



TOWN BOARD WORK SESSION

March 22, 2021 - 5:30 PM

Town Board Chambers, 301 Walnut Street, Windsor, CO 80550

Please click this URL to join. <https://windsorgov.zoom.us/j/97888665762>

OR join by telephone at (888) 788-0099 or (877) 853-5247

Webinar ID: 978 8866 5762

GOAL of this Work Session is to have the Town Board receive information on topics of Town business from the Town Manager, Town Attorney and Town staff in order to exchange ideas and opinions regarding these topics.

Members of the Public in attendance virtually are asked to be recognized by the Mayor before participating in any discussions of the Town Board

AGENDA

1. Allo Broadband - J. Gaona, IT Director
2. Town Hall Budget Discussion - S. Hale, Town Manager
3. Future Meetings Agenda

The Town of Windsor will make reasonable accommodations for access to Town services, programs, and activities and will make special communication arrangements for persons with disabilities. Please call (970) 674-2400 by noon on the Thursday prior to the meeting to make arrangements.



MEMORANDUM

Date: March 22, 2021
To: Mayor and Town Board
Via: Shane Hale, Town Manager
From: Joe Gaona, IT Director
Re: Allow Broadband
Item #: 1.

Background / Discussion:

Allo is a communication company that provides fiber internet, Television and phone service to residents and businesses. Currently, they have a large customer base in Nebraska and several Colorado towns (Breckenridge and Fort Morgan). Allo is interested in offering the residents of Windsor fiber internet as an alternative to Comcast and Centrylink. They would like to meet with the Town Board to discuss their vision and business practices for their review.

ATTACHMENTS:

- ▢ Windsor Presentation

Welcome to the Fiber Future

City of Windsor

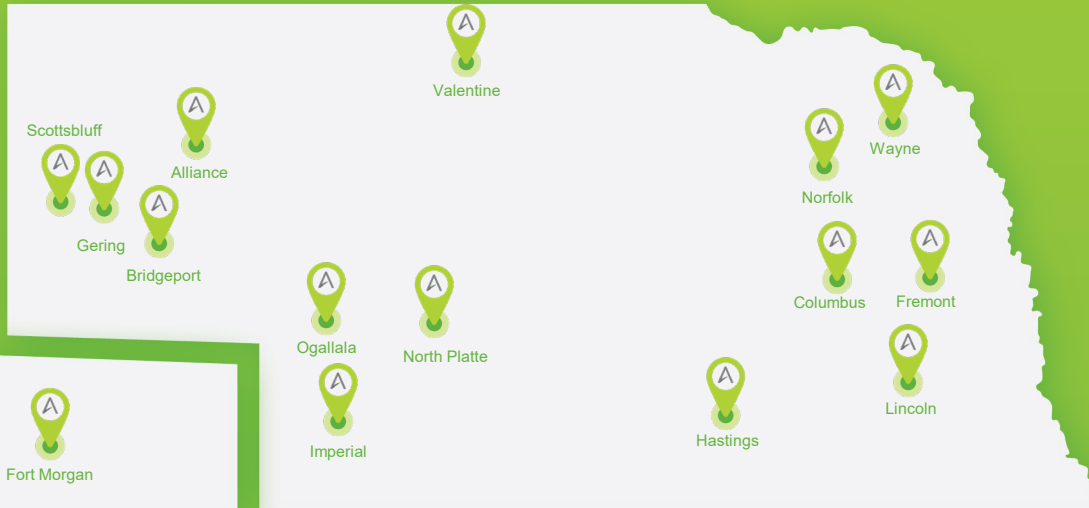
Confidential Information
March 22, 2021



Who Is ALLO

- Founded in 2003
- Serving 12 Communities
 - 6 New Markets Planned for 2021
- Ubiquitous City-Fiber Networks
- Nelnet, Inc. / SDC Capital Partners
- Competitive Fiber-to-the-Premise Provider
- Pass 400,000+ of Nebraska's Population





Colorado

Breckenridge

Fort Morgan

Greeley*

Hudson*

Nebraska

Alliance

Bridgeport

Columbus *

Fremont *

Gering

Hastings

Imperial

Lincoln

Norfolk

North Platte

Ogallala

Scottsbluff

Valentine*

Wayne *

Who Is ALLO

Our Core Values

- **HONEST**

- Customers, Vendors, Associates
- Fair, No Pricing Gimmicks

- **EXCEPTIONAL**

- Service Platform
- Implementation of Technology

- **LOCAL**

- Close Relationship with Communities
- Local Employees

- **HASSLE-FREE**

- Efficient Construction Interval
- Easy to Do Business

Who Is ALLO

Employees:

- 576 (100+ in smaller communities)

Customers:

- 90,000+ (adding 400 every week)

Current Communities:

- 1,500 to 25,000 (11 communities)
- 290,000 (1 community)

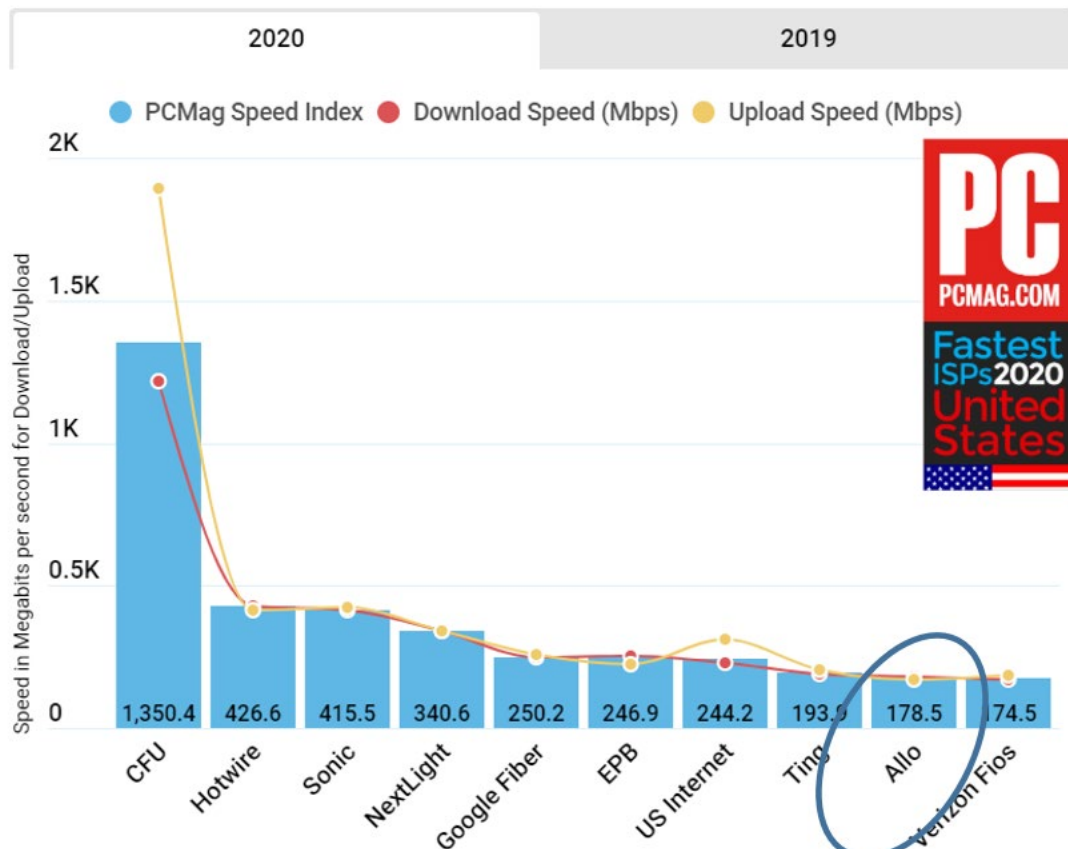


Recognition / Awards:

- 2020 - Top 10 PC Magazine Fastest ISP
- 2020 National Ranking - Top 5 Fastest Internet Provider
- 2019 Chairman's Award – Fiber Broadband Association

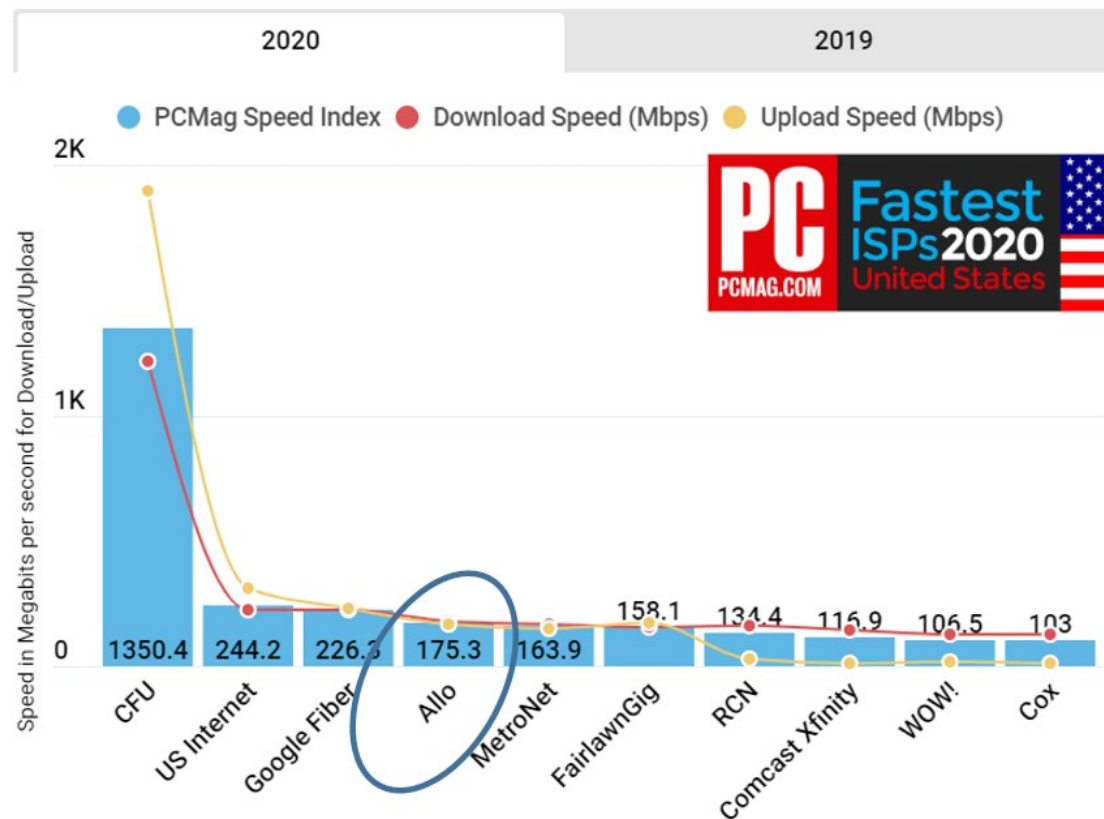
Fastest ISPs 2020

Fastest ISPs 2020—United States (All ISPs)



Number Indicates PCMag Speed Index Representing 80 Percent Download Speed + 20 Percent Upload Speed

Fastest ISPs 2020—North Central US



Number Indicates PCMag Speed Index Representing 80 Percent Download Speed + 20 Percent Upload Speed

Helping Households Connect During the Pandemic

On February 25, 2021, the FCC established the Emergency Broadband Benefit Program (EBB), a **\$3.2 billion federal initiative** to help lower the cost of high-speed internet for eligible households during the ongoing COVID-19 pandemic.

- Up to \$50/month discount for broadband services.
- A one-time discount of up to \$100 for a laptop, desktop computer, or tablet purchased through a participating provider.



Net Promoter Scores

70



0



-3



-6



*How likely are you to
recommend us to a friend?*

<https://customer.guru/net-promoter-score>



$$\text{NPS} = \% \text{😊} - \% \text{😞}$$

Given the NPS range of -100 to +100, a positive score or NPS above 0 is considered "good," +50 is considered "excellent," and 70 and above is considered "world-class."

What is the ALLO Model?

Public Private Partnerships (3P)

- Lincoln, NE
- Fort Morgan, CO
- Breckenridge, CO

Traditional Overbuild

- Nebraska markets
- Lowest risk for community

Other Models

- Revenue bonds
- Operate for others

ALLO Reduces Risk

- Proven operator
- Cost efficient construction



What is the ALLO model

- **Lincoln, NE** in 2016
- 300 miles of conduit
- 8 million linear feet of fiber
- 100% underground
- 3 year ubiquitous project build
- Lincoln 28th fastest in 2015
- 2020 - 4th fastest in the country (Top 100 cities)



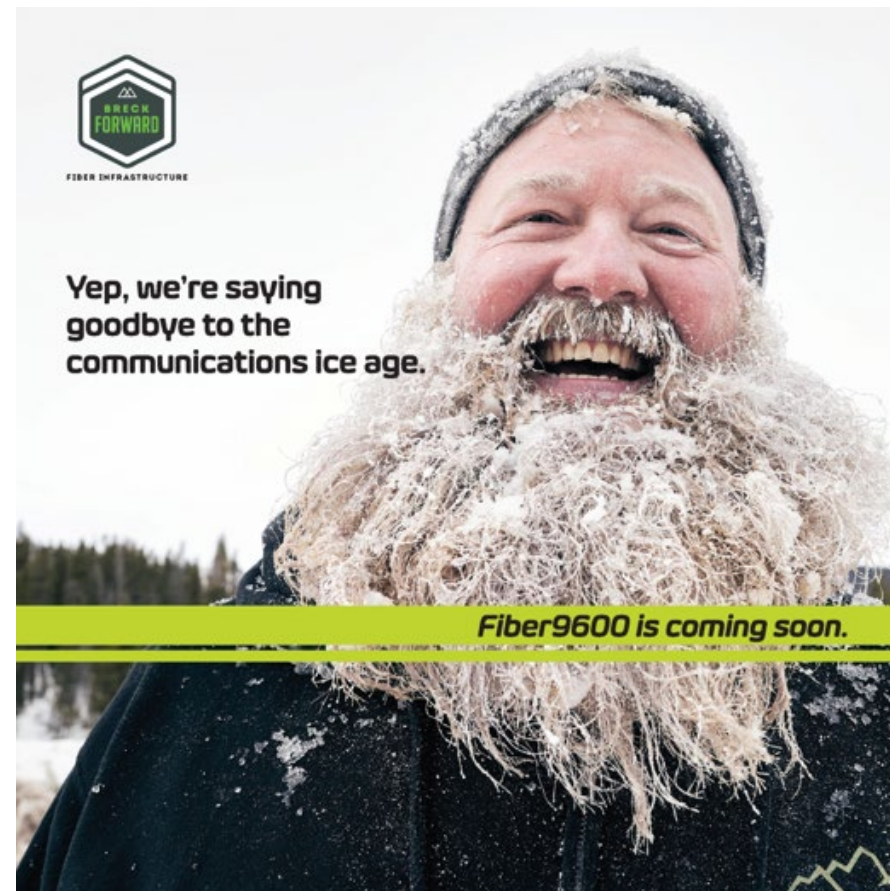
What is the ALLO model

- **Fort Morgan** in 2018
- Public – Private Partnership
- City owns and builds network
- ALLO leases and operates
- First customer live within 90 days
- 8 month project build
- 40 year exclusive lease, first right of refusal

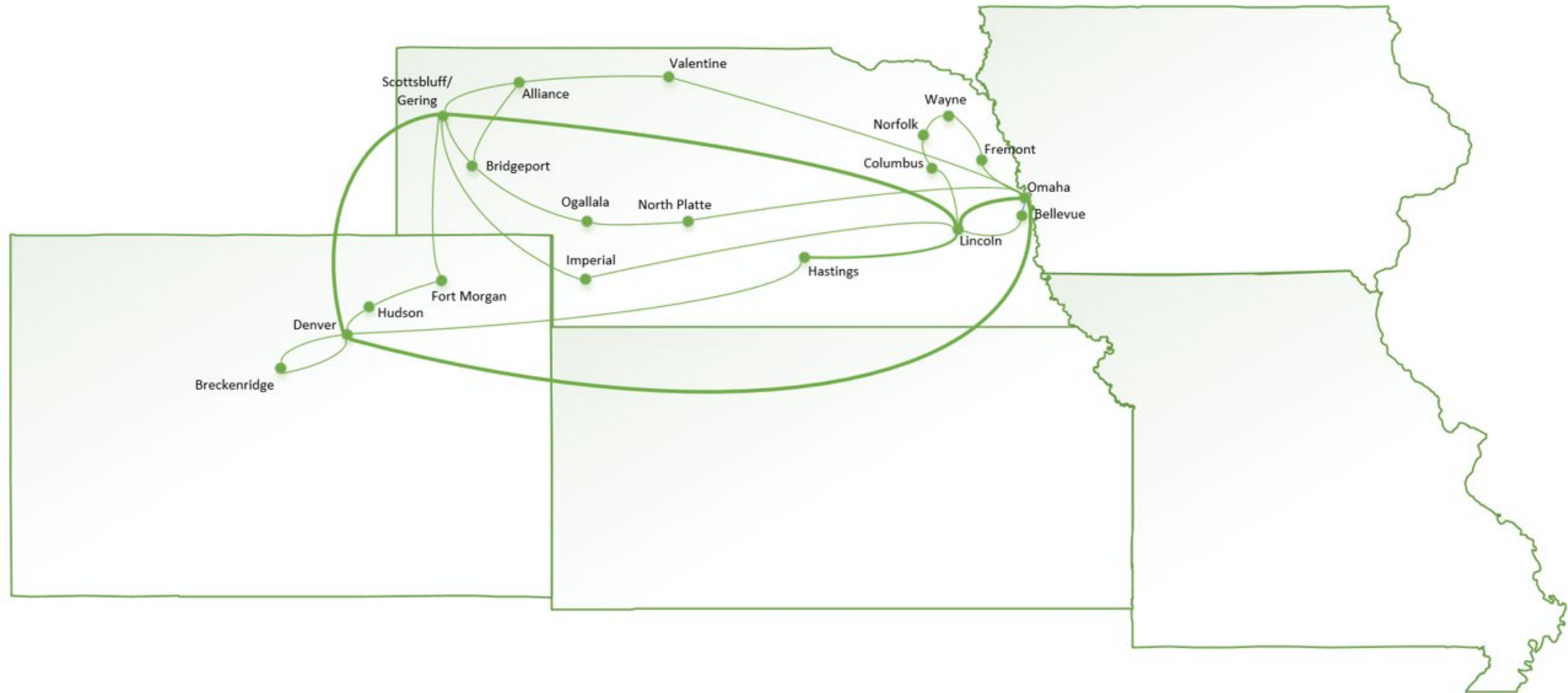


What is the ALLO model

- Breckenridge in 2019
- Public Private Partnership
- City owns network
- ALLO operates / revenue share
- ALLO design / construction mgt.



ALLO's Regional Network

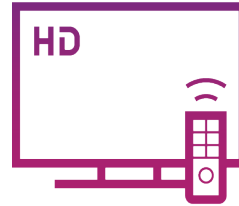


Residential Solutions



ALLO Fiber Internet

- Wireless router included (Wi-Fi 6)
- 50 Mbps, 500 Mbps, and 1 GIG download and upload
- Eliminate buffering
- Connect 100+ devices simultaneously



ALLO Fiber TV

- Full channel lineup
- Local stations
- Wireless set-top boxes
- Award-winning user interface



ALLO Fiber Phone

- Keep existing number
- Unlimited long distance
- Voicemail and call waiting included

Business Solutions



Business Internet and MetroEthernet

- Synchronous internet speeds of 50 Mbps to 1 GIG+
- Dependable, redundant connections minimize latency and jitter
- Layer 2 connections up to 100 GIG
- Remote work solutions



Business Phone and Hosted PBX

- SIP, PRI, POTs, and full features at competitive prices
- Hosted PBX systems with feature-rich solutions



Business TV

- Ericsson Mediaroom with 200+ channels
- Customizable packages

New Market Process

Market Analysis and Selection

- Competitive landscape
- Community engagement
- Efficiency of capital deployment (Hassle-Free)

Team Formation (Together)

- Primary points of contact
- Relationship building

Agreements

- Cable Franchise Agreement
- Construction Agreement
- Pole Attachment Agreement

Design Construct Operate and Grow

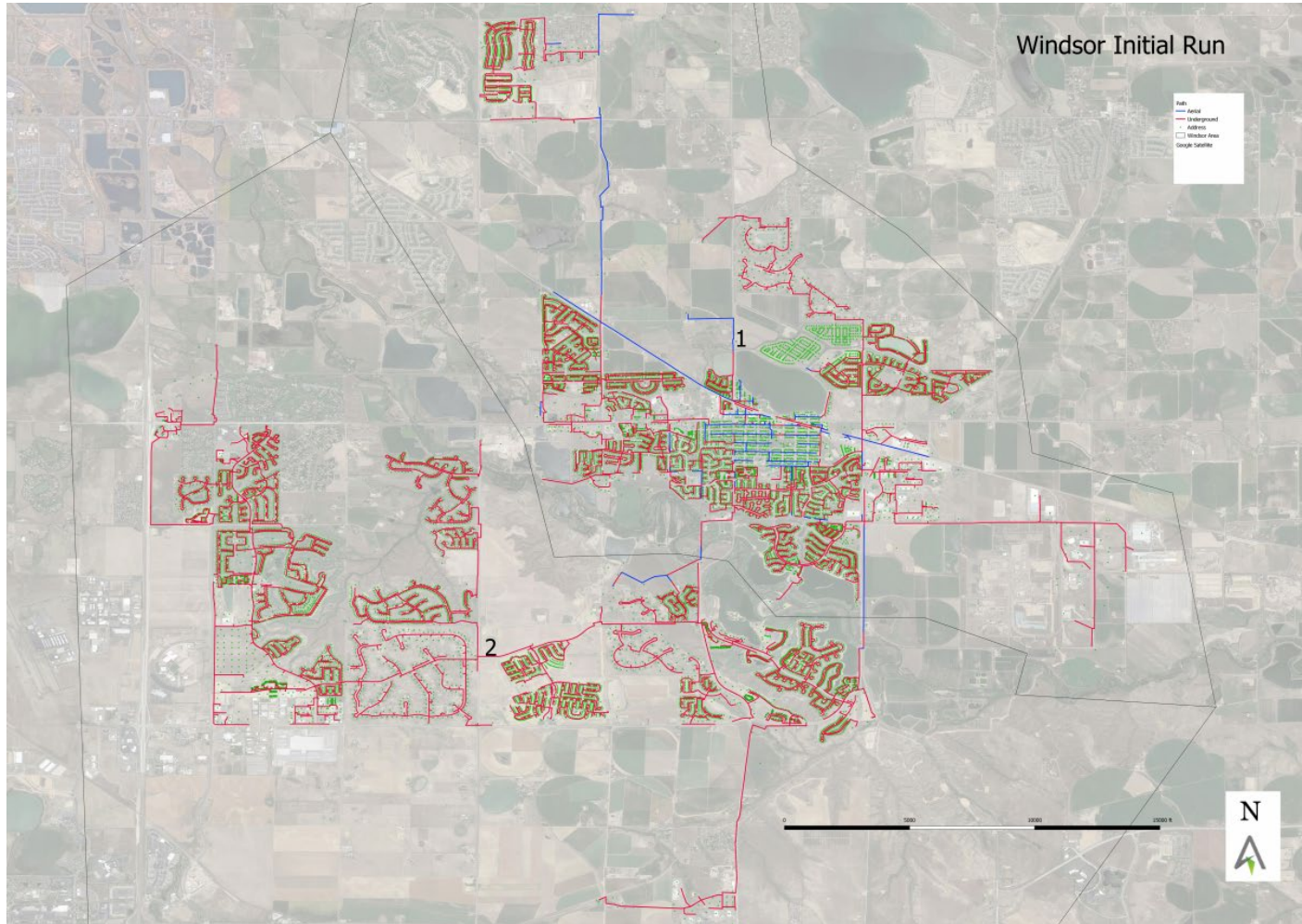
Design – Building Relationships

Every community design is different.

- **Local** - ALLO designers collaborate with City GIS & Utility departments to confirm design preferences and rules, data sources, community preferences, and discuss upcoming major projects to minimize future rework.
- **Innovation** – 1 GIG speeds available to every home and business using Fiber-to-the-Home technology.
- **Future Proof** – XGS-PON and NG-PON2 compliant cabling offering 10 GIG speeds. Fiber cables have 40-50 year life span.
- **No Hassle** – Minimal impact to neighborhoods through boring and aerial cable placements, staying in character of current utilities.
- **Simple** – PON Grids based on 800-1000 customer locations. Centralized 32:1 splitters simplifying construction, service installation, and network troubleshooting.
- **Fast** – Auto designs completed in weeks, not months.
- **Safe** – NEC and NESC compliant.



Optimized Feasibility Design



- Population: 30,477*
- Households: 9,596*
- Parcels: 16,653
- Buried: 95%
- Aerial: 5%
- Strand: 74,402
- Directional Bore: 1,285,257

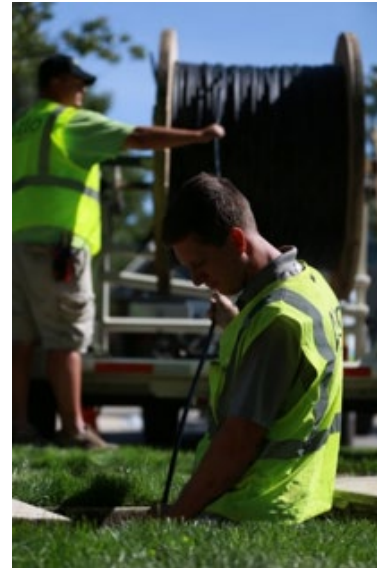
**Via US Census Bureau*

Construction Process



Construction

- Underground contractors may use bore rigs, plows, excavators, and hydro-vacuum machines to construct facilities
- Aerial contractors may use bucket trucks or gaff poles to construct facilities



Splicing and Testing

- ALLO splices and tests all connections



A Proven Partner



Contact Info

Brad Moline, President
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Al Schroeder, P.E., Director of OSP Engineering
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Dave Miller, Director of Ethical Engagement
dmiller2@allophone.net





MEMORANDUM

Date: March 22, 2021
To: Mayor and Town Board
Via: Shane Hale, Town Manager
From: Shane Hale, Town Manager
Re: Town Hall Remodel
Item #: 2.

Background / Discussion:

The Town completed a security assessment of Town Hall at the end of 2019. Concurrently, we asked Infusion Architects and FCI (both were working at the PW facility at the time) to help us rough out an estimate for the Town Hall remodel based on the recommendations in the security assessment.

The initial rough estimate was \$489,000, which didn't account for finishes, technology, furniture, or other professional fees (architect, owners-rep). To account for these undefined costs, a budget of \$750,000 was requested. As we have brought on our full team (architect, owners-rep and general contractor), and have engaged the team at Town Hall to ensure that the facility will meet our needs, our now defined costs are nearing \$1,000,000.

The goals of this project include but aren't limited to:

1. Fully implement the security assessment recommendations.
2. Increase customer service/relocate key departments to ensure accessibility to the public.
3. Fully utilize the existing building (25% of the usable space is in the basement/currently used for storage).
4. Ensure that the spaces meet the needs of Staff (office and meeting space).
5. Make upgrades where appropriate (LED lighting).
6. Complete a refresh of finishes where appropriate (some carpet being replaced, fresh paint, etc.)

Financial Impact:

The approved budget in the CIP is \$750,000. There are two options that the Board can consider if it elects to keep this project moving forward. The first is to pay out of the CIP; the projected reserve at the end of 2021 is \$7.75M. The second option and my/Dean's recommendation would be to use a small portion of the existing fund balance that we projected for the General Fund at the end of 2021. Our fund balance policy says that we should keep \$4.1 million in our ending General Fund Balance and the current projections show that we have a projected balance of \$18.4 million.

Relationship to Strategic Plan:

Address and enhance the security needs assessment at Town Hall is a goal in the Strategic Plan under Strategic Growth/Long Term Capital Needs.

Recommendation:

The timing of the remodel of this facility is very good--50% of Staff are still working remotely, and the Board is largely remote as well. Additionally, there isn't an anticipation that the costs of materials or labor will go down, so there is no financial reason to delay the project. Finally, there's no way to cut \$250,000 out of the existing project without doing damage to the overall project (we'd be unable to fulfill the stated goals of the project).

Given this as a background, Staff recommends that the project proceeds. If the Board is okay with this approach, no formal vote is needed at this time. Staff doesn't anticipate that it will impact the end of the year budgeted expenditures, but if it does the Board would vote then on the supplemental budget.



MEMORANDUM

Date: March 22, 2021
To: Mayor and Town Board
Via: Shane Hale, Town Manager
From: Karen Frawley, Town Clerk
Re: Future Meeting Agenda
Item #: 3.

ATTACHMENTS:

- ▢ Future Meetings Agenda



FUTURE TOWN BOARD MEETINGS

March 29, 2021	Cancelled – 5 th Monday
April 5, 2021 6:00 p.m.	Town Board Work Session Priority Based Budgeting MetroDPA Program Walnut Bikeway Back-in Parking Lot Program at Town Hall Poudre Express bus stop pads budget
April 12, 2021 5:30 p.m.	Town Board Work Session Board-Manager-Attorney Monthly Meeting Code Amendments for Reimbursements
April 12, 2021 7:00 p.m.	Town Board Regular Meeting
April 19, 2021 6:00 p.m.	Town Board Work Session Wastewater Treatment Plant Expansion Discussion Financing Options Sidewalk Food/Beverage Permit Public Consumption Code Update
April 26, 2021 5:15 p.m.	Town Board Work Session Eastman Park Site Visit and Over view Comprehensive Plan Review
April 26, 2021 7:00 p.m.	Town Board Regular Meeting
May 3, 2021 5:30 p.m.	Town Board Work Session Wastewater Treatment Plant Site Visit and Bio Solid Project Update
May 10, 2021 5:30 p.m.	Town Board Work Session Board-Manager-Attorney Monthly Meeting Park Fee Study NISP Public Art Commission
May 10, 2021 7:00 p.m.	Town Board Regular Meeting
May 17, 2021 6:00 p.m.	Town Board Work Session Urban3 Analysis Preview Presentation

May 24, 2021 5:30 p.m.	Town Board Work Session 7 th Street Multimodal and Walnut Street Bikeway Check in Terry Ranch Greeley Update
May 24, 2021 7:00 p.m.	Town Board Regular Meeting
May 31, 2021	Cancelled – Memorial Day Holiday
June 7, 2021 6:00 p.m.	Town Board Work Session Katy Press – Retail Review: Development Opportunity Matches
June 14, 2021 5:30 p.m.	Town Board Work Session Board-Manager-Attorney Monthly Meeting COGCC Update
June 14, 2021 7:00 p.m.	Town Board Regular Meeting
June 21, 2021 6:00 p.m.	Town Board Work Session
June 28, 2021 6:00 p.m.	Town Board Work Session
June 28, 2021 7:00 p.m.	Town Board Regular Meeting

Future Work Session Topics

- Joint Meeting with Town of Windsor, Town of Severance, Fire District and School District – Tentative for Spring of 2021
- Telecom Code (Pending FCC Rules)
- Regional Water Treatment Plant Site
- Proportional services and amenities for planned population
- Economic development/retail needs based on population levels (following retail assessment)