

# Town of Timnath Broadband

March 2023



# 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)?

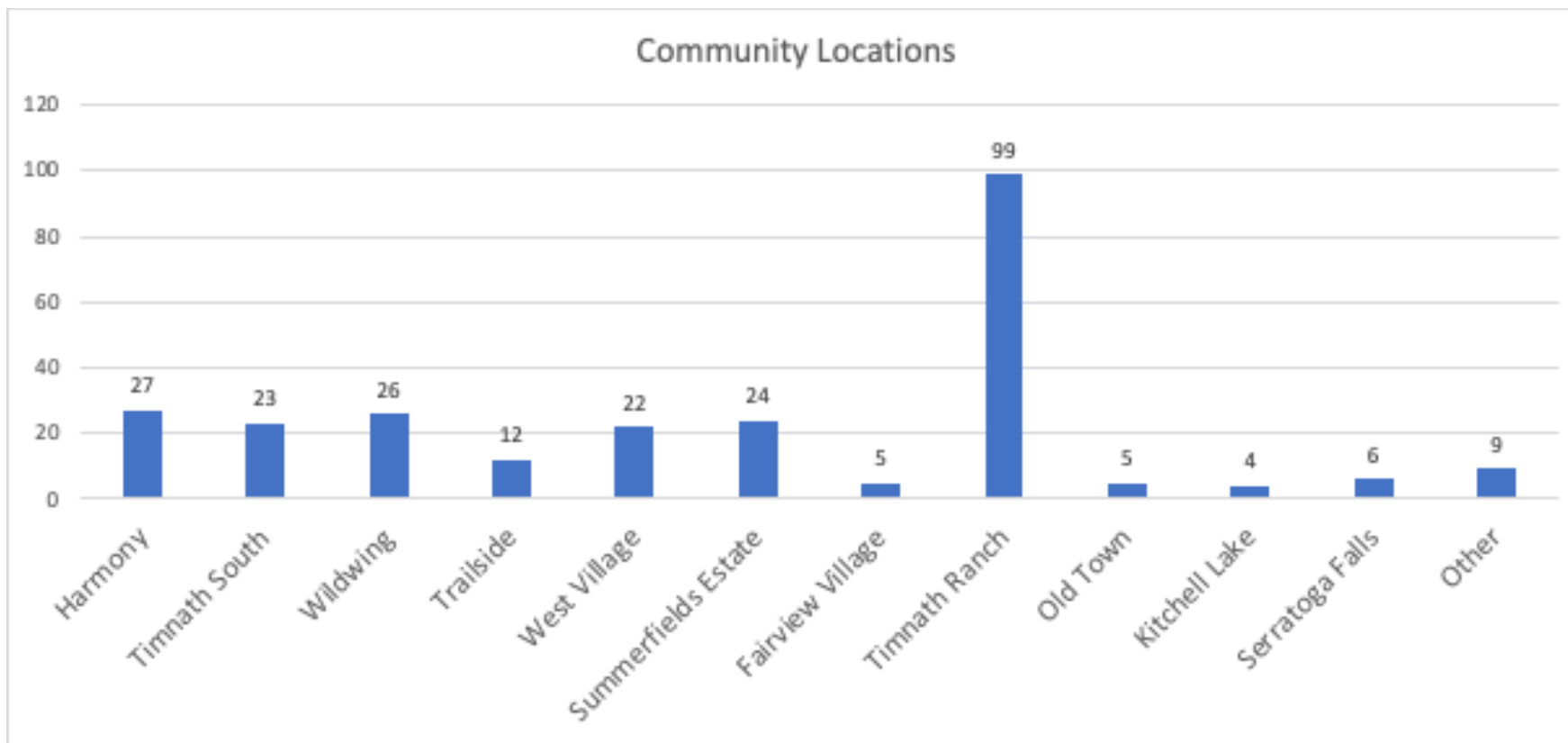


# Stakeholder Outreach Results

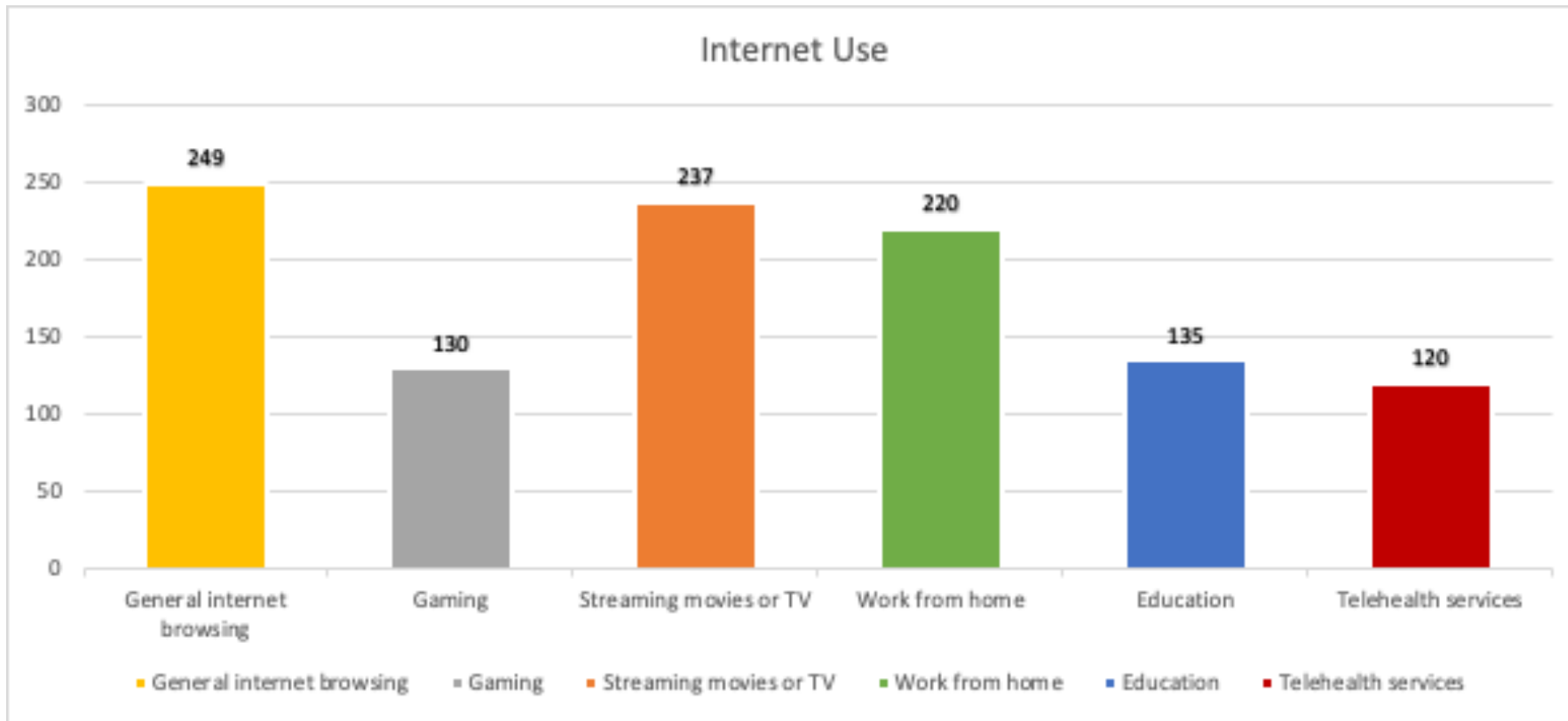
- March 2023 Survey of Residents. We asked:
  - ✓ Service Provider?
  - ✓ Location?
  - ✓ Service Levels (speed)?
  - ✓ Current Subscription Cost?
  - ✓ What do you use it for?
  - ✓ Willingness to pay \$80/mo for 1 Gbps symmetrical speed?
  - ✓ Willingness to accelerate construction?



# Stakeholder Outreach Results

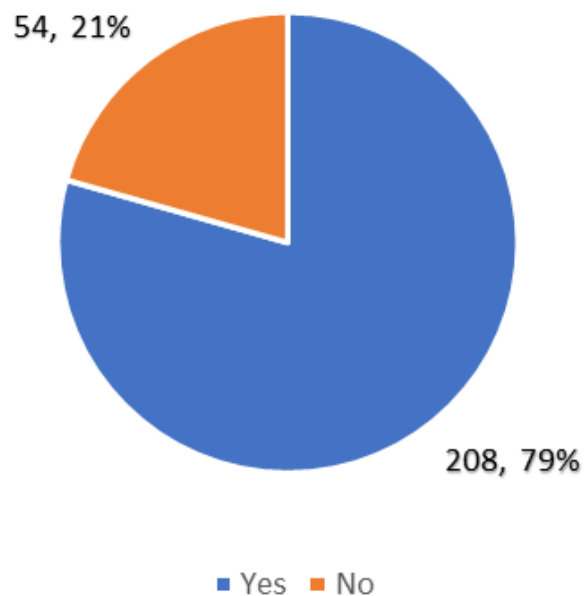


# Stakeholder Outreach Results

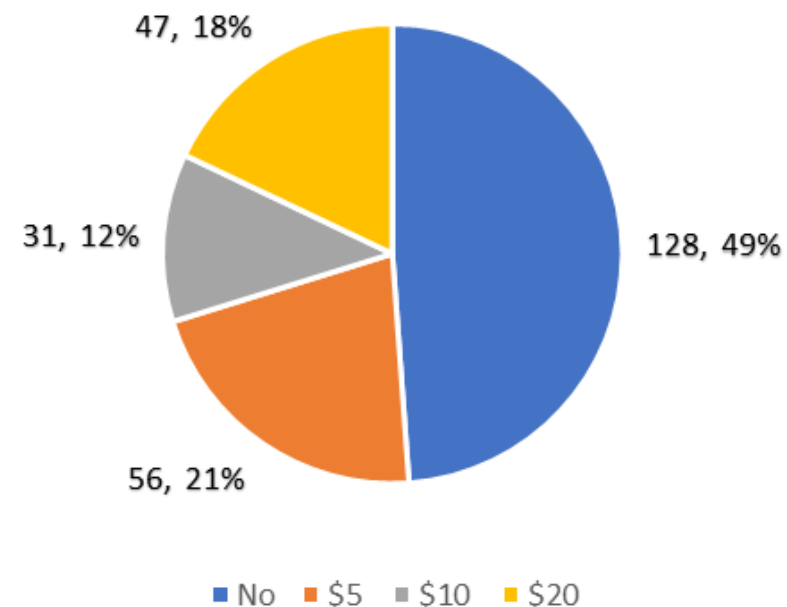


# Stakeholder Outreach Results

Willingness to pay \$80/mo for Gbps service



Willingness to pay to accelerate service

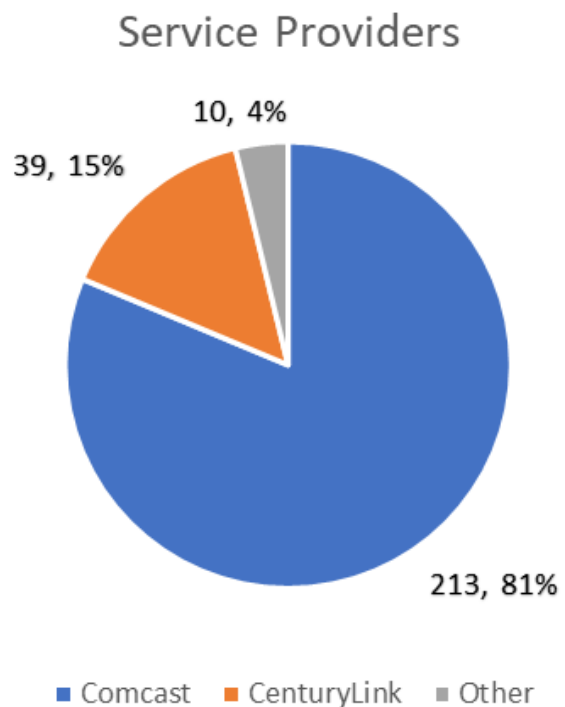


262 Respondents





# Stakeholder Outreach Results



## Reported Speeds:

Speed Level	Count	% of Total
Greater than 1,000 MBPS	32	12.2%
500-1,000 MBPS	62	23.7%
200-500 MBPS	50	19.1%
Lower Speeds or not sure	118	45.0%

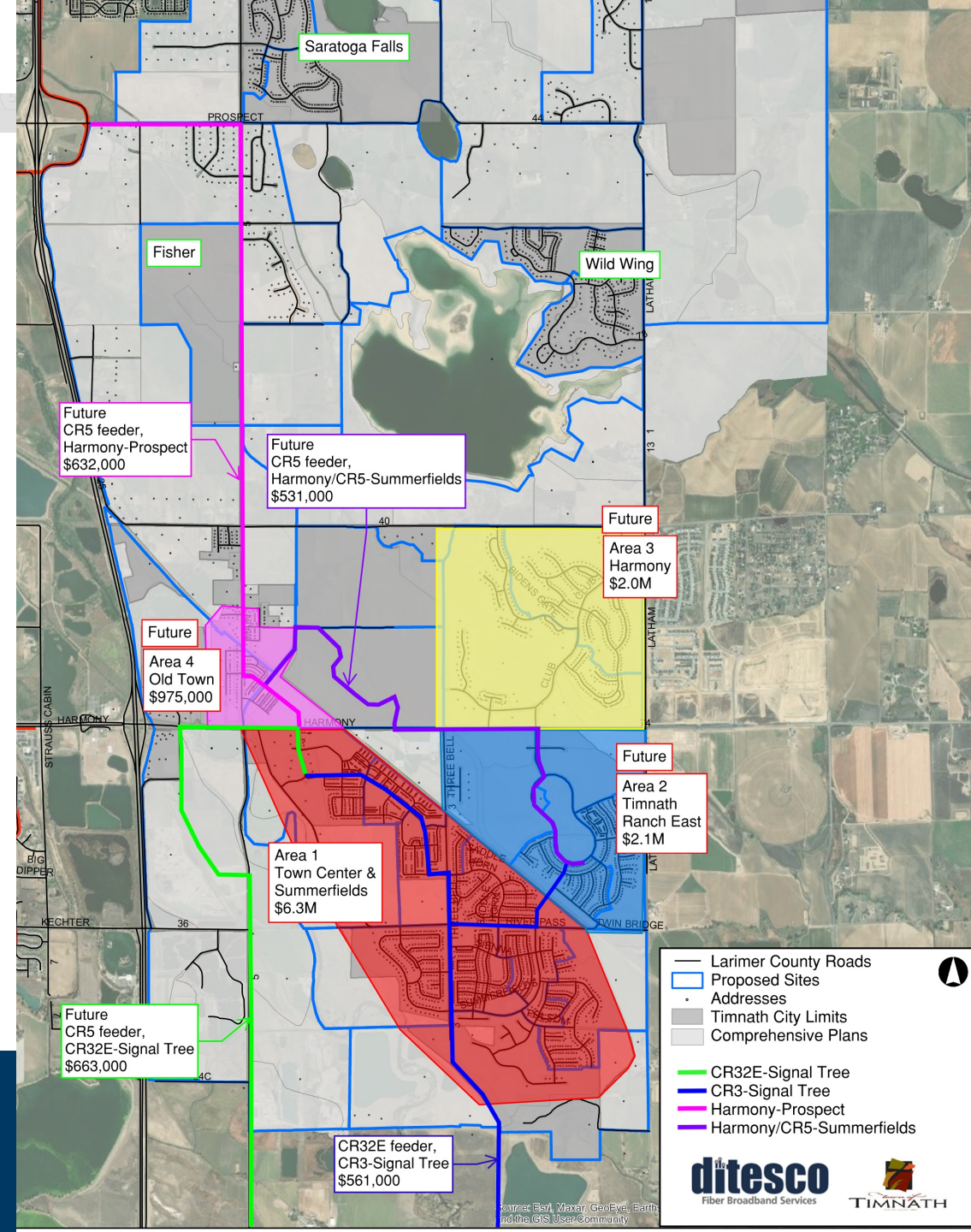
## Reported Costs:

Reported Cost	Count	% of Total
Less than \$50	22	8%
\$50-80	98	37%
\$80-\$100	77	29%
\$100-\$150	51	19%
Greater than \$150	14	5%



# Prioritized Plan

- Feeder Routes
  - CR32E – CR3 to Signal Tree
  - Future - CR5 (Ptarmigan to Signal Tree)
  - Future – CR5 (Signal Tree to Prospect)
  - Future – Harmony (2<sup>nd</sup> Ave to School House)
- Sites
  - Area 1 – Town Center & Summerfields
- Schedule
  - Feeder 2023
  - Area 1 2023-2024
  - *Cost Estimates are in 2023 dollars*

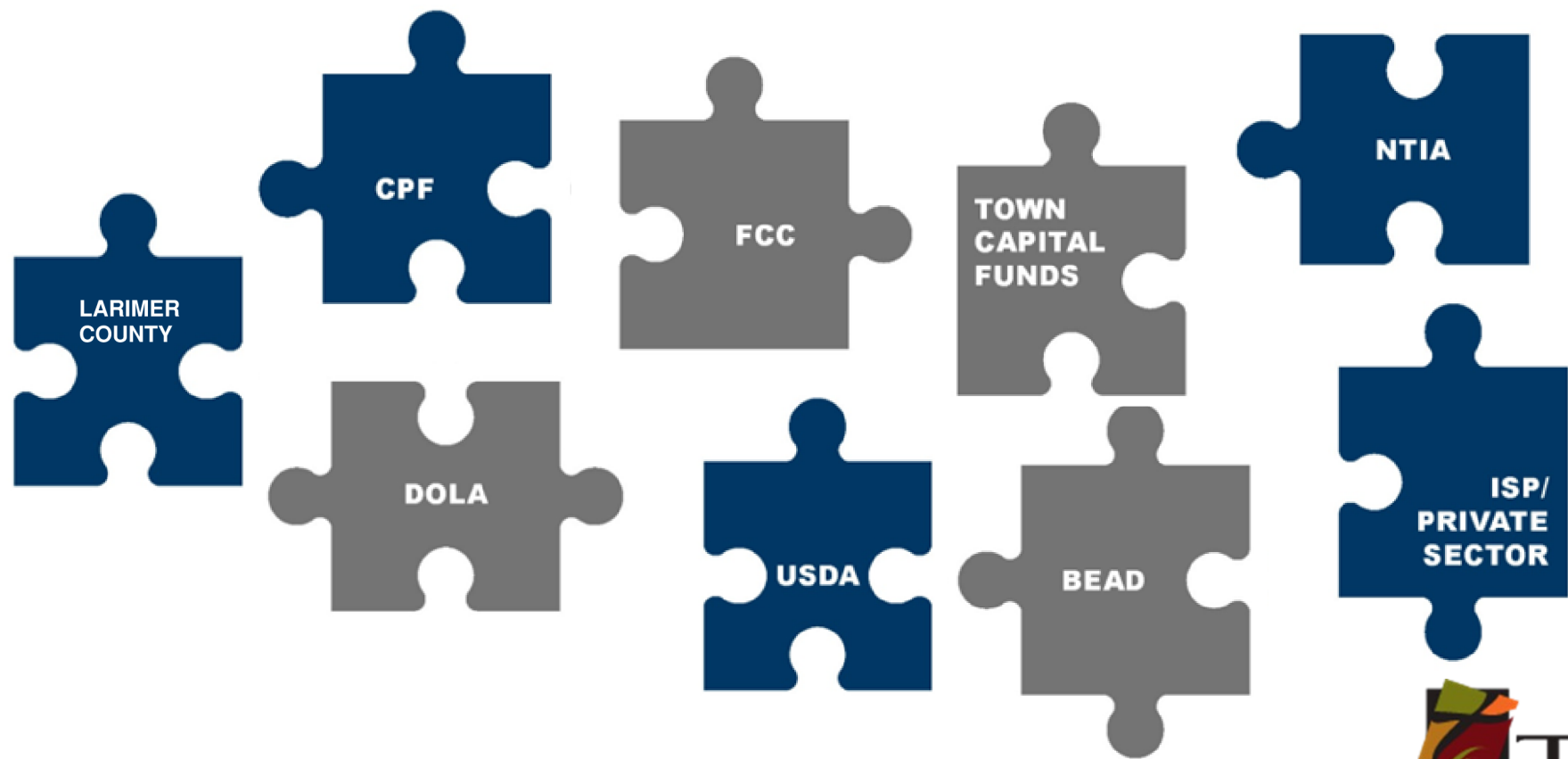


# Business Model

- 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

