



Outline of Packet and Presentation to City Council



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MEETING AGENDA

- ✓ Public-Private Partnership Staff Report
- ✓ Outreach and Education Summary
- ✓ Business Plan
- ✓ Underwriters
- ✓ Resolution with recommendation from LCAB
- ✓ PowerPoint Presentation



Update on Public-Private Partnership

1. Recap the RFI and RFP Process from 2017 and Findings/Staff Recommendation
2. Recap the Discussion held by City Council on January 30, 2018 with Vendors
3. Overview of Further Investigation and Discussions with Vendors
4. Risk vs. Reward Discussion
5. Financial Considerations - Including Bonding

Outreach and Education Summary

- 1. Provide Details on Activities and Events**
- 2. Provide Update on Findings and Feedback from the Community**
 1. In-person Interactions
 2. Online Interactions

Business Plan

1. Background

2. Why FTTP

1. Economic Development
2. Competition
3. Community Owned

3. City Council Objectives

4. Market Profile and Analysis

1. Overview globally and nationally
2. Loveland Specific
3. Survey Results

Business Plan

5. Overview of the network

1. Architecture
2. Requirements and Standards
3. Existing Assets

6. Organizational Structure

1. Directors and Key Advisors
2. Governance
3. Regional Collaboration

Business Plan

7. Start-up and Operational Plan

1. Key positions required
2. Facilities
3. Brand and Marketing
4. Initial Capital and Operational needs
5. Costing Analysis
6. Services and Subscriptions
7. Potential Future Services

Business Plan

8. Business Resiliency and Risk Mitigation

1. Inadequate capital
2. Competition
3. Technology developments
4. Business/Economic Cycles
5. Open Access

9. Financial Model

1. Current Financial Position
2. Scenarios High and low take rate and Project delayed
3. Funding and Expenses
4. Revenue

Underwriters

1. Overview of Bonding Structure/Series
2. Small Denomination Bonds
3. Interest Rates
4. Bond Rating Projections
5. Risk Mitigation Mechanisms

PowerPoint Presentation

- ✓ February 6, 2018 Resolution and Council Direction
- ✓ Outreach and Education overview
- ✓ Activities/timeline since February 6th
- ✓ High level Network design overview and findings
- ✓ Overview of business plan with description
- ✓ Governance
- ✓ Bond Structure
- ✓ Small denomination bonds
- ✓ Bond ratings and expected interest rates
- ✓ Financial Overview
- ✓ Take rate scenarios
- ✓ Interest rate scenarios
- ✓ Risk mitigation mechanisms and business Resiliency
- ✓ LCAB recommendation to City Council
- ✓ Next steps map