



Broadband and Smart City Ad-Hoc Committee Regular Meeting

Agenda

December 13, 2022 @ 10:00 am

401 S. Park Avenue

welcome

Agendas and all backup material supporting each agenda item are accessible via the city's website at cityofwinterpark.org/bpm and include virtual meeting instructions.

assistance & appeals

Persons with disabilities needing assistance to participate in any of these proceedings should contact the City Clerk's Office ([407-599-3277](tel:407-599-3277)) at least 48 hours in advance of the meeting.

"If a person decides to appeal any decision made by the Board with respect to any matter considered at this hearing, a record of the proceedings is needed to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be based." (F.S. 286.0105).

please note

Times are projected and subject to change.

-
1. **Call to Order**
 2. **Consent Agenda**
 - a. Approve the minutes of the October 20, 2022, regular meeting. 1 minute
 - b. Approve the minutes of the November 17, 2022 regular meeting. 1 minute
 3. **Public Comments (for items not on the agenda): Three minutes allowed for each speaker**
 4. **Action Items**
 5. **Non-Action Items**
 - a. Formal Kick-Off of Consultant Engagement with Magellan 1 hour
 6. **Staff Updates**
 - a. 2023 Meeting Schedule 5 minutes
 - b. Extension of Broadband/Smart City Ad-Hoc Committee 5 minutes
 7. **Board Comments**
 8. **Upcoming Agenda Items**
 9. **Adjournment**



Broadband & Smart
City Ad Hoc
Committee

agenda item

item type Consent Agenda	meeting date December 13, 2022
prepared by Kim Breland	approved by
board approval	
strategic objective	

subject

Approve the minutes of the October 20, 2022, regular meeting.

motion / recommendation

background

alternatives / other considerations

fiscal impact

ATTACHMENTS:

[Broadband-Smart City Ad-Hoc Committee Meeting Minutes 102022.pdf](#)



Broadband/Smart City Ad-Hoc Committee Regular Meeting Minutes

October 20, 2022 at 9:00 a.m.

Commission Chambers
401 S. Park Avenue Winter Park, FL

Present:

Chris Johnson and Janelle Zurek, Richard James, James Everett, and Michael Poole. Absent: Wes Naylor and Paul Conway

Also Present:

Director of Information Technology Parsram Rajaram; and Recording Secretary Kim Breland.

Call to Order:

Mr. Rajaram called the meeting to order at 9:09 a.m.

Consent Agenda

Approval of June 30, 2022 meeting minutes. Approved by consensus.

Staff Updates

Public Comment (for items not on Agenda)

Non-Action Items

- a. Review responses and recommendation of consultant - RFP26-22 - Connectivity Master Plan and Smart City Initiative Consultant Services.

Mr. Rajaram informed the committee that Magellan Consultants won the RFP for the Connectivity Master Plan and Smart City Initiative consultant services and the purpose of the meeting would be to review Magellan's response for committee feedback. The negotiations process will start next week and once those proceedings are concluded, the consultant will start working with the city. He anticipates the official kick-off of the project will happen in January and will have a 9-month timeline to project completion.

Mr. Rajaram noted that the committee will need an extension from the commission now that the project is moving forward and sees no issues with getting the approval. He noted Magellan has been acquired by Jacobs Engineering and Procurement will be discussing how/if the acquisition could affect the project and ensure the project team listed in the response will remain the same including Courtney Violette, who was involved in the previous Magellan study.

Connectivity Master Plan - Mr. Rajaram said the first part of Magellan's response is the connectivity master plan and the consultant is proposing an analysis of current broadband conditions and future trends. He stated that the analysis will help the city determine whether it wants to be in the ISP business. He noted that Lumen has begun pulling permits and anticipates having the entire city covered in fiber within the next 8-16 months. In response to

questions, he stated that part of the consultant analysis will include permit data which will provide more information on the Lumen project.

Non-City Owned Broadband Infrastructure - Mr. Rajaram stated the next part of the Magellan response includes an assessment of non-city owned broadband infrastructure and stated that he is hopeful the assessment will help the city determine if it should be in the broadband business for city government. Mr. Johnson added that it would be beneficial for the consultant to conduct an analysis of Spectrum to assess issues related to coverage and interference issues. Discussion followed on coverage issues throughout the city, what areas should be part of the analysis, and providing the consultant with a clear definition of Winter Park as it relates to the project. Mr. Rajaram will work with the GIS department to determine the city's boundaries. Dr. James noted that the city may annex some areas on Lee Road into the city and suggested the locations be included in the coverage map.

GAP Analysis - Following the assessment, the consultant will be doing a GAP analysis to determine where the city is and how to bridge the gap to where the city wants to be. Mr. Rajaram feels the business plan will determine what the city needs to get into an ISP model. Discussion followed on parameters needed in the business plan to determine how the city will move forward.

Smart City initiatives – Mr. Rajaram spoke about the smart city initiatives listed in the response and said he feels the consultant looked at everything the city needs to become a smarter Winter Park. He talked about various smart city initiatives being implemented in different cities around the world. Mr. Johnson remarked that he feels traffic signaling is a huge technology needed in Winter Park and should be a primary focus. Ms. Zurek suggested the committee have a discussion with the consultant to understand what they might see as objectives for the city. In-depth discussion followed on the overall objectives for the city with a focus on traffic technology needs.

SWAT Analysis – Mr. Rajaram stated that the purpose of the analysis is to address the smart city objectives. Discussion continued on traffic issues and potential solutions.

Mr. Everett spoke about the list of stakeholders in the response and feels the arts communities and institutions like the Morse Museum should be included and would benefit from smart city technologies and engagement with the community. In addition, he feels parks and local businesses should be included as well. Mr. Johnson noted that Seminole County should be included as the Winter Park Police has initiatives with Seminole County.

Discussion was held on the timeline of the project, committee involvement and business and funding plans. Mr. Poole suggested the committee meet with the project team to keep updated with the progress. Mr. Poole added that he feels the timelines for the business, financial and funding plans should be the same because the funding strategy will guide both the business and financial aspects of the project.

The committee discussed the meeting schedule for the remainder of the year. The overall consensus was to have a meeting with Magellan (if possible) prior to the holiday season to review next steps.

Action Items

None

Board Comments

None.

Adjournment

The meeting adjourned at 10:20 a.m.

Respectfully,

Kim Breland

Recording Secretary



Broadband & Smart
City Ad Hoc
Committee

agenda item

item type Consent Agenda	meeting date December 13, 2022
prepared by Kim Breland	approved by
board approval	
strategic objective	

subject

Approve the minutes of the November 17, 2022 regular meeting.

motion / recommendation

background

alternatives / other considerations

fiscal impact

ATTACHMENTS:

[Broadband-Smart City Ad-Hoc Committee Meeting Minutes 111722.pdf](#)



Broadband/Smart City Ad-Hoc Committee Regular Meeting Minutes

November 17, 2022 at 9:00 a.m.

Commission Chambers
401 S. Park Avenue Winter Park, FL

Present:

Chris Johnson and Janelle Ward Richard James, James Everett, Paul Conway and Michael Poole. Absent: Wes Naylor.

Also Present:

Director of Information Technology Parsram Rajaram; and Recording Secretary Kim Breland.

Call to Order:

Mr. Rajaram called the meeting to order at 9:00 a.m.

Consent Agenda

Staff Updates

Public Comment (for items not on Agenda)

Non-Action Items

a. Discussion with Magellan Advisors

Mr. Rajaram introduced Courtney Violette, COO of Magellan Advisors and project leader/consultant for the Winter Park Smart City project. He explained that Mr. Violette was in attendance to speak to the committee about the bid response and to answer any questions the committee may have.

Mr. Violette reminded the committee that he worked with staff on the Magellan study back in 2015/2016 and his understanding is this new project would be a continuation of some of the work done at that time. He stated that Looking at what's been accomplished and reviewing action items developed from that plan, activity master plan, new partnerships that have been built and new infrastructure gives chance to update maps opportunities

Magellan will work with staff to understand where the gaps are in connectivity as it relates to city connectivity and municipal infrastructure, they will look at broadband activity to understand how the market is served from the residential and business perspective. He understands the city is not looking to, most likely going into the retail provider business, but it's important to know who served well and who isn't. The goal for the city of Winter Park is to have ubiquitous high-speed coverage to everyone, right every household, every business.

within the you know connectivity, master Plan, we will develop a five year. Um schedule. It talks about a financial plan within your scope and going to look at what the capital costs are to build out uh these areas, or these gaps uh to build the city's network as it needs to be built out. financial projections around, you know, capital spending operational costs, and then we'll talk about how revenue is generated at some point.

Mr. Poole noted that one of the issues the city is looking at is whether to become an ISP provider and expressed the importance of understanding revenue feasibility. Mr. Violette said the team will look at the city's conduit and fiber, where it's been constructed, and see what revenue can be generated. Mr. Violette explained that in 2005 the state removed city and county's rights and abilities, to be retail providers unless very strict processes are followed. In-depth discussion followed on the state law parameters for municipalities to become providers.

Mr. Violette summarized that Magellan's plan is to look at government utility, and city connectivity requirements, and then perform an evaluation of last-mile services for everyone else within the community. He stated that his team will work with city staff to understand department connectivity needs as well as review the projects that the city has worked on over the years including 5g initiatives, undergrounding, and the public wi-fi deployed on the city's tower sites.

Mr. Violette said that from a smart city planning perspective, the team will perform stakeholder outreach, and meetings with city departments at the same time to determine connectivity needs, as well as to understand what type of smart city initiatives they've either taken on and which have been deployed or are being managed. In addition, they engage staff to help them understand what other cities have been doing, and what type of initiatives are out there underway that could be an impact or a positive impact, perhaps for Winter Park. The team will develop a full plan for any of those initiatives or projects that are identified. The five-year business plan will prioritize funding of those projects.

Community outreach plan – Mr. Violette spoke about the documents submitted to support the community outreach planning effort. He said the Magellan team has recommended conducting community engagement after substantial progress has been made on the project then presenting the community with concepts, ideas, and initiatives for feedback followed by a survey on those findings to ensure the community agrees with the concept, vision, and action plan.

Discussion was held on broadband availability and how Magellan will determine the future plans of providers. Mr. Violette responded that because the state is providing federal funding to build broadband, some providers are sharing a lot of information on future plans. He stated that the team will conduct a market analysis to determine if Winter Park is eligible for any funding.

Mr. Conway asked if there are any integration opportunities with surrounding cities and counties (Maitland, Orlando, Orange County) as part of the smart city action plan. Mr. Violette said Orange County has begun a huge smart city planning initiative plan over the past few years and as stakeholder outreach is planned out, the team will be reaching out to the county and neighboring cities if they have similar programs. In-depth discussion followed on strategies for monetize pieces of the smart city action plan, opportunities for grant funding, funding challenges, and the city's funding model as it relates to smart city initiatives.

Further discussion followed on broadband technologies and initiatives used by other cities, and enhanced public safety and security technology.

Mr. Violette reviewed the project team and that he will be leading the project along with Broadband Consultant Greg Whelan who will oversee smart city elements and Senior Consultant Mike Johnson will work on infrastructure analysis along with their GIS and fielding teams.

Discussion followed on Magellan's interactions with providers such as Lumen and Spectrum, where those providers are implementing fiber undergrounding and the city's undergrounding efforts. Mr. Violette gave examples of various undergrounding projects Magellan has worked on throughout the state. The discussion returned to the monetization of smart city initiatives for Winter Park.

Action Items

a. Discussion of Meeting Schedule

Mr. Violette said Magellan had just received the formal contract for review and suggested having a formal kick-off meeting the first or second week of December and taking the following 30 days period to collect data, update maps, and create the outreach schedule.

Consensus was to have the project kick-off meeting on December 13, 2022, at 10:00 a.m.

Board Comments

None.

Adjournment

The meeting adjourned at 10:10 a.m.

Respectfully,

Kim Breland

Recording Secretary



Broadband & Smart
City Ad Hoc
Committee

agenda item

item type Non-Action Items	meeting date December 13, 2022
prepared by Parsram Rajaram	approved by
board approval	
strategic objective On the 28th of July 2021, the City Commission adopted Ordinance 3210-21 establishing a Broadband and Smart City Ad-Hoc Committee. The Committee recommended the hiring of a consultant to assist in delivering outcomes. An RFP was published on August 31st 2022. The Commission awarded the contract to Magellan Consultants on October 6th 2022.	

subject

Formal Kick-Off of Consultant Engagement with Magellan

motion / recommendation

background

alternatives / other considerations

fiscal impact

ATTACHMENTS:

[ORD3210-21signed.pdf](#)

ATTACHMENTS:

[Magellan Connectivity Master Plan and Smart City Initiative Consultant Services.pdf](#)

ORDINANCE 3210-21

AN ORDINANCE OF THE CITY COMMISSION OF THE CITY OF WINTER PARK ESTABLISHING A BROADBAND AND SMART CITY AD-HOC COMMITTEE; PROVIDING FOR SUNSET AND AN EFFECTIVE DATE.

WHEREAS, in accordance with Chapter 2, Section 2-48(1), City of Winter Park Code of Ordinances, the City Commission hereby creates a temporary five (5) member Broadband and Smart City Ad-Hoc Committee for the purpose of evaluating Smart City Technologies to foster continuous improvements in services, and advance Broadband standard of service, technology, choice, and availability, to citizens and visitors of the City of Winter Park, making recommendations concerning the same to the City Commission; and

WHEREAS, the Winter Park City Commission finds that this Ordinance is in the best interest and welfare of the residents and visitors of the City of Winter Park.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COMMISSION OF THE CITY OF WINTER PARK, FLORIDA, AS FOLLOWS:

Section 1. Recitals. The above recitals are true and correct and are incorporated herein by this reference.

Section 2. Creation. The City Commission hereby creates the Broadband and Smart City Ad-Hoc Committee ("Committee") for the purposes of:

1. Serving as a forum for the discussion of Smart City and Broadband standard of service, technologies, including, but not limited to, fiber optic technology, and related concepts among stakeholders.
2. Evaluating methods of ensuring adequate broadband choice, availability, and capacity.
3. Developing an outline for a Smart City strategic plan.
4. Exploring Smart City implementation strategies for the City.
5. Aligning Smart City initiatives with other City objectives and priorities.
6. Evaluating the costs of implementing, administering, and maintaining any such broadband technologies.
7. Exploring innovative and creative ways to utilize such broadband technologies.

The Committee shall develop recommendations to the City Commission that would allow for:

1. Broadband availability and choice.
2. Optimizing traffic flow.

3. Expanding public WiFi.
4. Environmentally friendly buildings.
5. Enhanced Public Safety and Security.

The Committee is an ad hoc committee which is intended to sunset as set forth herein. The Committee shall consist of seven (7) members being residents of the City of Winter Park. The Mayor shall have three (3) appointments and each Commissioner shall each have one appointment to membership of the Committee. The Committee shall elect from its membership a Chair and Vice Chair. The Committee shall generally follow the rules set forth in Chapter 2, Article 111, Division 2, City of Winter Park Code of Ordinances. The recommendations of the Committee to the City Commission must be approved by a majority vote of the Committee. The City Manager (or designee), IT Director and other City staff shall provide reasonable assistance to the Committee as needed.

Section 3. Sunset. The Broadband and Smart City Ad-Hoc Committee shall sunset and terminate 180 days following the effective date of this Ordinance, unless terminated earlier or extended by majority vote of the City Commission. Due to the temporary nature of the Committee, this Ordinance is not to be codified into the City Code.

Section 4. Effective Date. This Ordinance shall take effect immediately upon adoption.

Adopted at a regular meeting of the City Commission on this 28th day of July, 2021.



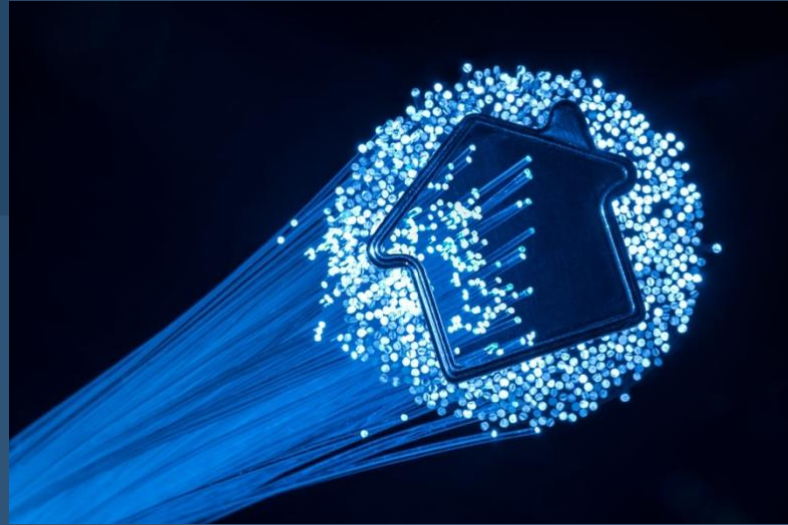
Phillip M. Anderson, Mayor

Attest:



Rene Cranis, City Clerk

CITY OF WINTER PARK, FLORIDA



Connectivity Master Plan & Smart City Initiative Consultant Services

Prepared for:
Winter Park, FL
City Clerk
cityclerk@cityofwinterpark.org

Prepared by:
John Honker
Magellan
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Cover Letter

August 31, 2022

Dear City of Winter Park:

Magellan is pleased to submit our response to the City of Winter Park's RFP for its Connectivity Master Plan & Smart City Initiative. Our mission is to provide a single source solution to innovative cities that believe in broadband's ability to transform communities. Our staff comes from other cities that have implemented broadband. They carry the most experience industry-wide in planning, community needs assessments, engineering, construction management, inspections, sales, marketing and operations. Magellan provides a full spectrum of services to our municipal clients, because we know that they need guidance on all stages of broadband planning and development, as well as guidance on how to fund, deploy, launch, operate and provide the best levels of services to their citizens and businesses.

We're excited at the opportunity to work with the City of Winter Park again on this very important initiative. Over our 18 years in business, we've worked with over 400 municipalities and communities across North America. This experience has shaped the way we serve our clients' needs. It's led us to develop a consultative and collaborative approach, ensuring that your community is engaged, and their needs are well-defined. We work hard to develop innovative solutions to deploy broadband networks because we know the political, financial, regulatory and operational challenges that cities face in implementing these projects. Our real-world experience designing, building and operating these networks allows us to customize them specifically for your needs to ensure the best chance of success. We believe that broadband consultants are only as good as the results they produce in their clients' communities. Through our work, we've helped municipalities enhance their communities with leading edge broadband services nationwide. Magellan is prepared to guide the City through this complex process to evaluate the feasible options to support your decision-making process around broadband strategies.

If you have any questions or we can be of assistance in any way, please feel free to contact me with any questions or comments. You can reach me directly at 786-208-8952 or jhonker@magellanbroadband.com.

Sincerely,

A handwritten signature in blue ink, appearing to read "John Honker".

John Honker
President & CEO, Magellan

Magellan's Experience

Magellan serves local governments nationally with offices in Texas, Colorado, Florida, California and Missouri. Our Colorado headquarters are located at 999 18th Street, Suite 3000 Denver, CO 80202. Magellan's web address is www.magellanbroadband.com. Magellan Advisors, LLC was founded in January of 2004 and has been in operation as a Limited Liability Company since inception. Magellan's office number is 888-960-5299. The contact for this contract is President & CEO John Honker 786-208-8952, jhonker@magellanbroadband.com. Magellan has maintained a level workload over the past three years for our staff with flexible timelines giving our staff ample room to manage all projects and availability to take on new projects that best fit their roles and disciplines. We have more than adequate resourcing and availability to complete this Connectivity Master Plan & Smart City Initiative Project as outlined by the City's RFP. Magellan is prepared to hit the ground running to meet these deadlines, with work beginning immediately upon contract approval. Our past history working with Winter Park on its early fiber strategy will allow us to execute this engagement efficiently, having such good working knowledge of the City, and its leadership.

Our staff understands the goals of local governments that recognize broadband as a policy issue. In our feasibility studies, we help educate, inform and direct municipalities to the most feasible options for solving local broadband issues. We work with internal and external stakeholders to build a profile of your community to determine the current state of broadband and identify key issues. Based on real-world solutions, we help you determine the best opportunities to close gaps and position your community for the future. We believe that every community is unique and customized broadband strategies are essential in every project we undertake. In every case, we have helped municipalities find and implement the right solutions to enhance local broadband.

We are the only firm that creates custom tailored broadband networks to achieve municipal objectives. Our networks deliver the fastest internet services at the lowest cost, while giving municipalities a platform to deploy smart city innovations that help them manage their communities. We've led the planning, funding, construction and management of over 50 fiber broadband networks passing over 1 million households and connecting more than 1,000 schools, hospitals, government offices and community organizations totaling over \$1 billion in investments. Magellan has helped more communities successfully plan, implement and manage broadband networks than any other firm in the market.

MAGELLAN'S COMPLETED AND ONGOING FLORIDA PROJECTS

Magellan Broadband has helped hundreds of local governments throughout North America and we have extensive experience in the State of Florida. References are provided in the appropriate section and if further references are needed, we will be happy to provide them.

			FEASIBILITY STUDY	FIBER MASTER PLAN	BROADBAND BUSINESS PLAN	GRANT DEVELOPMENT	BROADBAND POLICY	ENGINEERING DESIGN	PERMITTING	PROCUREMENT	CONSTRUCTION MANAGEMENT	CONSTRUCTION INSPECTIONS	STARTUP & LAUNCH	OPERATIONS & MANAGEMENT	SALES & MARKETING	BROADBAND EXPANSION
City of Cape Coral	FL	City			•											
City of Clermont	FL	City	•			•		•	•	•	•		•		•	
City of Fort Lauderdale	FL	Smart City	•	•		•		•								
City of Gainesville	FL	City			•											
City of Lakeland	FL	City	•			•		•								
City of Jupiter	FL	City	•			•		•		•	•		•		•	
City of Winter Park	FL	City	•	•		•		•								
City of Bartow	FL	City	•			•		•								
Orlando Utilities Commission	FL	City	•													
City of Winter Garden	FL	City	•			•		•								
City of Palm Beach Gardens	FL	City						•								
City of Palm Coast	FL	City	•			•		•		•	•		•		•	
City of Winter Haven	FL	City	•			•		•								
City of Sunrise	FL	City						•								
Charlotte County	FL	County	•			•		•								
City of Oakland Park	FL	County	•													
Escambia County	FL	County	•		•	•		•								
Glades County	FL	County														
Seminole County	FL	County	•			•		•								
Lakeland Utilities	FL	Electric Utility			•	•										
Hendry County	FL	Regional	•		•	•										
Babcock Ranch	FL	Smart City			•											

FIBER ENGINEERING DESIGN

Design it right the first time and it will last a lifetime. Our engineers work extensively with utilities to design broadband networks for the latest technologies, fastest speeds and lowest costs.



For municipalities, we connect your facilities, schools, hospitals and corridors with high-capacity fiber backbones to ensure connectivity for community needs, broadband and smart city applications. Our design work encompasses aerial and underground engineering to build the most advanced fiber networks to meet the needs of communities for years to come.

Aerial Fiber Engineering

- Strand and lash, ADSS engineering for overhead placement on utility poles
- Pole survey using GPS with sub-meter accuracy
- Make-ready engineering
- Pole loading analysis
- Pole attachment applications
- Pole permitting
- Low-level engineering, construction prints, bills of materials and cost estimates

Underground Fiber Engineering

- Underground fiber placement in rights of way, specific to each community's construction standards
- Directional boring, trenching, saw-cut and other construction methods
- Constructability surveys and fielding
- Low-level engineering, construction prints, bills of materials and cost estimates
- Right of way and third-party permitting
- Field changes, markups and final as-builts

Sample Projects

- City of Chesapeake, VA – 170-mile fiber design to connect all City facilities, business districts and redevelopment areas.
- City of Portsmouth, VA – 65-mile fiber backbone design to connect all City facilities, enable Wi-Fi at key locations and support expansion of local broadband services.
- City of Boulder, CO – 65-mile fiber backbone design to support City facilities, public housing, economic development and lay a foundation for fiber to the home broadband.

FIBER CONSTRUCTION PACKAGES

We manage the entire procurement process for fiber and wireless projects to give you the most competitive bids from vendors across the broadband marketplace.



Magellan provides city and county organizations with detailed construction package development for their fiber and wireless broadband projects. We work with you to craft construction bids using your construction standards to ensure contractors follow your policies and minimize community impacts. Our construction plans are designed to seek the best and lowest competitive bids from leading contractors.

Construction Bills of Materials

- Detailed BOMs for aerial, underground, facility and equipment installations
- Design specifications for fiber, conduit, structures, splice enclosures, splitter cabinets, equipment shelters, points of presence and data center construction
- Unit-based BOMs for labor, materials, facilities, equipment, hourly labor and specialized services

Construction Procurements

- Review and integration of the latest broadband standards into your existing construction code
- RFP/IFB development, scopes of work and bid forms
- Construction contract review and recommendations
- RFP/IFB oversight, pre-bid meetings, Q&A, addenda, short-listing and selection of contractors

Sample Projects

- City of Portsmouth, VA – Construction bid packages, procurement, evaluation and selection for 65-miles of fiber construction.
- City of Boulder, CO – Construction bid development, release and selection for an \$11 million fiber backbone construction project.
- City of Dayton, TX – Invitation to bid advertisement, review and selection of contractors for a \$13 million fiber to the home broadband network.
- City of Ann Arbor, MI – Invitation to bid for a \$5 million fiber backbone expansion to support the City's local economic development and business retention programs.

FIBER CONSTRUCTION MANAGEMENT

We are your turnkey partner to manage all fiber and wireless construction to ensure broadband networks meet your community's needs.



As a turnkey construction management provider, we are in the field daily, overseeing construction, coordinating field changes, inspecting workmanship and ensuring adherence to local, state and federal standards. We have managed fiber and wireless construction in 25 different markets across the US for cities, counties and utilities. Our construction managers are on the ground in your community every day for the entire construction lifecycle. We coordinate all construction activities between contractors, public works, permitting, utilities and public relations to ensure timely completion.

Construction Management

- Overall program management and reporting to your departments
- Interface with permitting, public works, utilities, community engagement and the contractors
- Construction production tracking, accounting, invoice review and approvals and close outs
- Field changes and constructability analysis

Construction Inspections

- Daily onsite inspection of underground and aerial construction projects
- Site visits and coordination for fiber installation
- Fiber splicing, termination, testing and inspections
- Experienced inspections for federal broadband grant and loan compliance
- Punch-list and close outs

Sample Projects

- City of Boulder, CO – Turnkey construction management and inspections for 65 miles of fiber backbone throughout the City.
- City of Dayton, TX – Turnkey construction management and inspections for a Citywide fiber to the home network covering 5,000 homes.
- City of Portsmouth, VA – Construction oversight and inspections for the City's 65-mile fiber backbone connecting City sites, schools and utility locations throughout the city.

Project Staff Qualifications

Courtney Violette will be the City of Winter Park's Connectivity Master Plan & Smart City Initiative Project Executive and has experience in leading Broadband Master Plans, Feasibility Studies, Smart City Application, and Fiber Design projects all over the United States with a specialty in the state of Florida. All broadband expansion projects come with unknown variables and our proven methods are ready to tackle any technical or regulatory hurdles involved in the project. Our team is comprised of financial experts in the field of broadband funding and implementation costs. We will use their expertise to guide all phases of the project.

Courtney Violette - Chief Operating Officer Project Executive



Courtney has led over one hundred municipal broadband planning and implementation projects across the country. He is a Certified Fiber-To-The-Home Professional and holds several technical certifications in broadband, information technology and information security. Prior to joining Magellan, he spent six years as the CIO for the City of Palm Coast. During this time, he planned and built the first true City-owned open-access network in the Southeast. Through his leadership, the network grew to serve government, business, education and healthcare needs across the City, saving these organizations millions of dollars and providing gigabit connectivity to meet the community's needs. Courtney holds an MA in Information Technology Management and a BS in Computer Science from Webster University.

Mike Johnson - Senior Consultant Project Manager



Mike has over 30 years of extensive experience in wireless communications and broadband data network design. He uses his extensive history and knowledge to assist clients in accomplishing project planning and deliverable essential to deploying successful communications and data systems. His strengths include program management, requirements gathering, field test engineering, equipment evaluation, engineering management, and analyzing complex design conceptions. He has also designed wireless broadband equipment for Point to Point, Point to Multipoint and Mesh Radio Networks. Mike holds four patents on spectrum sensing, channel coordination, and dynamic location information. He also has current certifications in FTTx architecture, Fiber Plug and Play modules, and FTTx link budgets. Mike holds a Bachelor of Science in Electrical Engineering from the University of Florida.

Matthew Southwell - Associate Project Manager - Design



Matthew Southwell has over 13 years in the telecommunications field. Matthew's career began as a U.S. Army Sergeant where he worked on tactical communication systems, Sat-Com radio systems, and deploying weekly COMSEC key changes OTAR (Over the Air Rekeying) with newly deployed radio systems during two Operation Enduring Freedom deployments. Matthew's private sector work includes work with a Motorola radio distributor and contractor where he supported many Federal, State, and local County entities to include: Department of Homeland Security, Immigration and Customs Enforcement, Drug Enforcement Administration, Florida Highway Patrol, Greater Orlando Airport Authority, Orange County Sheriff's Office, and the Lake County Sheriff's Office. Matthew joined Magellan Broadband in 2016 as a telecommunication analyst where he has contributed his knowledge and technical expertise to over 65 broadband projects. Matthew's current role within Magellan includes analysis of client GIS data and mapping, creating conceptual network designs and costing estimates for future fiber builds. Matthew is a Certified Fiber to the Home Professional (CFHP) and holds a Business Management Degree with High Honors from Keiser University in Orlando, FL.

Al Kamuda - Design Team Lead



Al Kamuda is a seasoned telecommunications and GIS professional with over 20 years' experience in telecommunications engineering, mapping, design and outside plant construction. Prior to joining Magellan, Al was the Senior Design Manager for the Central Florida region at Spectrum (Charter Communications), where he led the planning, project management and implementation of outside plant design for various company growth projects including residential, commercial, cellular backhaul and metro WIFI. His extensive experience with the telecommunications industry, CAD platforms and geospatial expertise along with his strategic forward thinking provides an extremely diverse skill set that allows him the valuable insight needed to understand the client's objectives in all aspects of telecommunications construction and design processes.

Kelly Dela Cruz - Project Management Analyst



Kelly is an experienced Analyst with a proven track record of success in various fields such as hospitality, fintech, retail and manufacturing. Her expertise lies in the intersection of User Experience Design and Analytics where she is able to transform project related data and insights into narratives that connect various stakeholders both technical and non technical and act as a catalyst for value creation. Driven by growth opportunities in every community, she believes in maximizing the resources available to them by forming and maintaining coherent, up to date and accurate informative documentations. Kelly as an avid learner has recently earned her master's degree in International Business with a specialization in Business Analytics.

Work Plan

CONNECTIVITY MASTER PLAN

We will prepare a Connectivity Master Plan that will clearly outline how the City can satisfy its connectivity goals while capitalizing on its existing efforts and projects. The Connectivity Master Plan will include:

Analysis of Current Broadband Conditions and Future Trends

We will conduct a comprehensive asset inventory of the current City-owned broadband assets in Winter Park including conduit, fiber, antennas, poles, towers, abandoned facilities, active facilities, and other infrastructure to determine their usefulness for expanding broadband within the City. This effort will provide a realistic assessment of assets available for support Smart City applications and expanding broadband connectivity.

We believe that the following components should be analyzed:

- Underground conduit, innerduct, empty and available conduit
- Fiber cables, strand counts, splice points, terminations and utilized strands
- Vault and handhole locations
- Available and reserved capacity throughout the network
- Construction and placement method policies
- Current as-builts and documentation
- Terminating locations and public facilities
- GIS maps including publicly-owned property, right of way, easements
- Location of capital improvement projects and economic development zones
- Current and planned locations of public safety cameras and traffic signal interconnect

Magellan will request GIS files, capital projects, planning and development data from the City to develop a broadband asset map. Using this data, we propose to first build a geo-correct layer of conduit and fiber, identifying placed conduit, type, size, status (occupied/vacant) and related information. A second layer will incorporate poles, traffic signal cabinets and other assets to be used for expanding broadband.

Assessment of NON-CITY-Owned Broadband Infrastructure

We will document and assess all publicly- and privately-owned networks in the City including:

- Conduit and fiber routes
- Aerial assets including access to and condition of poles,
- Existing wireless telecommunications sites, including publicly available Wi-Fi access points, cellular towers and other antenna placement locations, fixed wireless installations and technologies under development, including but not limited to narrow band systems
- Privately and publicly (non-city) owned data centers, Internet exchange facilities and intercity fiber route access points.

This information will come from a variety of sources, including our comprehensive broadband database, third-party research, and information obtained from the providers and infrastructure owners themselves.

Gap Analysis

Based on the findings of our previous tasks, our team will conduct a gap analysis indicating the need for additional resources and policies in order to meet the City's Smart City and broadband goals. We will illustrate where the digital divide may be most apparent and identify key regions of the City where economic development could be bolstered by broadband. The gap analysis will be based upon Magellan's deep experience with municipal Smart City and broadband initiatives and will include:

- Comparison of the City's existing broadband resources and policies with what will be required to meet the broadband infrastructure goals of the plan including:
 - Identification of existing resources and policies that are sufficient for meeting current and long-term goals
 - Identification of resource and policy gaps that constrain or inhibit attainment of those goals
 - Identification of existing resources and policies that are currently sufficient for the purpose of attaining those goals but could be better configured, managed or otherwise optimized or improved.
 - Recommendations on routes and locations of fiber and/or wireless infrastructure, equipment and points of connection and identification of infrastructure and technical requirements for any recommended network build.

Business Plan

The information from Magellan's business case will help the City evaluate various business models for deploying broadband services, as each has different funding requirements, rates of return and risk profiles.

Magellan will work with Winter Park to define the most optimal business models to evaluate for broadband deployment, which may include the following:

- Retail services to a range of customer segments, including residential and/or commercial;
- Retail services that leverage other utilities for outsourced content and services;
- Fiber leasing arrangements;
- Public-private partnerships with existing providers;
- Retail services to government, education, healthcare and anchor organizations.
- Dark fiber investment only, using private partners for operations and management;
- Others to be determined.

We will work with the City to identify the optimal business models by analyzing the financial outcomes of each. This process will assess the funding requirements (upfront and ongoing), revenues, operating costs, debt service costs, renewal and replacement and related costs borne by each business model.

Financial Plan

Using market derived data Magellan's team will develop a business case and cost estimate for the network for the City. Magellan utilizes a detailed financial model that has been purpose-built for municipal broadband. The financial model accounts for all revenues, costs, funding, debt service, reserves and expansion costs, including engineer's estimates and documentation of all costs and assumptions.

The methodology for the financial analysis will include:

1. Capital costs for the broadband network, including one-time and ongoing capital expenditures;
2. Operating costs for maintenance, field services, staffing, billing and customer service and others;
3. Renewal and replacement costs based on the economic lifetime of each asset class;
4. Customer markets and numbers for residents, businesses and institutional customers;
5. Determine initial and ongoing take rates on the network for each type of customer;
6. Assess financing requirements, costs and terms, calculate annual principal and interest payments;
7. Develop profit & loss statements to determine overall financial feasibility, over a 20-year term;
8. Conduct sensitivity analysis on the project to determine overall financial sustainability using key metrics such as free cash flow, debt service coverage, operating margin, and net income;
9. Define break-even, internal rate of return and similar financial performance metrics;
10. Workshop the financial plan with City leadership.

The financial analysis will also identify feasible grant and loan programs for Winter Park, if eligible. Our analysis will look at the federal FCC, USAC and NTIA programs. The information from Magellan's business case will help the City evaluate various business models for deploying broadband services, as each has different funding requirements, rates of return and risk profiles.

Magellan has a long experience in the development of comprehensive business plans and financial modeling for start-up and expansion of last mile and/or middle mile telecommunications ventures – including in areas with mixed urban and rural and remote “hard to serve” areas that may be isolated from advanced telecommunications networks by terrain barriers, low household density, low population count, and lower than average numbers of businesses and family income. We will work with the City to identify feasible strategies for funding a telecommunications enterprise that can serve stakeholders' needs, generate new revenues and support the economic livelihood of its communities.

Magellan assists communities in developing partnerships that achieve the communities' goals. We will help the City identify what sectors, groups and individuals may help the City achieve their broadband goals including ISP's, NGO's, education partners, cooperatives and others. We help local governments use their public-sector capabilities and assets to attract broadband operators to deploy Gigabit Internet and other leading services to citizens and businesses. Through our deep industry contacts and experience, we help communities find the right providers to deliver the services they need. Magellan will assist the City

in investigating the opportunities for public-private and public-public partnerships including the possibility of a mutually profitable partnership with other local municipalities. We will investigate all opportunities that the City could align with projects that have already been funded by public dollars as well as how these partnerships could be leveraged to attract more funding.

SMART CITY INITIATIVES PLAN

Magellan will provide a final City of Winter Park Smart City Strategic Plan at the conclusion of this engagement. The City of Winter Park's Smart City Strategic Plan will contain the blueprint for deployment of Internet of Things (IoT) devices, Smart City initiatives, enhancements to current City of Winter Park infrastructure and a standard data governance plan to serve municipal and community needs, support economic development, provide policy and connectivity for leveraging assets for new revenue opportunities and prepare the City for the gigabit generation. The Plan will include how the City can use its assets and infrastructure to prepare itself for emerging technologies, including drones, driverless cars, advanced robotics, and mobile hotspots. We will work with you to refine this plan, so it is 100% representative of your stakeholders needs and has a high degree of relevance to your community.

The Strategic Plan will function as the guidebook for Smart City development across the City and will include all information necessary for City to begin expanding its wired and wireless networks, implementing Smart City applications, connecting more businesses for economic development, implementing best practice governance and policy for Smart City operations and leveraging traffic signal and street light poles for generating new revenue from dark fiber and pole attachment leases from 5G wireless microcell sites. It will also provide estimates for Smart City devices. All supporting information such as individual task analysis, raw data, mapping (ESRI) shapefiles and the technical memoranda from each previous task will be included with the Strategic Plan. All documents generated to support delivery of the plan will also be provided to the City. As a part of the Plan, to accelerate the stakeholder and the budget buy-in, not only will we prioritize the initiatives but also, we will provide valuable recommendations for public-private sector partnerships and pilot programs that can be executed to demonstrate the value add and ROI.

The City's Smart City Strategic Plan must address the potential options in which Smart City technologies and devices or IoT, can provide positive impacts on the community as it relates to operational efficiencies, decreasing the digital divide, along with improving citizen health, safety and quality of life. The Plan must include input from the City's internal stakeholders as well as external community-based organizations. The Smart City Strategy will include initiatives to be identified efforts by staff or community stakeholders. Collectively, they will contribute to making the City a tech savvy community that will have the tools for advancements in public health, education, safety, economic sustainability and wellbeing.

The Business Plan will be a part of our final deliverables and will cover at least five years for funding prioritization. This will be based on:

- City assets and initiatives
- Departmental Needs Assessment Analysis
- Current Smart City technologies / Future trends

- Security measures and features

Magellan will provide the City with a Roadmap to Smart City initiatives in the form of our SMART matrix. It lays out actions, contingencies, dependencies, drivers and impediments, and metrics for each application or initiative. The tech stack and value chain will provide clear before and after pictures for the initiatives. Risk assessment, SWOT analysis, and strategic prioritization tools will be built into the Roadmap as a means to monitor and steer implementation. Magellan's project team will be available for meetings with City leadership to support the adoption of the Strategic Plan and we are happy to present the final report and findings to your leadership, City officials or other stakeholders you believe should be included in the final presentation.

COMMUNITY OUTREACH PLAN

Magellan will develop and conduct an engagement plan to solicit feedback from stakeholders and community members about preliminary findings.

Magellan proposes to also hold interviews and workshops with key stakeholders with internal City departments and anchor organizations to gather input about the plan. We find the most effective format for these interviews to be in group settings where participants are encouraged to share open, honest feedback with our team. Community partners to be included in this process may include:

- City departments including IT, Planning, Public Works, Economic Development, and the City Manager's Office
- Orange County
- Local businesses
- Chambers of Commerce and Economic Development Groups
- Anchor Institutions such as healthcare facilities, schools, and libraries
- Public safety agencies
- Transportation & Utilities
- Water agencies
- Non-profit organizations
- Broadband providers and infrastructure owners
- Commercial property developers

We will also work with the City to develop additional community engagement tools including the use of social media, online surveys, and/or other media that will be used to inform and collect information about the needs of the stakeholders.


BROADBAND TASK FORCE MEETINGS AND TIMELINE

Magellan's project team will meet on a bi-weekly basis with your project team to discuss the status of the project, major milestones and deliverables, and ensure alignment on project goals. We will attend all meetings to set by the Broadband Ad Hoc Task Force to discuss the status of ongoing project tasks.

PROJECT TIMELINE

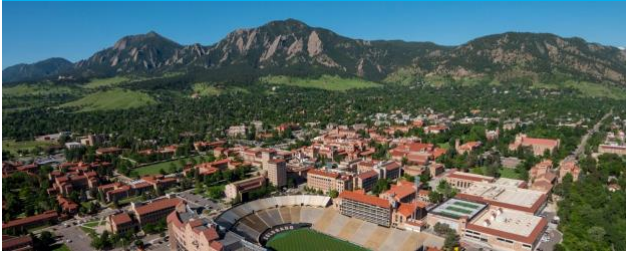
Based on projects of a similar nature, we estimate that Winter Park’s Connectivity Master Plan & Smart City Initiative Project would take approximately nine (9) months to complete.

- ◆ Ongoing Task
- Final Deliverable

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9
Connectivity Master Plan	◆	◆	◆						□
Assessments of Broadband Infrastructure and Gap Analysis	◆	◆	◆						□
Business Plan		◆	◆	◆	◆				□
Financial Plan		◆	◆	◆	◆				□
Smart City Initiatives Plan			◆	◆	◆	◆			□
Community Outreach Plan				◆	◆	◆			□
Funding Strategy				◆	◆	◆	◆		□
Connectivity Master Plan and Smart City Initiatives Approval						◆	◆	◆	□
Project Management & Meetings	◆	◆	◆	◆	◆	◆	◆	◆	◆

Professional Contacts / References

SMART CITY FIBER DESIGN REFERENCE: CITY OF BOULDER, CO



CONTACT

Steve Catanach
 Director of Utilities
 P: 303.441.3274
 E: catanachs@bouldercolorado.gov

"The city's vision is to provide a world-class community telecommunications infrastructure to Boulder for the 21st Century and beyond. Broadband connectivity is a critical infrastructure service for quality of modern life, as is the case with roads, water, sewer and electricity."

CHALLENGE

The City of Boulder, CO is an innovative city with many diverse needs for connectivity, from traffic signalization to public housing, to smart utilities to next-generation broadband. The City needed a comprehensive engineering design for a citywide fiber backbone to expand on the City's original fiber network that was installed nearly 15 years ago. The City's objectives were to build this new network to meet the needs of the City and community over the next 10-15 years, with special focus on how building the fiber backbone could create a foundation for residential fiber to the home broadband services. The City needed an engineering partner with specific experience in municipal fiber and broadband services and in 2019, Magellan was retained to develop the design.

MAGELLAN'S SOLUTION

In 2019, Magellan first conducted a comprehensive review of departmental needs within the City, including transportation, public works, public housing, police and fire, utilities, information technology and open space mountain parks. Through this assessment, over 200 new City-owned sites were identified to be connected to fiber. Magellan developed the full engineering design package and optimized the fiber backbone to support fiber to the home distribution, to support broadband programs that the City would consider in the future. Our unique design lowered the bar for deployment of new fiber to the home by reducing the cost to build this infrastructure. We also found miles of unused City conduit during the design process, which we integrated into the final engineering design, saving the City approximately \$1 million in new construction. We provided detailed fielding, utility assessment, permitting, make-ready, prints, costing and as-builts for each phase of construction. To enable seamless deployment of the network, the City also selected Magellan to manage construction, given our deep experience constructing municipal fiber and our collaborative approach with the City's internal departments.

OUR CLIENT'S SUCCESS

Today, the first two phases of construction are complete. Over the next 24 months, Magellan will manage the construction of the remaining 50 miles of fiber, connect 114 traffic signals, 23 public housing sites, 2 data centers, 7 towers and 25 other city facilities. Over this time, it will lead to significantly improved capabilities for the City's departments and a new fiber resource to support future broadband applications for residents and businesses.

FIBER DESIGN & CONSTRUCTION REFERENCE: CITY OF RANCHO CUCAMONGA, CA



CONTACT

Fred Lyn
 Utility Division Manager
 P: 909.477.2740 ext. 4035
 E: fred.lyn@cityofrc.us

"Today this infrastructure plays a crucial role in Rancho Cucamonga, not only in economic development, but will be pivotal in the long-term sustainability and future planning of the City. Rancho Fiber has arrived." -Fred Lyn, Utilities Division Manager

CHALLENGE

City leadership recognizes that fiber-optic infrastructure is an important part of the Rancho Cucamonga community. They understand that in today's world, connectivity affects every aspect of the community - whether in municipal operations, public safety, education, healthcare, quality of life, entertainment and commerce. To realize leadership's vision, the City needed a partner that could develop and manage the expansion of fiber-based broadband across the City in a measured approach that achieved the City's financial constraints while expanding access in year-by-year deployments across the City.

MAGELLAN'S SOLUTION

In 2016, Magellan worked with the City to develop a fiber master plan and engineering assessment that laid out a multi-year plan for new aerial and underground fiber deployment throughout the City, totaling \$12 million over 6 years. Since adopting the master plan in 2017, Magellan has designed and built the first three phases of the fiber to the premises network. In this work, we have provided full engineering, fielding, utility assessments, pole and make ready planning, construction prints and bid packages. We also manage construction as an owner's representative for the City in the fiber build, ensuring that the construction contractor meets our engineering specifications developed for the City, with tight quality control and within the budget.

OUR CLIENT'S SUCCESS

Today, the City has connected neighborhoods and business corridors, enabling gigabit broadband services to residents and businesses across the City. Residential customers receive gigabit service for \$69.99 per month, giving them nearly 5 times the bandwidth for a lower cost than is available in the market today. Businesses have competitively priced internet on City fiber that has replaced slow and unreliable DSL, and cable internet services.

FIBER & WIRELESS NETWORK DESIGN REFERENCE: CITY OF CHESAPEAKE



CONTACT

Jay Krail
 Project Manager
 P: 504.920.3181
 E: jkrail@cityofchesapeake.net

“The deployment of fiber throughout the City will open doors and offer benefits that we have only begun to fathom. It is critical that we approach this project with a strategic mindset, and that’s why we’re so pleased to have Magellan Advisors on our team. They, along with our regional partners in Hampton Roads, will help us all take a giant leap into the future.” - Rick West, Mayor of Chesapeake

CHALLENGE

The City of Chesapeake, located in the Hampton Roads region of Virginia, is currently experiencing a technology ecosystem boom. As the region flourishes, Chesapeake’s leadership noticed a lack of resilient and accessible fiber infrastructure to support the City’s technology initiatives and broadband services. In late 2019, the City engaged Magellan Advisors to lead the development of Chesapeake’s Next Generation Network (C-NGN) in an effort to provide world-class fiber connectivity to the City’s enterprises, partners, and the greater Hampton Roads region. The objectives included enhancing municipal services, promoting economic development, supporting education and creating a catalyst for future private investment in broadband.

MAGELLAN’S SOLUTION

Magellan worked with the City to engineer the 170-mile C-NGN fiber-optic network and complementary smart city wireless overlay, branded Chesapeake Connects. Magellan conducted detailed assessment of each stakeholders’ needs and developed the network design to maximize community use of the fiber. The network connects over 200 community facilities including city, school, library, hospital, public utility, public safety and traffic locations. The design also incorporates Chesapeake’s economic development goals by ensuring that key business corridors are equipped with high-capacity fiber. Magellan Advisors engineered over 170-mile route miles of fiber, including fielding, low-level design, construction prints, permitting, master budgets and construction bids. In late 2020, Magellan’s scope was expanded to determine how Chesapeake Connects will support organizations during and after the COVID-19 pandemic focusing on telehealth and remote education.

OUR CLIENT’S SUCCESS

Magellan’s process of design, then bid, then build is giving the City best approach to minimize the cost of construction, select the most capable construction contractor and ensure rapid deployment of the network. The City of Chesapeake began construction by July 2021 and is working with Magellan to accelerate the timeline, targeting 18-24 months for completion of major construction related activities.

FIBER FEASIBILITY STUDY & IMPLEMENTATION MANAGEMENT REFERENCE: CITY OF PORTSMOUTH, VA



CONTACT

Daniel Jones
Chief Information Officer
P: 757.393.8398 x2117
E: jonesd@portsmouthva.gov

"Our municipal fiber backbone fits right in with Council's vision of becoming a smart city and being prepared for the next generation of technology"

-Mayor John Rowe, City of Portsmouth

CHALLENGE

With significant growth, the City of Portsmouth's existing budget for telecommunications services was expected to double from \$1 million to over \$2 million per year. To reduce its costs and create new capabilities, the City envisioned investing in its own fiber backbone. To do so, the City needed a partner that had planned, designed, and built these networks in the municipal environment.

MAGELLAN'S SOLUTION

In 2017, Magellan conducted a needs assessment and fiber master plan for the City. The master plan included a high-level design for a citywide fiber backbone, with accompanying cost estimates and a strategic business case. The business case showed by investing in the fiber, the City would eliminate 95% of its recurring telecommunications costs and own the fiber to support growing needs among city departments, external stakeholders and the community. In 2018, City Council approved the master plan and authorized the construction of the fiber network to 85 city, school, library, public safety, tower and other sites. Magellan developed the engineering design for the fiber network using 100% underground construction, with high capacity fiber and multiple levels of redundancy. Magellan's design process gave the City the most effective solution to build the network at the lowest cost. Upon completion of the design, Magellan was retained to procure the construction contractor and manage construction and inspections for the City.

OUR CLIENT'S SUCCESS

Today, the majority of the network has been built and the City is already realizing benefits of its investment. The City will connect each and every site at 1 Gbps and 10 Gbps, increasing site bandwidth to every facility. The network is connecting major community anchors like Tidewater Community College and other key stakeholders throughout the City. It will enable a new platform for innovation in traffic management, public safety, utilities management, and most importantly, it will Portsmouth as a Smart City for tomorrow.

Pricing

The total cost to the City of Winter Park’s Connectivity Master Plan, Smart City Initiative Plan and a Community Outreach Plan is \$150,100 and includes all work to be completed by Magellan as stated in this proposal.

Magellan will bill on the first day of the month for the current month’s services Travel and incidental expenses will be billed as incurred at a not to exceed rate of \$10,000. Invoices are payable on net 30 terms from the date of invoice and include a 10% administration fee.

Task/Description	Hours	Cost
Connectivity Master Plan	350	\$66,500
Smart City Initiatives Plan	300	\$57,000
Community Outreach Plan	140	\$26,600
Total for Magellan’s Services		\$150,100
Travel		\$10,000
Total Not-to-Exceed		\$160,100

Miscellaneous

ADDITIONAL SERVICES AND RATES

Labor Classification	Hourly Rate
Project Executive	\$190
Licensed Professional Engineer	\$180
Broadband Consultant	\$190
Project Manager	\$190
GIS Engineer	\$140
Broadband Designer	\$130
Design Lead	\$170
Field Engineer	\$100
Project Coordinator	\$120
Permitting Coordinator	\$120
Make Ready Engineer	\$120
Lead Construction Manager / Inspector	\$140
Additional Inspector	\$105
Electronics Engineer	\$185
Broadband Integration Specialist	\$185
Broadband Operations Lead	\$185
Broadband Sales & Marketing Lead	\$185
Description	Cost
Underground Engineering Design	\$1.50 / foot
Aerial Engineering Design	\$1.10 / foot
P.E. Stamps	Pages 1-10 - \$190 Pages 11 - 20 - \$165 Pages 21+ - \$150



Public Records Act/Chapter 119 Requirements

Successful Respondent agrees to comply with the Florida Public Records Acts to the fullest extent applicable, and shall, if this engagement is one for which services are provided by doing the following:

1. Successful Respondent shall keep and maintain public records that ordinarily and necessarily would be required by the public agency in order to perform the service;
2. Successful Respondent shall provide the public with access to such public records on the same terms and conditions that the public agency would provide the records and at a cost that does not exceed that provided in Chapter 119, Florida Statutes or as otherwise provided by law;
3. Successful Respondent shall insure that public records that are exempt or that are confidential and exempt from the public record requirements are not disclosed except as authorized by law; and
4. Successful Respondent shall meet all requirements for retaining public records and transfer to the public agency, at no cost, all public records in possession of the Successful Respondent upon termination of the contract and shall destroy any duplicate public records that are exempt or confidential and exempt. All records stored electronically must be provided to the public agency in a format that is compatible with the information technology systems of the City.

The parties agree that if the Successful Respondent fails to comply with a public records request, then the City must enforce the contract provisions in accordance with the contract and as required by Section 119.0701, Florida Statutes. Notwithstanding any other requirement herein stated, the Successful Respondent shall comply fully with the requirements of Florida Statutes 119.0701.

Authorized Signature: John Honker

Print: John Honker

Title: President and CEO

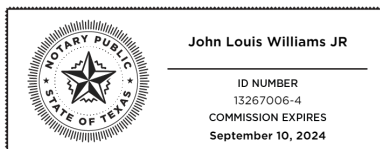
Date: 8/31/22

Solicitation #: RFP 26-22

State of Texas County of Harris

Sworn to and subscribed before me

on 08/26/2022 by John Honker.



John Louis Williams JR
Notary Public, State of Texas

Notarized online using audio-video communication



Sworn Statement Under Section 287.133(3)(a), Florida Statutes, on Public Entity Crimes

This sworn statement is submitted to the City of Winter Park by John Honker for Magellan Broadband whose business address is 999 18th Street, Suite 3000, Denver, CO 80202 and (if applicable) its Federal Employer Identification Number (FEIN) is 65-1218484 (If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement): _____

I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), **Florida Statutes**, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any business with any public entity or with an agency or political subdivision of any other state or of the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.

I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), **Florida Statutes**, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.

I understand that an "affiliate" as defined in Paragraph 287.133 (1)(a), **Florida Statutes**, means:

A predecessor or successor of a person convicted of a public entity crime; or

An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statutes means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity.

The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.



Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. [indicate which statement applies.]

X Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members or agents who are active in management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been a subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings and the Final Order entered by the hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. [attach a copy of the final order]

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES FOR CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

John Honker

Authorized Signature

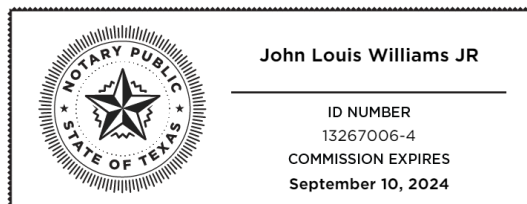
Sworn to and subscribed before me by means of 26th day of August 2022 physical presence or online notarization, this Produced identification DRIVER LICENSE

Notary Public - State of Texas My commission expires 09/10/2024

(Printed typed or stamped Commissioned name of Notary Public)

John Louis Williams JR
Notary Public, State of Texas County of Harris

Solicitation #: RFP 26-22
Notarized online using audio-video communication





Non-Collusion Affidavit of Prime Respondent

STATE OF Florida

COUNTY OF Dade

John Honker, being duly sworn, deposes and says that:

- 1. They are President and CEO of Magellan Broadband, the respondent that has submitted the attached response.
2. They are fully informed respecting the preparation and contents of the attached solicitation and of all pertinent circumstances respecting such solicitation.
3. Such solicitation is genuine and is not a collusive or sham solicitation.
4. Neither the said respondent nor any of its officers, partners, owners, agent representatives, employees or parties in interest including this affiant, has in any way, colluded, conspired, or agreed, directly or indirectly, with any other respondent, firm or person, to submit a collusive or sham response in connection with the Agreement for which the attached response has been submitted or to refrain from bidding in connection with such Agreement, or has in any manner, directly or indirectly, sought by Agreement or collusion or communication or conference with any other responder, firm or person to fix the price or prices in the attached solicitation or of any other respondent, or to fix any overhead, profit or cost element of the proposed price or the proposed price of any other responder, or to secure through any collusion, conspiracy, connivance or unlawful Agreement any advantage against the City of Winter Park, Florida, or any person interested in the proposed Agreement.
5. The price or prices quoted in the attached response are fair and proper and are not tainted by any collusion, conspiracy, or unlawful Agreement on the part of the proposer or any of its agents, representatives, owners, employees, or parties of interest, including affiant.

John Honker

Authorized Signature

President and CEO

Title

Sworn to and subscribed before me by means of N/A physical presence or online notarization, this 26th day of August 2022. Personally known N/A OR Produced identification DRIVER LICENSE

Notary Public - State of Texas My commission expires 09/10/2024

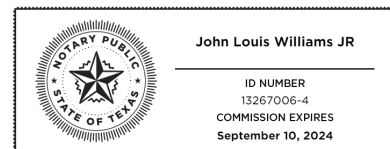
(Printed typed or stamped Commissioned name of Notary Public

John Louis Williams JR Notary Public, State of Texas County of Harris

Solicitation #: RFP 26-22

Notarized online using audio-video communication

Revised 4/22





Background Check Verification

SECTION 1: REQUIREMENTS

The Respondent/Vendor shall Agree to the following:

- 1.1 Respondent/Vendor shall perform a Level I (Past 5 years) FDLE Computerized Criminal History (CCH) ([FDLE CCH Website](#)) background check in accordance with all applicable state and local laws, on any assignee being assigned and prior to assignment with the City. All background checks shall be accomplished prior to any assignment or work taking place on City property. The cost of the background checks shall be borne by the Respondent/Vendor. The contractor
- 1.2 If the Respondent/Vendor has employed officials that have a current Level 2 Background Screening which was completed by a local government, school board, the Florida High School Activities Association, the Contractor agrees to provide a list of those officials to the City.
- 1.3 Respondent/Vendor agrees to make its officials sign a sworn statement affirming that they have not pled guilty to or convicted of any of the crimes listed in Section 2: Prohibited Offenses, prior to any assignment. This information shall always be kept current. The Respondent/Vendor shall be in complete compliance within 30 days after award.
- 1.4 Respondent/Vendor shall require its officials to report to the Contractor immediately if they have been convicted of any of the crimes listed in Section 2: Prohibited Offenses. Respondent/Vendor shall not use that official, unless they have been cleared of the crime.

SECTION 2: PROHIBITED OFFENSES

Respondent/Vendor certifies that its officials/employees have not been arrested with disposition pending or found guilty of, regardless of adjudication, or entered a plea of nolo contendere or guilty to or have been adjudicated delinquent and the record has not been sealed or expunged for, any offense prohibited under any of the following provisions of the Florida Statutes or under any similar statute of another jurisdiction for any of the offenses listed below:

- Section 393.135 - sexual misconduct with certain developmentally disabled clients and reporting of such sexual misconduct
- Section 394.4593 - sexual misconduct with certain mental health patients and reporting of such sexual misconduct
- Section 415.111- adult abuse, neglect, or exploitation of aged persons or disabled adults or failure to report of such abuse
- Section 741.28 - criminal offenses that constitute domestic violence, whether committed in Florida or another jurisdiction
- Section 782.04 - murder
- Section 782.07 - manslaughter, aggravated manslaughter or an elderly person or disabled adult, or aggravated manslaughter of a child
- Section 782.071 - vehicular homicide
- Section 782.09 -killing an unborn quick child by injury to the mother
- Chapter 784 - assault, battery, and culpable negligence, if the offense was a felony



- Section 784.011 - assault, if the victim of offense was a minor
- Section 784.03 - battery, if the victim of offense was a minor
- Section 787.01 - kidnapping
- Section 787.02 - false imprisonment
- Section 787.025 - luring or enticing a child
- Section 787.04(2) - taking, enticing, or removing a child beyond the state limits with criminal intent pending custody proceeding
- Section 787.04(3) - carrying a child beyond the state lines with criminal intent to avoid producing a child at a custody hearing or delivering the child to the designated person
- Section 790.115(1) - exhibiting firearms or weapons within 1,000 feet of a school
- Section 790.115(2) (b) - possessing an electric weapon or device, destructive device, or other weapon on school property
- Section 794.011 - sexual battery
- Former Section 794.041 - prohibited acts of persons in familial or custodial authority
- Section 794.05 - unlawful sexual activity with certain minors
- Chapter 796 - prostitution
- Section 798.02 - lewd and lascivious behavior
- Chapter 800 - lewdness and indecent exposure
- Section 806.01 - arson
- Section 810.02 - burglary
- Section 810.14 - voyeurism, if the offense is a felony
- Section 810.145 - video voyeurism, if the offense is a felony
- Chapter 812 - theft and/or robbery and related crimes, if a felony offense
- Section 817.563 - fraudulent sale of controlled substances, if the offense was a felony
- Section 825.102 - abuse, aggravated abuse, or neglect of an elderly person or disabled adult
- Section 825.1025 - lewd or lascivious offenses committed upon or in the presence of an elderly person or disabled adult
- Section 825.103 - exploitation of disabled adults or elderly persons, if the offense was a felony
- Section 826.04 - incest
- Section 827.03 - child abuse, aggravated child abuse, or neglect of a child
- Section 827.04 - contributing to the delinquency or dependency of a child
- Former Section 827.05 - negligent treatment of children
- Section 827.071 - sexual performance by a child
- Section 843.01 - resisting arrest with violence
- Section 843.025 - depriving a law enforcement, correctional, or correctional probation officer means of protection or communication
- Section 843.12 - aiding in an escape
- Section 843.13 - aiding in the escape of juvenile inmates in correctional institution
- Chapter 847 - obscene literature
- Section 874.05 (1) - encouraging or recruiting another to join a criminal gang
- Chapter 893 - drug abuse prevention and control only if the offense was a felony of if any other person involved in the offense was a minor
- Section 916.1075 - sexual misconduct with certain forensic clients and reporting of such sexual conduct



- Section 944.35 (3) - inflicting cruel or inhuman treatment on an inmate resulting in great bodily harm
- Section 944.40 - escape
- Section 944.46 - harboring, concealing, or aiding an escaped prisoner
- Section 944.47 - introduction of contraband into a correctional facility
- Section 985.701 - sexual misconduct in juvenile justice programs
- Section 985.711 - contraband introduced into detention facilities

SECTION 3: CERTIFICATION

I hereby certify that I will utilize FDLE Computerized Criminal History (CCH) system in accordance with the terms governing the use of the system to confirm eligibility of the individuals being assigned and prior to assignment with the City. In accordance with s. 837.06, Florida Statutes, I understand and acknowledge that whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his or her official duties shall be guilty of a misdemeanor in the second degree, punishable as provided in s. 775.082 or s. 775.083, Florida Statutes.

Company: Magellan Broadband

Solicitation #: RFP 26-22

John Honker

Authorized Signature

President and CEO

Title

Sworn to and subscribed before me by means of physical presence or online notarization, this 26th day of August 2022. Personally known N/A OR

Produced identification DRIVER LICENSE

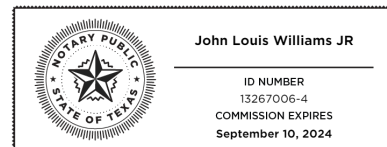
Notary Public - State of Texas My commission expires 09/10/2024

(Printed typed or stamped Commissioned name of Notary Public

John Louis Williams JR John Louis Williams JR

Notary Public, State of Texas County of Harris

Notarized online using audio-video communication





Broadband & Smart
City Ad Hoc
Committee

agenda item

item type Staff Updates	meeting date December 13, 2022
prepared by Parsram Admin	approved by
board approval	
strategic objective	

subject

2023 Meeting Schedule

motion / recommendation

background

alternatives / other considerations

fiscal impact



Broadband & Smart City Ad Hoc Committee

agenda item

item type Staff Updates	meeting date December 13, 2022
prepared by Parsram Rajaram	approved by
board approval	
strategic objective	

subject

Extension of Broadband/Smart City Ad-Hoc Committee

motion / recommendation

background

On July 28, 2021, the Commission approved Ordinance 3210-21 establishing a Broadband and Smart City Ad-Hoc Committee. Staff is recommending extension of term of the Broadband and Smart City Ad-Hoc Committee by an additional 360 days from January 20th, 2023 to allow adequate time for the Committee to present recommendations to the City Commission. Per Section 3 of the Ordinance, the term of this Committee can be extended by majority vote of the City Commission.

alternatives / other considerations

fiscal impact