Presentation Outline

• Summary of Internet Service Provider Selection
• Stakeholder Outreach Results
• Project Prioritization and Plan
• Business Model
• Next Steps
Summary of Internet Service Provider Selection

• Letters of Interest sent November 2022
  ✓ Connexion – Fort Collins
  ✓ Pulse – Loveland

• Responses Received January 2023

• Evaluated by Town Staff
  ✓ 7 Evaluation Criteria
  ✓ Beneficial business model/ROI, customer service, community engagement
  ✓ Unanimous Choice - Pulse
Summary of Internet Service Provider Selection

• Evaluation Criteria

✓ Does the ISP offer future proofing technology?
✓ Does the ISP provide a sustainable revenue source and business plan for the Town?
✓ Does the ISP provide great customer service? Does the ISP have a good Net Promoter Score?
✓ Is the ISP operationally sound?
✓ Has the ISP clearly delineated their dedication to serving Timnath?
✓ Does the ISP have working knowledge of grant funding programs?
✓ Are the ISP’s offerings industry standard (internet, TV, phone)?
Stakeholder Outreach Results

• March 2023 Survey of Residents. We asked:

- Service Provider?
- Location?
- Service Levels (speed)?
- Current Subscription Cost?
- What do you use it for?
- Willingness to pay $80/mo for 1 Gbps symmetrical speed?
- Willingness to accelerate construction?
Stakeholder Outreach Results
Stakeholder Outreach Results

Internet Use

- General internet browsing: 249
- Gaming: 130
- Streaming movies or TV: 237
- Work from home: 220
- Education: 135
- Telehealth services: 120

Categories: General internet browsing, Gaming, Streaming movies or TV, Work from home, Education, Telehealth services
Stakeholder Outreach Results

Willingness to pay $80/mo for Gbps service

- Yes: 208, 79%
- No: 54, 21%

Willingness to pay to accelerate service

- No: 128, 49%
- $5: 56, 21%
- $10: 31, 12%
- $20: 47, 18%

262 Respondents
Stakeholder Outreach Results

Reported Speeds:

<table>
<thead>
<tr>
<th>Speed Level</th>
<th>Count</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greater than 1,000 MBPS</td>
<td>32</td>
<td>12.2%</td>
</tr>
<tr>
<td>500-1,000 MBPS</td>
<td>62</td>
<td>23.7%</td>
</tr>
<tr>
<td>200-500 MBPS</td>
<td>50</td>
<td>19.1%</td>
</tr>
<tr>
<td>Lower Speeds or not sure</td>
<td>118</td>
<td>45.0%</td>
</tr>
</tbody>
</table>

Reported Costs:

<table>
<thead>
<tr>
<th>Reported Cost</th>
<th>Count</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than $50</td>
<td>22</td>
<td>8%</td>
</tr>
<tr>
<td>$50-80</td>
<td>98</td>
<td>37%</td>
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<tr>
<td>$80-$100</td>
<td>77</td>
<td>29%</td>
</tr>
<tr>
<td>$100-$150</td>
<td>51</td>
<td>19%</td>
</tr>
<tr>
<td>Greater than $150</td>
<td>14</td>
<td>5%</td>
</tr>
</tbody>
</table>
Prioritized Plan

- **Feeder Routes**
  - CR32E – CR3 to Signal Tree
  - Future - CR5 (Ptarmigan to Signal Tree)
  - Future – CR5 (Signal Tree to Prospect)
  - Future – Harmony (2nd Ave to School House)

- **Sites**
  - Area 1 – Town Center & Summerfields

- **Schedule**
  - Feeder 2023
  - Area 1 2023-2024

  - *Cost Estimates are in 2023 dollars*
Business Model

- Income Sharing Model

- Capital Expense - $6.3 million (Area 1 example)
- Income Shared to Town – 25% of Gross Income
- Annualized Return on Investment – 2% to 6%
- Pay Back Period – 26 years
- Life of Asset – 25 to 50 years
Funding Puzzle
Where does the money come from?

- Town’s Capital Fund
  - Paid back over time
- Larimer County Partnership
- Future ISP participation to expand network
- Future Grant Applications
  - Capital Project Fund (May 2023) – Middle and Last Mile
  - BEAD Fund (2024) – Last Mile
    - Underserved less than 100/100
  - DOLA – Planning and Design
Next Steps

- Finalize IGA Terms with Pulse
- Design Feeder Routes
- Construction of Feeders
  ✓ 2023
- Design FTTP
- Construction of Town Center and Summerfields
  ✓ 2023 - 2024