Broadband Deployment Status Update

City of Joplin



August 21, 2023

Agenda

1 | General Overview

2 | Joplin’s Connectivity Journey

3 | RFP Review Process

4 | Smarter Joplin Workgroup

5 | Path Forward

Increasing Connectivity Across Joplin

The City of Joplin has formally released its Request for Proposal to solicit the market for partnership to implement a citywide fiber optic network and improve connectivity. The City is currently reviewing responses to identify a potential partner.

Phase I

Build Joplin's Fiber Deployment Strategy

Develop an **actionable** plan which guides the City towards strategic and Joplin-centric broadband deployment including:

- Local Insights & Priorities
- Grant Funding Strategy
- Legal & Regulatory Risks
- Draft and Publish Request for Proposal (RFP)/RFI

Phase II

Solicit Market for Partnership

Approach the broadband market **aggressively and effectively** to secure partnership to further progress the City's connectivity goals.

- Conduct Interviews
- Conduct Negotiations
- Reach a Partnership Agreement

Phase III

Deploy Broadband

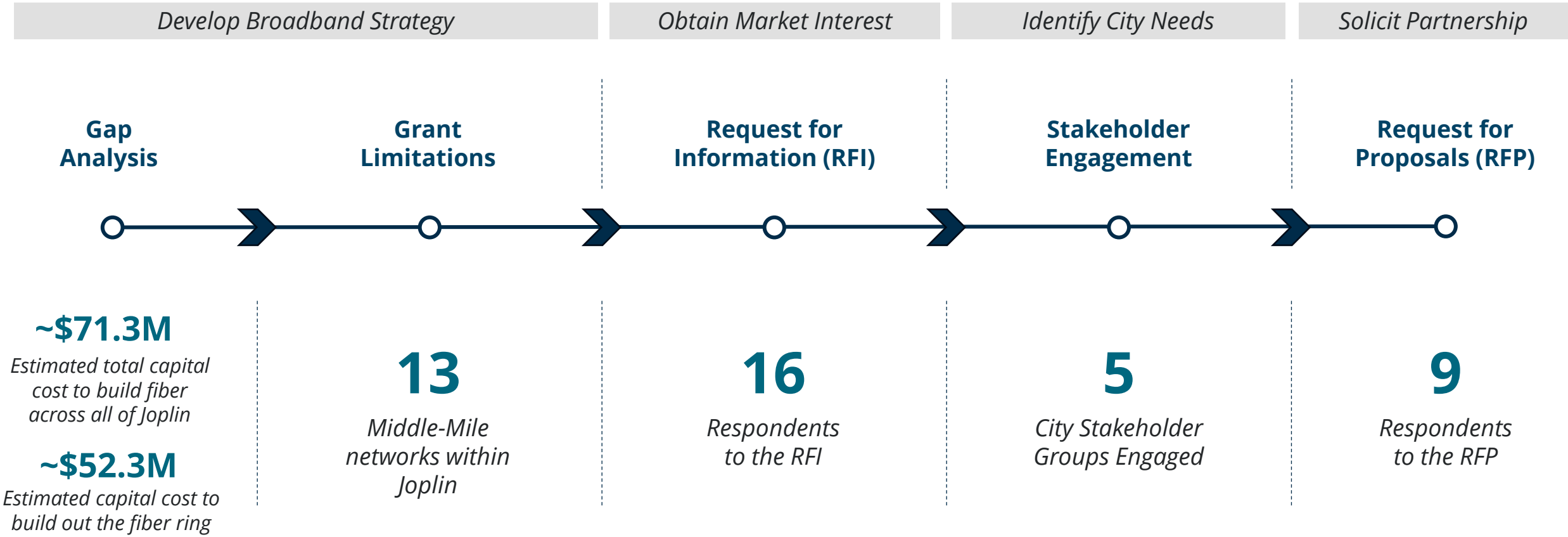
Upon the City **reaching a partnership agreement**, successful deployment of broadband includes:

- Broadband deployment program management
- Performance monitoring & reporting to prepare competitive grant applications
- Continuous community engagement

Strategy — Optimization — Performance

Joplin's Connectivity Journey

The City of Joplin took a strategic approach to close the "digital divide" across the community. The City began with conducting a comprehensive gap analysis study, followed by publishing a formal Request for Information before engaging City stakeholder groups and entering a well-structured RFP process.



Where is Joplin in the Process?

The City has received and reviewed RFP responses, issued clarifying questions, conducted financial due diligence and reference checks, all with the goal of entering negotiations in the coming weeks.

ISP Selection Process

Receive RFP Bid Responses	Conduct Preliminary Review	Issue Clarifying Questions	Conduct Interviews & Due Diligence	Letter of Engagement	Identify Shortlist	Negotiate	Engage Under Contract
9 responses received		**5** ISPs issued clarifying questions, interviewed, and due diligence conducted		**3** ISPs issued letters of engagement	*Targeting **2** ISPs to enter negotiations*		

Elimination Review Categories

1 First Round Eliminations

- Company Profile
- Project Execution
- Company Experience
- Technical Requirements
- Summary of Items Not Addressed

Eliminated 4 ISPs

2 Second Round Eliminations

- Responses to Clarifying Questions
- Company Leadership Interviews
- Financial Due Diligence
- ISP-provided Community References Checks

Eliminated 2 ISPs

First Round Eliminations: Preliminary Reviews

During first round eliminations, the City Review Team focused on company profile & experience, adherence to technical requirements and proposed project execution plans.

Company Profile

- Business structure
- Multiple or single entity
- Partnerships
- Joplin Presence

Project Execution

- Build all of Joplin (y/n)
- Customer service ratings
- Proposed pricing
- Low-income plan
- Local business office
- Construction timeline
- Other carriers (y/n)
- Local jobs created (y/n)
- City private network (y/n)
- Smart City acknowledgement & strategy

Company Experience

- History
- ISP Model
- Existing Customer base (national and Missouri)
- Miles of fiber owner
- Other statistics

Technical Requirements

- Overall technical approach
- Proposed technology
- Internet speeds
- Buried/Aerial composition
- Inspection services
- Other products and services offered

NOTE: The Financial Requirements were excluded in preliminary reviews

Second Round Eliminations: Financial Due Diligence & Reference Checks

Following the clarifications, the City Review Team conducted **1-hour interview sessions** with the top five providers before conducting detailed financial due diligence and community reference checks to validate their technical and commercial maturity.

Financial Due Diligence

1. **PAYDEX Score**
   Commercial credit score
2. **Delinquency Score**
   Likelihood of late payments
3. **Failure Score**
   Likelihood of bankruptcy
4. **Access Debt/Equity**
5. **Audited Annual Financial Statements**

Community Reference Checks

City Demographics

- Location
- Population
- Composition (residential, commercial)
- Issues & Concerns around connectivity

City's Broadband Project

- Status of fiber upgrade
- Construction schedule
- Infrastructure composition (aerial/buried)
- Construction process issues (positive or negative)



City's Evaluation of ISP

- Impressions
- Feedback loop with ISP
- Progress reporting (businesses, low-income)
- Adjustments if could redo

City Interaction with ISP

- Permitting, locating, and inspections?
- Unexpected requests
- Other ISP competition concerns
- Additional offerings (public Wi-Fi, smart city, energy optimization)

Issued Letters of Engagement

On June 9th, 2023, the City of Joplin issued engagement letters to three ISP finalists following intensive interviews and due diligence. Following a 45-day period, all three ISP finalists provided the City of Joplin the following information.

3 ISP Finalists

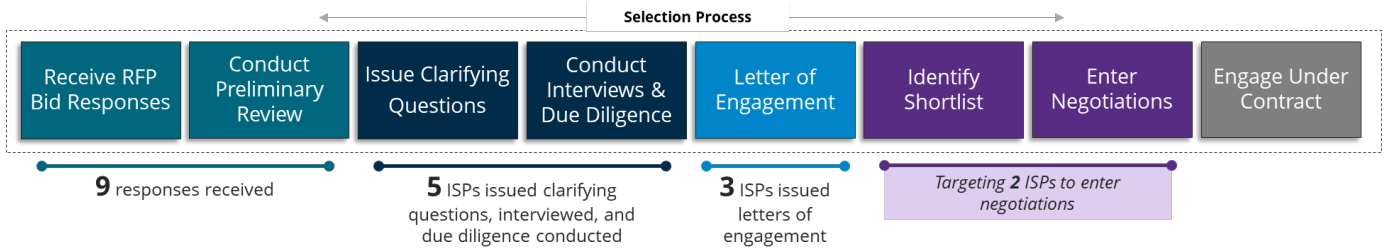
Outstanding Items	Engineering Estimate	Construction Budget	Letter of Agreement
Address any outstanding items from the due diligence phase	Prepare an engineering estimate to fully build out your proposed network within the corporate city limits of Joplin	Submit a comprehensive and total construction budget of the City-wide fiber optic network	Prepare a draft LOA outlining: a) key findings from above, b) the ideal partnership incl. the company's investment and monetary, admin., and logistical support requested of Joplin, and c) construction timeline & milestones

Technical Engagement & Support

The City of Joplin engaged with the Smarter Joplin Workgroup to discuss the process undertaken and critical insights gained from the provider proposals.

Increase Awareness

Inform critical organizations across the City of Joplin on the process, intricacies, and expectations for future partnership.



Improve Decision-Making

Garner community-focused feedback and additional considerations to include in the partner selection process.



Obtain Support

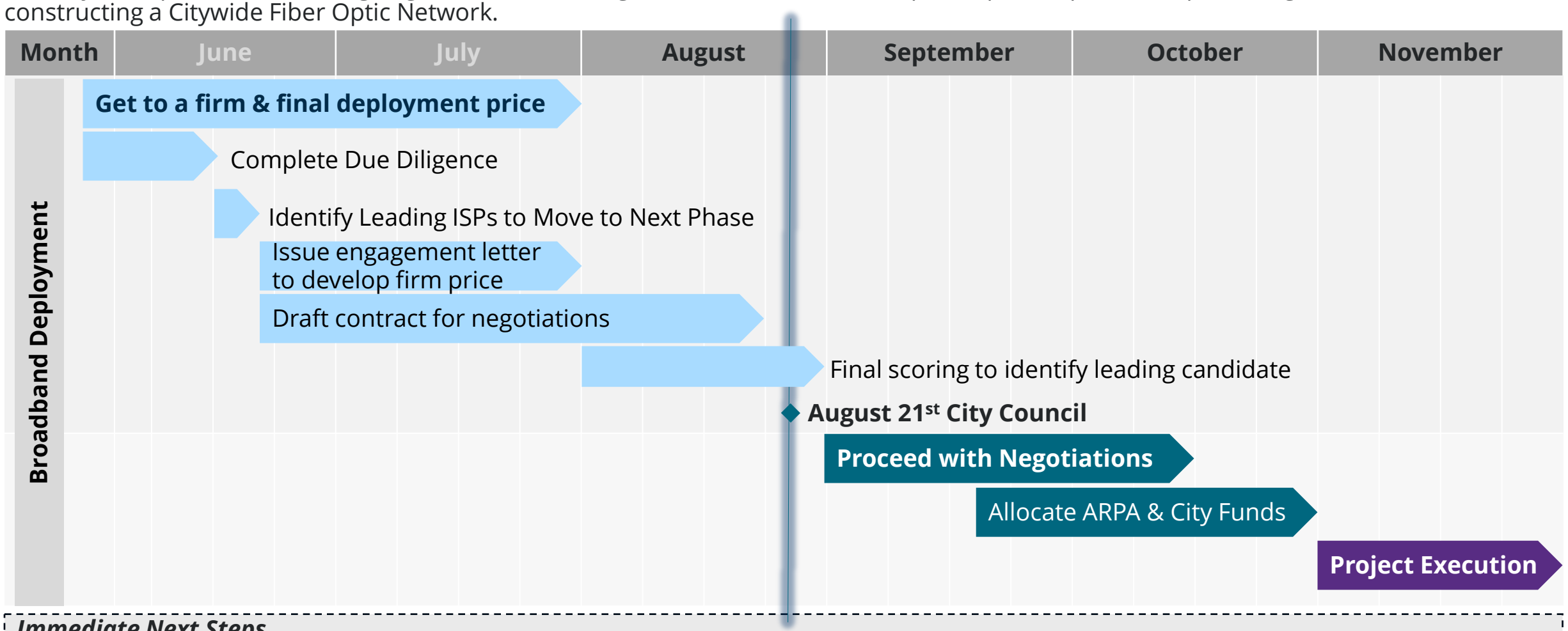
Gain buy-in around the vision for partnership and its alignment to the Smarter Joplin Roadmap



- Quality of Life
- Affordable & Accessible Internet
- Resident & Business Friendly
- Workforce Availability & Skills
- Transportation
- Resiliency & Sustainability

Conservative Progression Strategy

The City anticipates commencing negotiations in coming weeks to secure a viable public-private partnership and begin constructing a Citywide Fiber Optic Network.



Immediate Next Steps

Coordinate with City legal on draft contract

Proceed with negotiations

Define City resourcing needs

Questions?