



Aerial Crossing

### TAKE RATE INFORMATION



RESIDENTIAL



BUSINESS

#### Project Milestones

- 0-32%: Planned Ramp-Up During Construction
- 32%: Business Plan Break Even After Full Buildout
- 42%: Expected Take Rate After Full Buildout
- 42-53%: Projections Exceeded

Take Rate is the percentage of potential residents or businesses that actually subscribe for Pulse service. To learn more about Pulse's Take Rate visit: [www.LovelandPulse.com/TakeRate](http://www.LovelandPulse.com/TakeRate)

### FIBER TO THE PREMISE HEALTH GAUGE



SCHEDULE



BUDGET

Notes:  
 Schedule: Eighty one weather days since November 2019 have impacted production rates but remain within seasonal expectations.  
 Budget: Costs to date higher than anticipated as final design quantities were finalized, but are expected to stay within current budget.

### TYPICAL SERVICE AREA SCHEDULE

- From the time that network construction begins in a neighborhood, we are typically able to begin providing service within six to nine months.

### MILESTONES COMPLETED SINCE LAST REPORT

- Number of completed areas with boring complete: 101
- Number of areas with fiber installation complete: 88

### MILESTONES IN PROGRESS

- A controlled release of Pulse services.
- Construction in the Big Thompson Canyon for the CCSG program
- Pulse network construction in the Downtown area.

### MILESTONES NEXT STEPS

- Opening of new areas for customer sign-ups.

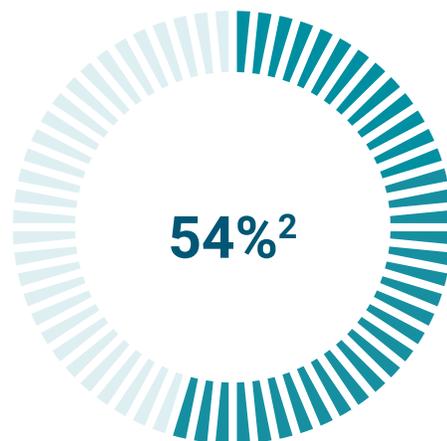
### LOST TIME SAFETY INCIDENTS TO DATE: 1



## Network Construction Progress

**Total Bore Length:**  
2,505,355'<sup>3</sup>

**Completed Bore Length:**  
1,485,987'



## Total Construction Budget

**Budget:**  
\$75,941,664<sup>4</sup>

**Expenditure to Date:**  
\$43,150,295

\*Reported from: November 25, 2019 – November 30, 2021

<sup>1</sup> Construction progress includes active network, and Hut installation in addition to overall bored length

<sup>2</sup> Invoicing follows completed work

<sup>3</sup> Total boring updated based on final design estimate

<sup>4</sup> Budget total updated/corrected



Boring Along Sidewalk



Festival of Lights



Aerial Fiber Installation