740	\$388,740	\$388,740	\$388,740
Depreciation	(\$302,500)	(\$426,250)	(\$451,000)	(\$475,750)	(\$475,750)	(\$475,750)	(\$475,750)	(\$1,674,750)	\$0	\$0
Tax	(\$479,934)	(\$462,872)	(\$335,209)	\$0	\$0	\$0	\$0	\$0	(\$136,059)	(\$136,059)
Net Profit	\$891,306	\$859,619	\$622,531	(\$147,010)	(\$87,010)	(\$87,010)	(\$87,010)	(\$1,286,010)	\$252,681	\$252,681
Starting Cash	\$2,000,000	\$168,806	\$217,175	\$1,043,206	\$1,124,446	\$1,513,186	\$1,901,926	\$2,290,666	\$2,679,406	\$2,932,087
Capital Expenditure	(\$3,025,000)	(\$1,237,500)	(\$247,500)	(\$247,500)	\$0	\$0	\$0	\$0	\$0	\$0
EBITDA	\$1,673,740	\$1,748,740	\$1,408,740	\$328,740	\$388,740	\$388,740	\$388,740	\$388,740	\$388,740	\$388,740
Tax	(\$479,934)	(\$462,872)	(\$335,209)	\$0	\$0	\$0	\$0	\$0	(\$136,059)	(\$136,059)
Cash Flow	\$168,806	\$48,369	\$826,031	\$81,240	\$388,740	\$388,740	\$388,740	\$388,740	\$252,681	\$252,681
Ending Cash	\$168,806	\$217,175	\$1,043,206	\$1,124,446	\$1,513,186	\$1,901,926	\$2,290,666	\$2,679,406	\$2,932,087	\$3,184,768

\$2,000,000.00 0.10500008

9.07%

NPV

ROI

### **Customer Estimates**

Year	2016	2017	2018	2019	2020	2021
ISP sign-up percentage	0%	50%	60%	70%	70%	70%
2-fiber IRU sign-up percentage	10%	8%	4%	0%	0%	0%
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Average paying subs during year	0	937.5	1375	1625	1750	1750
Average Take Rate	0	0.375	0.55	0.65	0.7	0.7

# EXHIBIT A MEMBERS, INITIAL CAPITAL CONTRIBUTIONS, UNITS AND PERCENTAGE INTERESTS

Name of Members	Cash Contribution(s)	Gross Asset Value of Initial Contributed Property	Less Debt Assumed or Taken Subject to by Company	Current Capital Account Balance	Number of Units	Percentage Interest
Skymoon Ventures Management Company LLC	\$511,000	\$0	\$0	\$511,000	900,000	90%
Robert Hayes*	\$0	\$0	\$0	\$0	100,000	10%

<sup>\*</sup> Individual has acquired Restricted Units pursuant to the Plan.

N534 2 DDA ACCO	OUNT STATUS INQUIRY 116/02/03 18.44.54
ACPR CO 10048 OP	MS ACTION SUCCESSFUL
ACTION INQ COID 10048	ACCT COND MEMO CR TDY
PROD CODE DDA ACCT 9416614296	SHORT NAME ATHERTON FIBER LLC
SUB PROD 8B COST CENTER 95837 OF	FFICER OFF00 STATUS 99 ACTIVE
	BRANCH 80859 OD/NSF BK-LINK
SVC TYPE CODE 25 ARP CODE 0	OPENED 116/01/25 100.00
	RE-OPENED DRMT
STMT CYCLE CODE EM MAIL CODE 00	CTD INT EARN 116/02/03 .00073764
OD PROC LMT .00	CTD AVERAGE COLL BAL 100.00
	PREV CYC AVG COLL BAL 100.00
MEMO CR + 400,000.00	CLOSED .00
MEMO DR00	LAST STMT 116/01/31 100.00
RESTRAINTS00	LAST DEPOSIT 116/01/25 100.00
AVAILABLE BAL 400,100.00	LAST WITHDRL .00
	>HARD HOLDS 0 PLEDGES 0 STOP PAYS 0
·	DATE OVERDRWN OBP CODE 66
	CTD ITEMS NSF 0 CTD TIMES OD 0
SVC FEE00	ORIG AOP ACCT: 1894671567
WH00	YTD INTEREST PAID .00
FLOAT + .00	YTD FEDERAL WITHHOLDING .00
•	CREDIT LINE-1
FUNDS MAY BE AVAILABLE VIA DRIVER	
PF: 2-XD\$0 4-DDMU 6-INQ 9-NXT 10-OFFR	OTHER PF: 7-AOP ORIG ACCT

Mehran, Farahani Comerica Bank Palo Alto Banking Center Hanager



Mehran Farahani Banking Center Manager Vice President

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NMLS ID • #520895

### COMERICA BANK

MC 4359, PO BOX 2249, SAN JOSE, CA 95109-2249 250 LYTTON AVENUE, PALO ALTO, CA 94301

### **Exhibit G- Managerial and Technical Competence**



### Mike Farmwald – CEO of Atherton Fiber

Mike holds a doctorate in Computer Science from Stanford University where he was a Hertz Foundation Fellow. He co-founded Rambus in 1991, and a co-founded a number of other companies including Matrix Semiconductor, Dash Navigation, FTL and Chromatic Research. For about 10 years, Mike was a Venture Partner at Benchmark Capital.

### Robert Hayes - Chief Operating Officer of Atherton Fiber

Robert has senior management experience in a variety of fields, including wireless access networks, monitoring and control systems, pattern recognition, medical devices, and remote telemetry. He was most recently president and CEO of Purfresh, a company specializing in atmospheric control and monitoring of refrigerated containers. Prior to that he served as President of Veraloft, an internet service provides specializing in city-wide wireless deployments.

### The Fibersmith Company

FiberSmith is a fiber engineering company excelling in Inside and Outside Plant design, evaluation, mapping (including GIS), construction, implementation and testing. We handle Private, Public, and Public-Private Partnership projects. FiberSmith is familiar with most facets of regulatory procedures including Environmental Assessments and State Historical Agency reports, government grants, and loan applications.

### **Byers Engineering Company**

Byers Engineering Company was founded in 1971 to be an effective technical services firm in the telecommunications and utility industries. The company's first client was New York Telephone Company (now Verizon), which remains a client today. This longevity is evidence of Byers' long-term business commitment to providing clients with high-quality, high-value products and services that exceed their expectations. A customer-focused approach has been a constant at Byers -- just as the president and core management group have been.

Headquartered in Atlanta, Byers has 1,000 employees including PMs, PEs, OSP and ISP Design Engineers, RCDDs, SW Developers, GIS Techs, Permitting and ROW specialists, Inspectors, and CAD Operators supporting both wireline and wireless providers. We are proud to count such companies as Atlanta Gas Light, AT&T, ATMC, Centurylink, Entergy, Hardy Telephone, Level (3), Progress Energy, Verizon, and Zayo among our client list.