



Broadband Task Force Minutes

Task Force Meeting

8/22 - Thursday 4:00pm – 5:30pm

Convener: Victoria Runkle - Chairperson

Recorder: Brian Sullivan – City Staff

Present: Victoria Runkle

Bianca Fisher

Trent Howell

Lavonna Longwell

Bret Naber

Excused: Amy Dugan

Rod Esch

Matt Estrin

Michelle Kempema

Jason Ogren

Brian Siefried

Guests: Brent Nation, Utility Manager, City of Fort Morgan

Sherrie Peif , Complete Colorado – Press

Blithe Davis, Citizen – City Council Candidate

Agenda:

- **Welcome**
- **Review of project timeline - Brian**
- **Presentation by Jeff Wells – Fort Morgan and Allo**
- **Discussion/Questions on P3**
- **Next Meeting – Fort Collins**

Minutes:

1. **Meeting called to order by Chair**
2. **Welcome and introductions of attendees**
3. **Project timeline review by Brian Sullivan**
 - a. Understanding of important dates and decision timelines for the committee discussed
 - b. Re-statement of committee's goal to provide recommendations for Council by February 2020

- c. Decision by committee to invite Allo to present to committee
- d. Notice that Comcast will be attending in December

4. Guest Presentation

- a. Brent Nation, Utility Manager for the City of Fort Morgan presented their municipal broadband experience
- b. Fort Morgan - pop 12,000
- c. Started fiber placement in 2003 with Bean Pole Project along rail road
 - i. Tied to Local, school and county
 - ii. Worked into Electric Utility
 - iii. Ran significant dark fiber
- d. Voted out of SB-152 in 2009, same year as Longmont
- e. Have franchise agreement with Charter for cable services
- f. Ran 3 feasibility studies
- g. Citizens were unhappy with Charter's services and price
- h. 2016 Hired consultants that did the Bean Pole Project
 - i. Supported a middle mile development - 1 year time frame
 - ii. Control & operational questions between City Council
 - iii. How to run a technology utility with existing utility staff?
- i. Looked to a P3 option - Posted RFI - had 7 responses
- j. Backbone was in the ground from 2016 project
 - i. Allo provided the best solution
 - ii. First meeting 7/2017
 - iii. Agreement on 12/2017
 - iv. Design development in 12/2017
 - v. April 2018 contracts with construction company
 - vi. Construction started in June/2018
 - vii. July 2018 - First testing customers
 - viii. July 2018 - 7 GPONS (Gigabyte Passive Optical Network) in town - hub connections to customers
 - ix. Finished by Nov/2018 - 5000 customers
- k. Network
 - i. City owns the network and leases to Allo - 20yrs with additional 10yr options
 - ii. Allo runs the service and markets it under Allo
 - iii. 30%ish take rate
 - iv. \$90 1 gig
 - v. \$25 phone
 - vi. \$60 - 300 mg symmetrical offering - most popular
 - vii. Allo will do market analysis for TV consumption at the end of 2019
 - viii. 6000 electric customers, fiber passed 5280 customers
 - ix. Fort Morgan owns up to the MST (Multiport Service Terminal) - home connection
 - x. Allo responsible for customer drop and hardware in the home/business
 - xi. Cost of \$5 million for the City to do the build out
- l. Allo
 - i. SLA agreements with Allo
 - ii. Franchise agreement
 - iii. Buy out language for connection equipment with in contract
- m. Finance
 - i. Expected loss as ISP for first 3-5 years
 - ii. No debt – covered by electric utility funding - 5.5 million
- n. Support
 - i. 40 employees to cover ISP - Allo/Fort Morgan
- o. Lesson Learned
 - i. Shouldn't have invested in backbone - lots of fiber in the ground that is unused
 - ii. Deploy all at once
 - iii. Wait for design to be done before construction begins

- iv. Aerial issues
- v. Electric system improvements ahead of fiber deployment

5. Discussion/Questions from Committee

- a. Number of light poles/electric poles does the City of Greeley have?
 - i. Brian will provide numbers as they are available from utility companies
- b. Do we have lashing agreements with Xcel/PVREA?
 - i. There is not an overarching lashing agreement with the utility providers currently, but that can be negotiated.
- c. What are Low-income options from providers?
 - i. Yes, based on government aid provided to the citizen. They can apply for different discounted broadband packages, based on the provider.
- d. What model would Allo present to the City of Greeley?
 - i. Would be a negotiated model with Allo

6. Next Meeting

- a. Discussion on City of Fort Collins coming to present on their current point in municipal broadband

7. Meeting Adjourn – Victoria Runkle, Chair