

4. Voted for Bret Naber as new Chairperson
5. Voted for Rod Esch as Deputy Chairperson
6. Presentation by Vantage point on Operations/Financial information
7. Lori / Christy
 - a. Slide deck Information
 - b. Data Network Requirements
 - i. ARIN – American Registration Internet Numbering
 - ii. Service needs
 - iii. Deployment / web hosting/ email, DNS, DHCP
 - iv. Make sure your system is in a safe location
 - v. Have monitoring systems in place
 - vi. Cybersecurity –
 - c. Connectivity to outside world
 - i. Links to Tier One provider – ATT/CenturyLink/etc.
 - ii. Redundant connections
 - d. Staffing Considerations
 - i. Accounting
 - ii. Sales & Marketing
 - iii. Engineering and Network Planning – Call Center/Service Center/ Client support
 - iv. Management
 - v. Technicians
 - vi. Question – NOC – should that be off site or part of in house support
 - vii. Question about looking at 3rd party in the financials? No just associated to in-house support
 - e. Regulatory and Legal Obligations
 - i. End User agreement
 - ii. Acceptable Use Policies / copyright – be able to respond to complaints or notice of violations
 - iii. Service Contracts – all vendors, staff, clients
 - iv. Reporting
 1. FCC 477 filing – semi-annual report to FCC about where the network is and number of clients
 - v. CLEA – communication assistance for Law Enforcement act – subpoena request for information – post and future
 - vi. Restoring Internet Freedom Requirements
 1. Public Disclosures -
 - f. Voice & Video Services
 - i. Voice – Host or partner
 - ii. E911 regulations
 - iii. Video – Lost leader – Most likely will be something that will not be a money generator
 1. Little negotiation power by provider
 2. Content costs can go up at any rate
 3. Can offer over the top TV by another provider

- g. Feasibility Study – City of Greeley as ISP
 - i. Capital Expenditure Overview
 - 1. VPS completed 10 yr financial feasibility study for the City of Greeley
 - a. Utilized the estimates from NEOConnect Study
 - b. Unable to reconcile NEOConnects costs
 - 2. 32% Penetration Rate – Uptown Services Market Study
 - 3. Total CapEx = \$120M – 5 year build
 - 4. Assume project is 100% finance to fund the capital expenditures
 - ii. Financial Plan Review
- h. Review of expenditure sheet
 - i. Estimate fiber network for 30 years
 - ii. Costs of drops
 - iii. Based on take rate will increase electronic costs
 - iv. 120M estimated costs
 - v. \$9398 per subscriber
 - vi. Question on how this relates to P3 option – Costs would be lower per subscriber and be negotiated by the city with the partner
 - vii. Question – costs go down with up take rate – yes, but construction costs go up and do operations
- i. Plan does not look feasible to as is
 - i. Need to look at business side
 - ii. Need to look at MDU
 - iii. Need to look at other offers like phone/video to increase revenue
- j. Question on Finance package – assumption that the number are for a quality build out and provide a quality service.
Yes
- k. Discussion on what competitors might do
 - i. Aggressive with packages and longer terms
- l. Discussion about costs with reliability – and value of local support/no cost change for product
- m. Take rate discussion – Fort Collins 27% take rate
- n. Customer satisfaction – for Comcast low 40%
- o. Possible take rate could be higher than estimated. City should be looking for 40% take rate if they are going to do just internet
- p. What other options are available for revenue streams – voice would be a good idea to review for potential
- q. Question on where to go to get the maximum take rates – look for areas that would be excited to take a new provider – design your build around those areas.
- r. Discussion on Fiber hood model and crowd sourcing by neighbors
- s. Allo – looks at building the city all at one time based on their demand
- t. Discussion – on public perception and diversity within Greeley – Advice to be public and transparent about build plan
- u. Uptown survey 15% that were not taking the service – not in specific areas, more scattered in town
- v. Electronics at home – wireless and modem rental is another revenue stream
- w. Fort Collins – rates seem to be a lot more optimistic – why? Electric utility helped with reducing funds

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- x. Question on number staffing – Vantage thought they might be high. Committee thinks they are lite on the number they have
- y. Can the City provide the perception that they can provide high custom service
- z. Thoughts about take a poll with committee about how the feasibility – Statement that there is no way the city can finance this plan.
- aa. Lori – is developing rubric on decision on models will present at the next meeting
- bb. What is the price that would make the model work?
- cc. Discussion on what services are available today. Business models
- dd. Ran \$100 – net neutral by 10yrs
- ee. Statement – request about data on the city. Demographics – what is in the City currently?
- ff. Lifeline – gov subsidy for broadband for low income
- gg. Discussion on what level of service is needed? – Do Greeley residences need 1 gig service
- hh. Build network for the future to handle increased needs, but may not need this for quite a while.
- ii. Wireless looks feasible, but cost is high.

8. Next Meeting

- a. Hilltop

9. Meeting Adjourn – Bret , Chair