

**GRAND JUNCTION CITY COUNCIL WORKSHOP SUMMARY**  
**January 16, 2017 – Noticed Agenda Attached**

Meeting Convened: 5:30 p.m. in the City Hall Auditorium

Meeting Adjourned: 9:30 p.m.

City Council Members present: All Councilmembers except Councilmember Boeschstein

Staff present: Caton, Shaver, Valentine, Dackonish, Hockins, Lanning, Brinkman, Finlayson, Schoeber, and Tuin

Also: Jon Maraschin, Kristi Pollard, (Grand Junction Economic Partnership) Allison Blevins (Downtown Grand Junction BID), Kalle Greenberg (KKCO), Amy Hamilton (The Daily Sentinel), Richard Swingle, and many others

Broadband Feasibility Study presentation: Nick Whittaker, SiFi CTO (Chief Technical Officer), Ben Bawtree and Mike Harris with SiFi, Duke Horan with Henkels & McCoy, Eric Hager with Forethought, Shawn Park and Scott Stewart with Nokia, Doug Adams, The Think Agency

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Council President Norris called the meeting to order.

Agenda Topic 1. Broadband Feasibility Study

City Manager Greg Caton introduced Ben Bawtree with SiFi

Mr. Ben Bawtree, SiFi/Nokia reviewed the purpose, reason, and process for this study.

Doug Adams, The Think Agency, introduced himself and his background on market research and the demand study. He explained the partnership with 360 Market Reach and explained that neither company has an interest in the outcome of this report. He then introduced Jean Marie of 360 Market Reach who was on the phone to answer technical questions and explained how the Grand Junction Market Demand Study for Household Internet Service was conducted including the background, methodology, the respondents overview, residents versus businesses, potential for a new offering for a residential market, and an impact of City involvement. In conclusion, more than two thirds of Grand Junction households currently receive their internet connection via cable. The majority of respondents (76%) receive service from Charter. Other follow ups were customer satisfaction, potential for new residential offering, and 32% of households say they would definitely would switch if another option was available.

Mr. Adams then covered the same with relation to Business Internet Service and provided those figures. Nearly 73% said they would definitely or probably switch within the next 12 months. He noted their research did indicate some push back on having City involvement.

Mr. Bawtree then explained what they will do with the results of the survey, given the statistics regarding residential units and business units. He also explained the plan to have 7,000 smart city

demand points, 3.6 million feet of construction, a 2 ½ year build schedule with 98% of the network micro trenched, and 100% underground. The cost estimate is \$70 million. Fiber lasts about 50 years; units on the homes get refreshed sooner which has been built into the model, but depending on what other providers come into town will depend on the other service providers. The base access fees will contribute toward the City's costs. He explained the COPs (Certificates of Participation) funding and the 30-year lease. He said the project would exceed the City goals but if they fail to perform, the City can bring another operator in. There was a discussion of other partnerships in other markets, City sponsored COPs, the risk level, debt financing, what surrounding Cities and towns are doing, how to judge if a network performs, having service techs here locally, the economic development component, and the next steps to go to Milestone Two. He explained the over 40% take rate and the cash back to the City. Nick Whittaker with Nokia and Duke Horan with Henkels and McCoy gave Council their references and experience in this industry.

Councilmembers had many questions and voiced several concerns regarding the City's risk and liability.

City Manager Caton said the next step would bring it to a formal meeting agenda tentatively the 15<sup>th</sup> of February, and bring more information to Council in the meantime on the items questioned.

BREAK – 8:10 p.m. returned at 8:18 p.m.

#### Agenda Topic 2. Update on Palisade Plunge

Scott Wynans, President of Colorado Plateau Mountain Bike Trail Association, Inc. (COPMOBA) provided an update of the proposed Palisade Plunge, one of the State's "16 in 16" designations. The application was made by the Town of Palisade with numerous partners including the City of Grand Junction, COPMOBA, the US Forest Service, the Bureau of Land Management, Colorado Parks and Wildlife, Mesa County, and Powderhorn Mountain Resort. Mr. Wynans provided a project overview by addressing the following points:

- project time and criteria
- the Grand Junction watershed
- economic impact of the project
- potential of the bike trails
- success stories COPMOBA has been involved with
- the length of the top (plateau) of the Grand Mesa and the valley floor
- connections to the Riverfront Trail
- recommended route and the environmental survey work
- upcoming grant deadlines
- project benefits along with the economic benefits, safety, signage, connectivity
- having a trail that is engaging to the users
- impacts to the entire region
- impact on the current lessor and their livestock (City owned property)

City Manager Caton advised this is being brought to Council before it is taken out for public input. Council expressed concerns on the proposed route, in particular its impact of the City's lessee, the impact on wildlife and hunting, and the impact on the City's watershed. The Council expressed the desire to have more time to review the proposal.

With no further business the meeting was adjourned.



**GRAND JUNCTION CITY COUNCIL  
MONDAY, JANUARY 16, 2017**

**PRE-MEETING (DINNER) 4:30 P.M. ADMINISTRATION CONFERENCE ROOM  
SPECIAL SESSION – EXECUTIVE SESSION, 5:00 P.M. (SEE SEPARATE AGENDA)  
WORKSHOP, 5:30 P.M.  
CITY HALL AUDITORIUM  
250 N. 5<sup>TH</sup> STREET**

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- 1. [Broadband Feasibility Study](#)** - SiFi/Nokia and Think Agency, will present the results of milestone one of the exclusive negotiation agreement (ENA) which includes the demand survey results and the preliminary financial analysis for a commercially viable citywide broadband project.
- 2. [Update on Palisade Plunge](#)** - Update on the proposed Palisade Plunge trail connecting the top elevation of the Grand Mesa to the valley floor in the town of Palisade.
- 3. Next Workshop Topics**
- 4. Other Business\**