

**GRAND JUNCTION CITY COUNCIL
SPECIAL MEETING**

MONDAY, MAY 23, 2016, 4:30 P.M.

**ADMINISTRATION CONFERENCE ROOM
2ND FLOOR, CITY HALL
250 N. 5TH STREET**

EXECUTIVE SESSION TO RECEIVE CONFIDENTIAL AND/OR PROPRIETARY INFORMATION PURSUANT TO COLORADO REVISED STATUTES 24-72-204(3)(A)(IV) FOR PURPOSES OF EVALUATING PROPOSALS AND TO DETERMINE POSITIONS RELATIVE TO MATTERS THAT MAY BE SUBJECT TO NEGOTIATIONS; DEVELOPING STRATEGY FOR NEGOTIATIONS; AND INSTRUCTING NEGOTIATORS CONCERNING THE DEVELOPMENT OF BROADBAND SERVICE(S) IN THE CITY UNDER COLORADO REVISED STATUTE 24-6-402(4)(E) OF THE OPEN MEETINGS LAW

[Attachment](#)



Date: 5/17/2016
Author: Scott Hockins
Title/ Phone Ext: Project Manager,
1484
Proposed Meeting Date:
5/23/2016

CITY COUNCIL STAFF REPORT SPECIAL SESSION

Topic: Executive Session for Broadband Proposals Discussion

Staff (Name & Title): Scott Hockins, Project Manager
Jim Finlayson, IT Director
Shelly Dackonish, Senior Staff Attorney
Jay Valentine, Internal Services Manager

Summary:

For the City's broadband initiative, Diane Kruse with NEO Connect (previously NEOfiber) will present the Request for Proposal (RFP) responses, will discuss the ownership and financing model proposed by each respondent and will explain the design and engineering costs required for the fiber optic network. The executive session is necessary due to the confidential and proprietary nature of the proposals and the need for council direction on contract negotiations.

Background, Analysis and Options:

After receipt of the initial Request for Proposal responses, the City's broadband committee and NEO Connect met with all of the Bidders who submitted a response to the Request for Proposal. Each Bidder had an opportunity to present an overview of their company, their response and their approach to meeting the City's broadband goals. The broadband committee had a working session with the City Council to further refine the City's goals and desired outcomes. An addendum to the RFP was then submitted to all of the companies that initially bid on the RFP.

In addition, NEO Connect has provided the preliminary design, engineering, and associated capital cost projections for the following fiber optic build scenarios:

1. All Anchor Tenants (Government offices, School, Libraries, Hospitals)
2. City Owned Anchor Tenants and Select Tower facilities
3. DDA, Businesses
4. Fiber to the Premise, City Boundary
5. Fiber to the Premise, 201 Boundary

Staff and NEO Connect will look for direction from City Council on which ownership and financial model(s) the City should consider as the City moves forward with the selection process of a vendor that will build and operate a fiber network for the City.

Financial Impact/Budget:

Potential revenue opportunities are available when public property is leveraged for these types of projects.

Legal issues:

The override of SB 152 allows the City to participate in future partnerships.

Previously presented or discussed:

Part of general discussions to implement the Economic Development Plan and Site Selection study recommendations and, specifically, at the City Council Retreats held on January 16, 2015 and May 15, 2015, and the workshops held on January 19, 2015 and August 17, 2015, January 18, 2016, and March 14, 2016. The Broadband Master Plan contract with NEOFiber was approved by Council on September 2, 2015.