



Broadband RFP License Agreement & Resolution

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Broadband Guiding Principles

Guiding Principles

- Minimize disruption of public and private property and ensure efficient use of public and private assets, as well as maintain consistency with the City's comprehensive land development plan;
- Ensure reliable ICT services at the lowest cost to the City's residents and businesses;
- Maximize universal access and interconnectivity;
- Ensure maximum number and variety of ICT communications, IoT and smart city services;
- Enhance the City's economic development programs;
- Receive fair compensation for the use of public property and City participation; and
- Enhance or augment community and public safety services; and
- Ensure the health and safety of the residents and visitors of the City of McKinney.

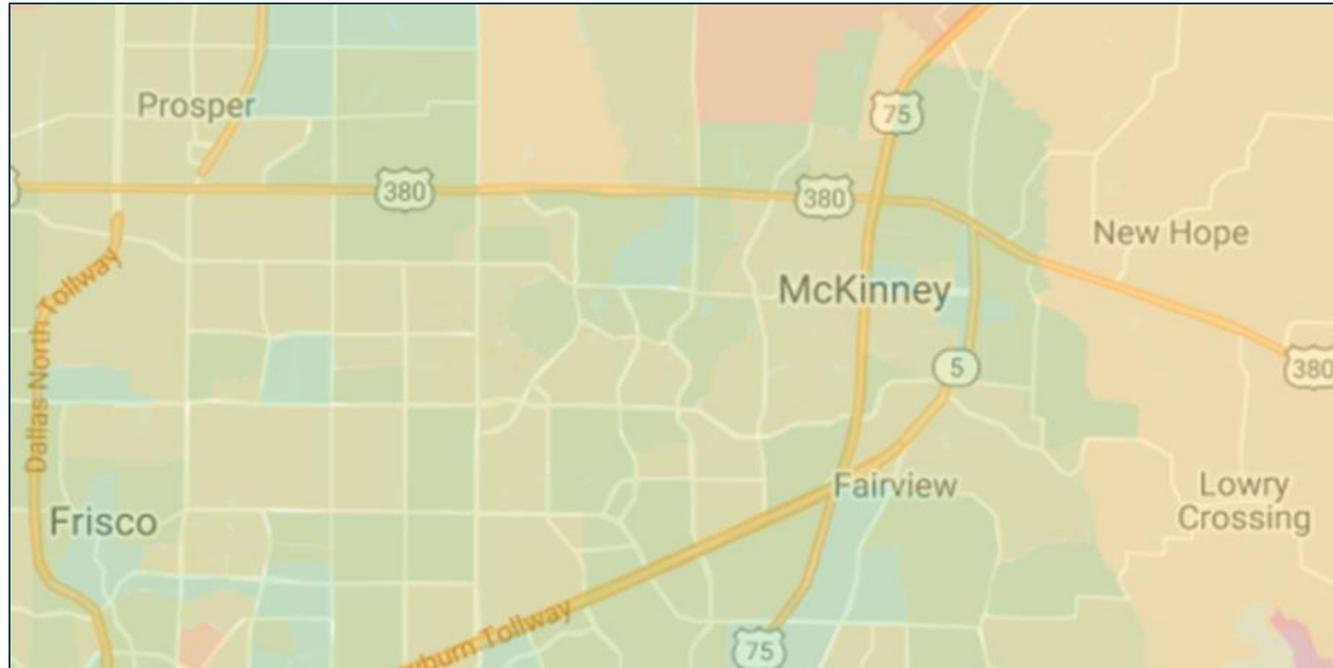




Broadband Assessment Summary

Market Assessment

At a high-level view, it appears that there is a decent amount of coverage (access) across most of the City



Assessment Takeaways

- In general, internet options appear to be good in McKinney
- There are areas in which the survey speed tests warrant improvement
- Adoption of services – results do not provide a clear picture, but is important to monitor
- Fiber networks – fiber accounts for less than 1/3rd of McKinney's coverage area (most of the infrastructure is cable or DSL)



Broadband Recommendations Summary

Recommendations

- Community Infrastructure Base
 - Work with the provider community to develop a tech base that moves towards a Fiber-to-the-Premise model.
- City Facilities
 - Expand the current, city owned fiber ring to City facilities that could benefit from connectivity but have not had fiber deployed to them.
- City Economic Development:
 - In addition to having excellent connectivity that could come from Recommendation 1, the McKinney Economic Development Corporation (MEDC) could initiate pilot projects to enhance certain properties and attract certain businesses or business types.
- Adoption
 - There are people and groups in McKinney who might have access to broadband, but due to a variety of reasons are not adopting (or purchasing) broadband services.





Broadband RFP Timeline & Results

RFP Timeline

- The City issued a Request for Proposal (RFP), 22-36RFP for Broadband Network Deployment on March 27, 2022.
 - Advertised in McKinney Courier Gazette
 - Posted on McKinney TV
 - 387 matching eBid Supplier Notifications, twenty-two (22) were Historically Underutilized Business (HUB) suppliers.
- Of the 387 supplier notifications, eleven (11) submittals were received on May 12, 2022.
- After the committee evaluated proposals in June 2022, the evaluation committee selected three respondents to interview with the committee in July 2022,
 - AT&T
 - NextEra
 - SiFi Networks McKinney LLC.



RFP Results

- Based on the results of the combined scores for the proposals and interviews, the evaluation committee the City moved forward with exclusive negotiations with SiFi Networks McKinney LLC after council resolution on August 16th, 2022.

Supplier	Total	A - Part 1- Community Broadband Infrastructure Base	B - Part 2- City Facilities	C - Part 3- City Economic Development	D - Part 4- Broadband Adoption	E - Interviews
	/ 490 pts	/ 100 pts	/ 100 pts	/ 100 pts	/ 100 pts	/ 90 pts
SiFi Networks	402.8	86.8	79.6	80.8	78.2	77.4
NextEra Energy Solutions	380.6	79.6	78	80.4	70.2	72.4
AT&T Corp	353.6	82.4	67	70.8	76.4	57





SiFi Profile & License Agreement Highlights



Sfn Networks

FiberCity[®] Networks
CITYWIDE DIGITAL ENABLEMENT



Current FiberCity® Developments 2 MILLION+ ADDRESSES

California

- Bakersfield, CA
Approx 151,000 units
- Buena Park, CA
Approx 29,000 units
- Cathedral City, CA
Approx 24,000 units
- Corona, CA
Approx 56,000 units
- Downey, CA
Approx 44,000 units
- Escondido, CA
Approx 56,000
- Folsom, CA
Approx 32,000 units
- Fountain Valley, CA
Approx 22,000 units
- Fullerton, CA
Approx 54,000 units
- Kern County,
Approx 66,000 Units
- Lancaster, CA
Approx 61,000 units
- Lake Forest, CA
Approx 34,000 units
- Lynwood, CA
Approx 17,000 units
- Marysville, CA
Approx 6,000 units
- Oceanside, CA
Approx 74,000 units
- Palmdale, CA
Approx 51,000 units
- Pico Rivera, CA
Approx 18,000 units
- Pittsburg, CA
Approx 20,000 units
- Placentia, CA
Approx 20,000 units
- Rancho Cordova, CA
Approx 35,000 units
- Riverside, CA
Approx 116,300 units
- Rosemead, CA
Approx 19,000 units
- Simi Valley, CA
Approx 45,000 units
- Yuba City, CA
Approx 27,000 units
- Ventura CA
Approx 53,000 units

Illinois

- Rockford, IL
Approx 81,000 units
- Decatur, IL
Approx 41,000 units

Wisconsin

- Kenosha, WI
Approx 47,400 units

Michigan

- Farmington Area, MI
Approx 49,000 units

New York

- Saratoga Springs, NY
Approx 15,000 units

Massachusetts

- Salem, MA
Approx 22,000 units

Connecticut

- East Hartford, CT
Approx 23,000 units



Arizona

- Mesa, AZ
Approx 240,000 units

Texas

- Arlington, TX
Approx 172,000 units
- Odessa, TX
Approx 56,000 units

Florida

- Margate, FL
Approx 19,000 units



FiberCity® McKinney OUTCOMES

- ✓ Multimillion dollar private investment with \$0 cost to the city
 - ✓ Residential and Business service choice, competition, and affordable pricing
 - ✓ 10 Gigabit symmetrical broadband connectivity to residential homes
 - ✓ FiberCity® Aid supporting disadvantaged families throughout the entire city
 - ✓ Citywide Open Access platform driving innovation
 - ✓ Local employment for the construction and maintenance of the network
 - ✓ Remove the digital divide & drive equality through accessibility
 - ✓ Connect any municipal facility to the more than 1,200-mile fiber network
- 

License Agreement Development

Process Overview

- Council approved a 120-day exclusive negotiation period and extended the negotiation period an additional 60-days in December.
- Participated in construction site visits in Fullerton, CA, Placentia, CA, & East Hartford, CT.
- Conducted remote interviews with Arlington, TX, Simi Valley, CA, & Ventura, CA.
- Referenced and evaluated previously approved agreements in like sized cities (e.g., City of Arlington, Texas).
- Developed recommended agreement in coordination with the City Attorney's Office, Engineering, Information Technology, MEDC, Public Works, & Purchasing.



License Agreement Development

General Overview

- Commitment to develop citywide fiber-to-the-premises network
 - Satisfies part 1 of RFP
- Access to connect current & prospective city facilities
 - Satisfies part 2 of RFP
- Agreement to move forward with an economic development centered “smart cities sandbox” along Collin McKinney Parkway
 - Satisfies part 3 of RFP
- Commitment to begin deployment in underserved areas of the city (e.g. east HWY 5)
 - Satisfies part 4 of RFP



License Agreement Development

Terms Overview

- No hard cost outlay required from the city, \$100M+ infrastructure investment anticipated from SiFi
- 30-year term with a series of 10-year options
- 12–24-month network design, 60 months to build
- Required to submit the larger of \$10,000 quarterly fee or \$2.99 per connect premise
- \$1M revolving escrow for damage remediation
- Primary construction method will be micro trenching in softscape (back of curb) & directional boring under reinforced concrete
 - Each permit will require design information and we have authority to modify construction standards per the agreement.
- Standard requirements for location notices, coordination with other utilities, and city assets in the ROW.
- We maintain ability to “stop-work” if at any point standards of the agreement and/or subsequent permit(s) aren’t being followed.





Next Steps & Community Engagement

ROW Permit Ordinance Update & Future Actions

Permitting

- Each phase of the network build will require SiFi to pull a ROW permit that contains,
 - 1) a nominal fee and
 - 2) a commitment to reimburse city-related expenses associated with the build
- Staff anticipates ordinance/fee update to be presented within or by 2023-2024 budget adoption

“Shed” Locations

- As the network is designed, SiFi will be required to construct no less than two 1,000 sq/ft “sheds” that serve as end points for the network
- Anticipate these will be in city ROW or on city property; city will receive market rate compensation for this consideration
- Each anticipated location will require a separate license agreement between the City and SiFi



Community Engagement EAT, GREET & SPONSORSHIPS

Weekly Food Truck Eat and Greet



Community Events



Driving Community Awareness ONLINE

Community information – Progress Website, Leaflets, Business Cards and Door Hangers

SIMI VALLEY FIBERCITY®
POWERED BY SIFI NETWORKS

SIFI Networks is privately funding, building and operating one of the world's fastest, most reliable fiber optic networks right here in Simi Valley.

The Simi Valley FiberCity® network will make service available to every home and business in the city, bringing the community more choice and competitive prices.

Your Internet Service Providers are GigabitNow and Flume Internet, who are highly experienced providers with excellent customer service, product offering and competitive pricing.

The network will facilitate Smart City applications and other next generation connectivity requirements, future proofing the community for generations to come!

Follow us for updates!

IT'S MORE THAN JUST A GIG!

- THE FIBERCITY® NETWORK BRINGS MORE THAN JUST A SUPERFAST CONNECTION TO HOMES AND BUSINESSES.
- IT'S PRIVATELY FUNDED BY SIFI NETWORKS
- IT'S AN OPEN ACCESS NETWORK FOR MULTIPLE CARRIERS, ENTERPRISES & ISP'S
- IT ENABLES SMART CITY APPLICATIONS
- IT INCREASES CITY REVENUE
- IT IMPROVES HEALTHCARE & EDUCATIONAL SERVICES
- IT BOOSTS ECONOMIC DEVELOPMENT
- IT CLOSSES THE DIGITAL DIVIDE THE CITYWIDE FIBER NETWORK WILL MAKE SERVICE AVAILABLE TO EVERY HOME AND BUSINESS IN THE CITY
- IT ENABLES THE INTERNET OF THINGS (IOT) BRINGING IMPROVEMENTS IN CITY & PUBLIC SAFETY PUBLIC TRANSPORT, HOSPITAL SERVICES, WEATHER WARNINGS, WASTE MANAGEMENT, AIR POLLUTION & MUCH MORE.

WEEKLY EAT & GREET EVENT
EVERY MONDAY 5-7PM! MEET OUR TEAM, HAVE YOUR QUESTIONS ANSWERED AND ENJOY A TACO ON US!

Scan QR Code to find out where our taco truck is located this week!

www.SimiValleyFiberCity.com

sifi Networks

HOME ABOUT US FIBERCITY® NEWS CAREERS VIDEO CONTACT US

Welcome to **SIMI VALLEY FIBERCITY**

We are building one of the world's fastest most reliable fiber optic networks throughout Simi Valley, which also enables Smart City applications, economic growth and helps to close the digital divide. Read on to find out more!

FIND OUT WHO YOUR INTERNET SERVICE PROVIDERS ARE **FIND OUT MORE**

Your ADDRESS STATUS

The map is split into sixteen sub-zones.

It shows estimated timings of completion of fiber optic construction in each zone and the will enable you to get an address lookup on the map after you address to see when you will expect to get fiber installation in your area!

What is a FIBERCITY®?

Simi Valley FiberCity® is more than just a superfast fiber internet connection to homes and businesses. It will futurproof the area for generations to come, bring you more choice of providers, boost its economy and enable Smart City applications to make it a great city to live, work and play.

Simi Valley FiberCity® is doing built services, meaning we can see and also help and business, enabling other industries opportunity to connect, helping to close the digital divide.

What is Closing the Digital Divide?

FIND OUT MORE ABOUT FIBERCITY®

IF YOU HAVE ANY QUESTIONS OR CONCERNS ABOUT THE CONSTRUCTION OF THE FIBERCITY® NETWORK PLEASE CONTACT US

CALL: 888 766 9475
EMAIL: INFO@SIFINETWORKS.COM

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NOTICE OF CONSTRUCTION

A CITYWIDE FIBER OPTIC NETWORK IS BEING BUILT PLEASE BE AWARE OF PARKING RESTRICTIONS AS WE INSTALL YOUR NETWORK

LaLong
OF INDUSTRIAL L.L.C.

If you have any questions regarding the construction of the FiberCity® project contact us

+1 (888) 766 9475
info@sifinetworks.com

YOU CAN SUBSCRIBE TO SERVICE WITH YOUR INTERNET SERVICE PROVIDER NOW!

GigabitNow SIMI VALLEY
Speed that's hard to beat

flume

GIGABITNOWSIMIVALLEY.COM FLOWMINTERNET.COM/SIMI-VALLEY

IT'S MORE THAN JUST A GIG!

FIND OUT MORE AT SIMIVALLEYFIBERCITY.COM

Driving Community Awareness IN THE LOCALITY



Driving Community Awareness IN THE MEDIA



PSSST... DID YOU KNOW A CITYWIDE, 10 GIG FIBER NETWORK IS COMING TO SIMI VALLEY?

SCAN THE QR CODE TO FIND OUT WHO YOUR INTERNET SERVICE PROVIDERS ARE, OR VISIT SIMIVALLEYFIBERCITY.COM



SIMI VALLEY FIBERCITY
POWERED BY SIFI NETWORKS



ONE NETWORK FOR ALL

KENOSHA FIBERCITY
POWERED BY SIFI NETWORKS

WE'RE BUILDING A FIBER OPTIC NETWORK CITYWIDE TO:

- BRING SUPERFAST INTERNET TO EVERYONE IN KENOSHA, HELPING TO CLOSE THE DIGITAL DIVIDE
- SECURE KENOSHA'S DIGITAL FUTURE, THIS ONE NETWORK IS ALL THE CITY WILL EVER NEED
- THE NETWORK WILL ENABLE SMART CITY APPLICATIONS FOR GREATER EFFICIENCIES
- WILL BOOST THE LOCAL ECONOMY AS NEW BUSINESSES ARE ATTRACTED TO THE CITY

REGISTER YOUR INTEREST TODAY! KENOSHAFIBERCITY.COM



KENOSHA FIBERCITY
POWERED BY SIFI NETWORKS

A FIBER OPTIC NETWORK IS NOW BEING BUILT CITYWIDE. ONE NETWORK FOR ALL!

REGISTER YOUR INTEREST TODAY!



Questions/Comments?