



October 14, 2024

Mr. Adam Teitzman, Clerk  
Florida Public Service Commission  
2540 Shumard Oak Blvd.  
Tallahassee, FL 32399-0850

**REDACTED**

RECEIVED-FPSC  
2024 OCT 24 PM 1:31  
COMMISSION  
CLERK

**RE: Docket No. 20240132-TX– Application of Prime Fiber, LLC – CONFIDENTIAL FINANCIALS**

Dear Mr. Teitzman,

Enclosed please find 2 redacted copies of Prime Fiber, LLC’s (“Company”) financial information requested by Staff in support of the Company’s CLEC application filed on August 24, 2024. Also attached is one copy marked CONFIDENTIAL that is enclosed in a marked envelope.

If you have any questions regarding this filing, please contact me at (407) 794-3488 or regulatory@csilongwood.com.

Respectfully submitted,

Mark Lammert  
Attorney-in-Fact  
Prime Fiber, LLC

- COM \_\_\_\_\_
- AFD \_\_\_\_\_
- APA \_\_\_\_\_
- ECO \_\_\_\_\_
- ENG \_\_\_\_\_
- GCL \_\_\_\_\_
- IDM \_\_\_\_\_
- CLK \_\_\_\_\_

*1 redacted copy*

Strictly Private and Confidential

## FINANCIAL FORECAST MODEL

#VALUE!

Year Ending December 31,

(\$ USD, unless otherwise noted)

2024E

2025E

2026E

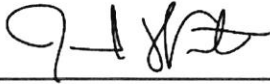
2027E

### FINANCIAL SUMMARY

	2024E	2025E	2026E	2027E
<b>Revenue</b>				
FTTH Revenue	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
FTTH Wholesale Installation Revenue	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
Less: Discounts	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
<b>Net Revenue</b>	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
<b>COGS</b>				
Backhaul	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
Network Maintenance - Vendory Support	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
Network Maintenance - Fiber Fix	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
NOC (iGlass)	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
ISP incl. Data Center	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
<b>COGS</b>	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
<b>Gross Margin</b>	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
<i>Gross Margin (%)</i>	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
<b>OPEX</b>				
Compensation & Benefits	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
Bonus	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
Sales	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
Marketing	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
Call Center	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
OSS / BSS	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
Other Software (scheduling)	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
FTTH customer billing	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
InLight Management fee	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
Property tax	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
Other Opex (excl. D&A)	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
<b>Total Opex</b>	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
<i>Opex % of Revenue</i>	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
<b>EBITDA</b>	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-
<i>EBITDA Margin (%)</i>	-REDACTED-	-REDACTED-	-REDACTED-	-REDACTED-

## VERIFICATION STATEMENT

I, Jarrod Watson, Vice President, on behalf of Prime Fiber, LLC, affirm that the attached financial statements were compiled based on the information we have and used internally for operations.



Jarrod Watson (Apr 24, 2024 13:24 PDT)

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Jarrod Watson, CFO