JOPLIN CITY COUNCIL
INFORMAL MEETING
MONDAY, APRIL 3, 2023
5TH FLOOR COUNCIL CHAMBERS
602 S. MAIN ST.
5:30 PM

This meeting can be livestreamed at http://www.joplinmo.org/182/Video-Multimedia

AGENDA

1. Broadband Deployment Status Update

Notice posted at 12:00 pm. on this 30th day of March 2023. (RSMo 610.020)

The City of Joplin is committed to comply with the Americans with Disabilities Act. The Joplin City Council Chambers is wheelchair accessible. Request for reasonable special accommodations must be made 48 hours prior to the meeting. Please email the City Clerk's office at hnagy@joplinmo.org or call (417) 624-0820 ext. 1220 for assistance.

Ad Omnia Parata

Broadband Deployment Status Update

City of Joplin



April 3, 2023

Agenda

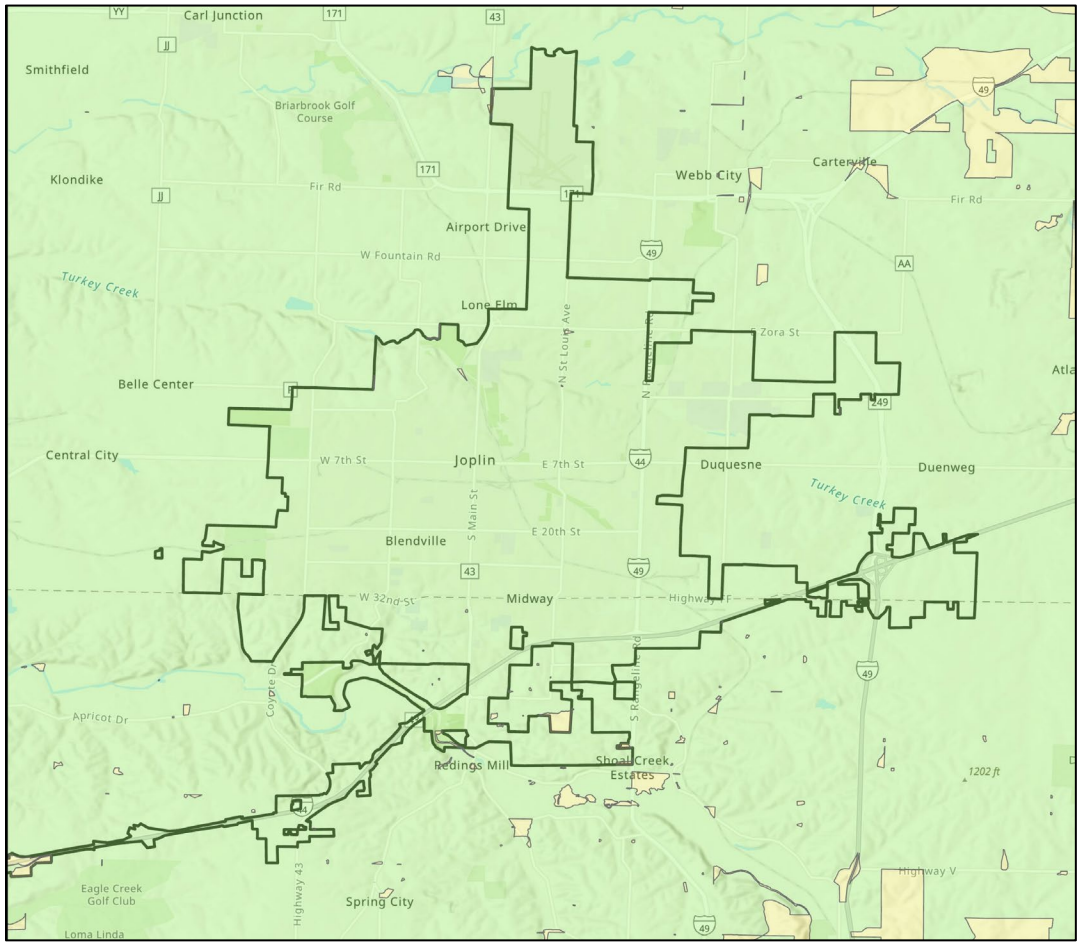
1 | Grants Background Discussion

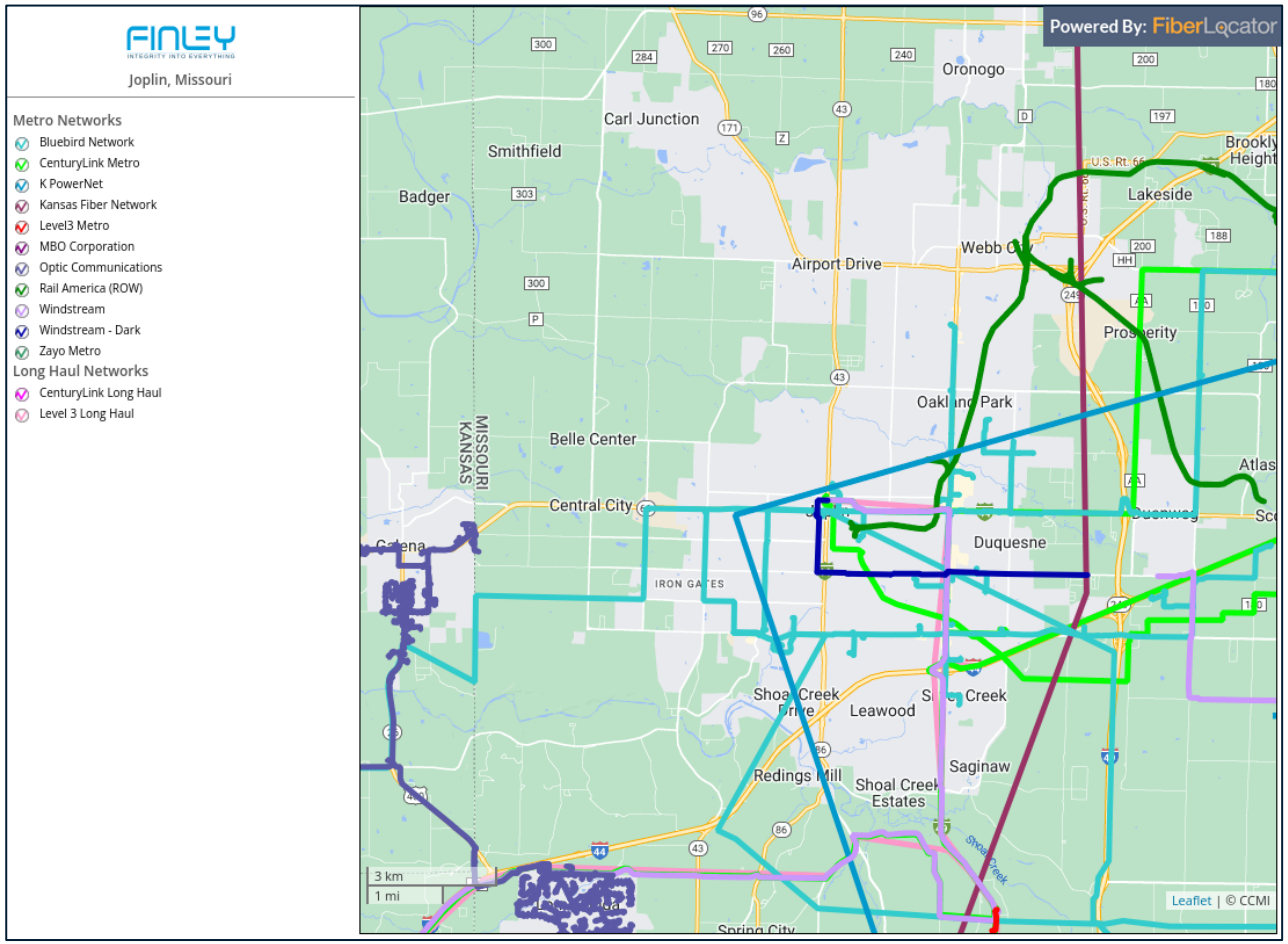
2 | Project Status Update

3 | Future Outlook

Defining “Middle Mile Rich”

As indicated in the Joplin Broadband Gap Study and confirmed by current fiber maps, Joplin is considered “Middle Mile Rich” due to availability of infrastructure and multiple networks across the city limits.



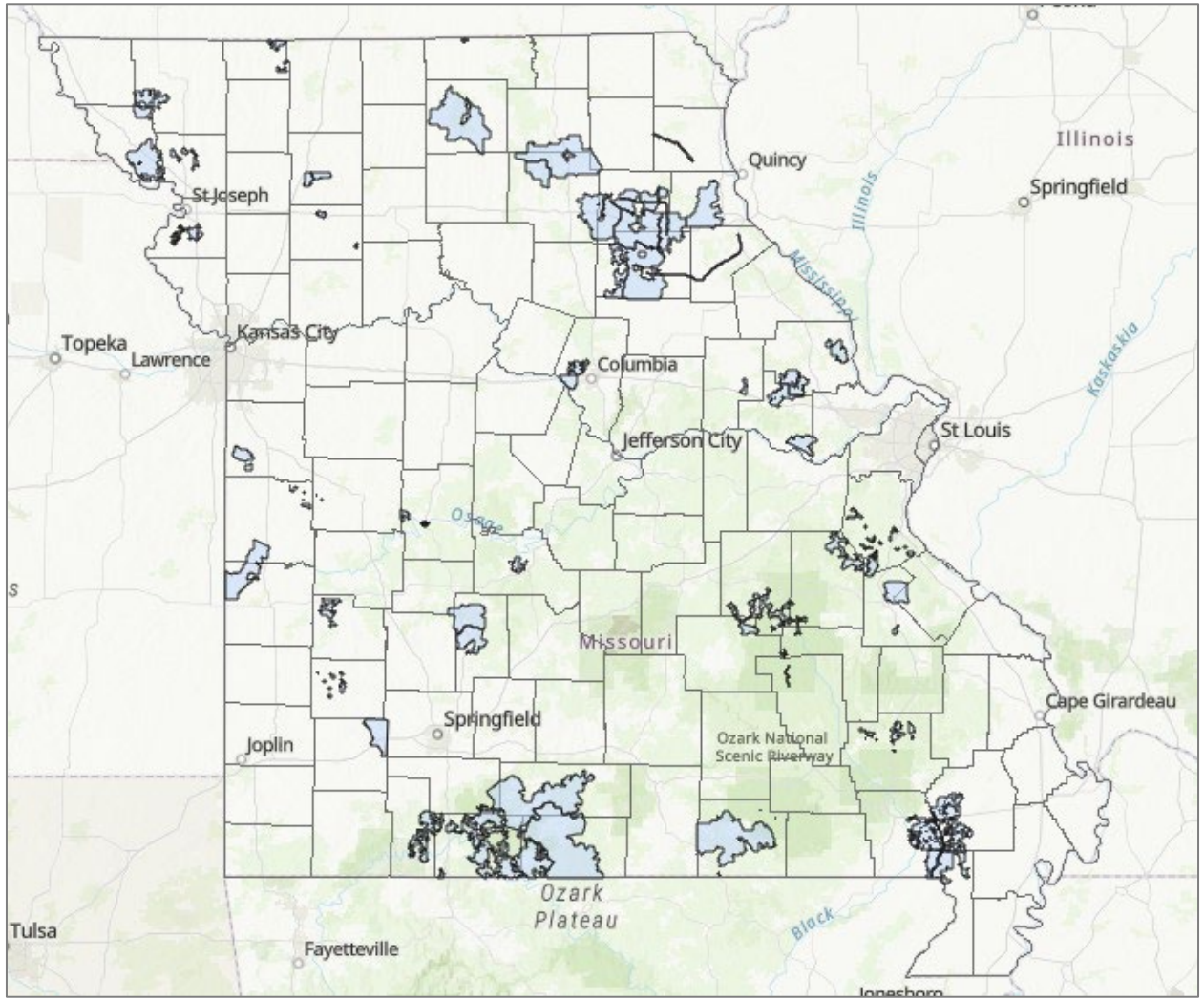


First Round of Missouri Broadband Grants

Joplin's availability of "Middle Mile" infrastructure provided immense opportunity to seek a Public Private Partnership (P3) seek to aid in the delivery of its connectivity needs.

The Missouri Department of Economic Development (DED) received over **320+ applications** totaling more than **$1.2B in requests.**

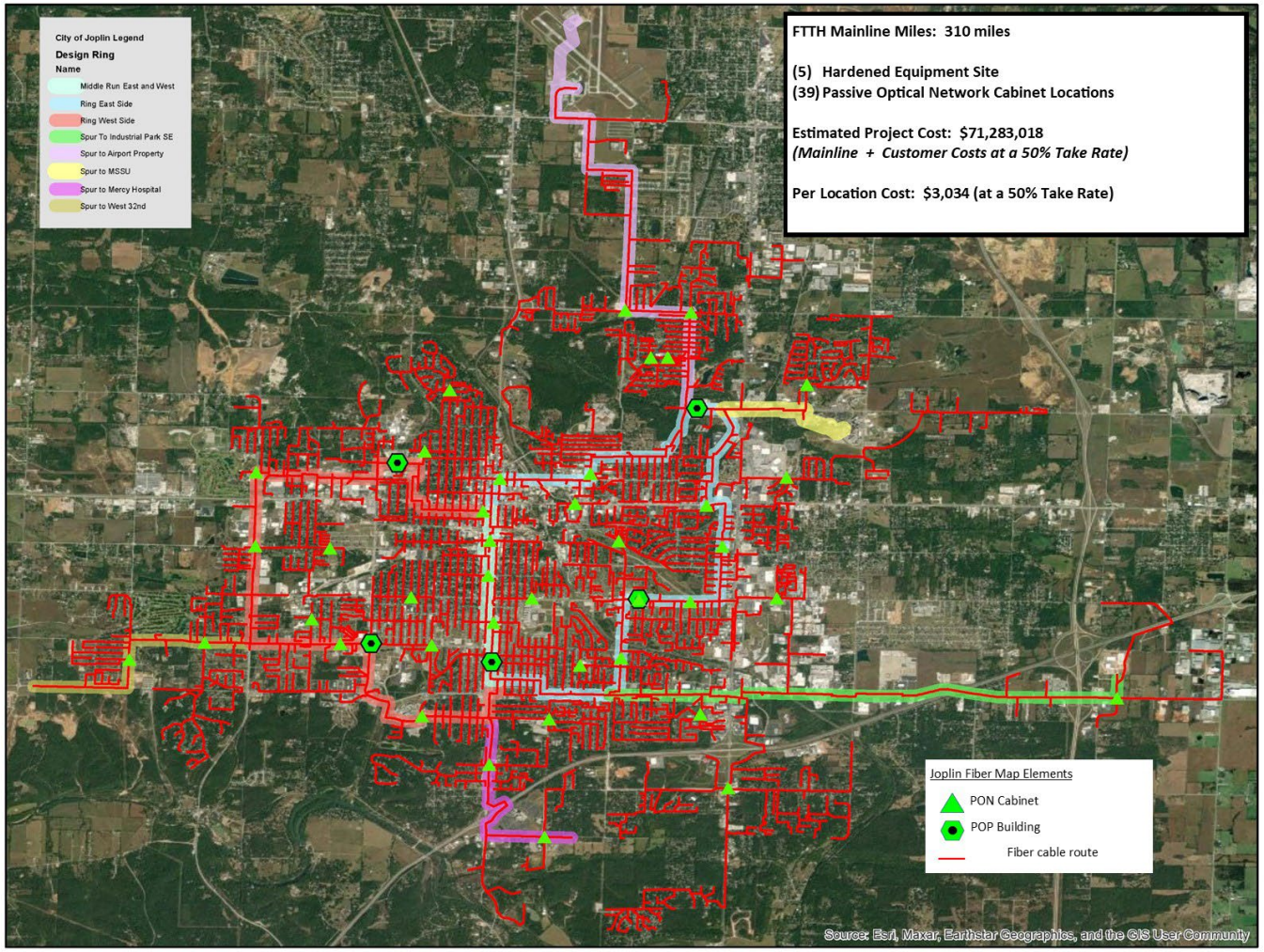
On January 23, 2023, DED announced **60 projects** across the state where **exclusively rural areas** were the winners of the program.



Gap Study Mileage Estimate

The Broadband Gap Analysis, current grant landscape, and national focus on broadband informed the need to approach the provider market to seek interest and competition to increase City-wide connectivity. Below shows the potential full buildout to provide a conservative estimate of total project cost.

The network design calls for building **310 miles** of fiber in the city.

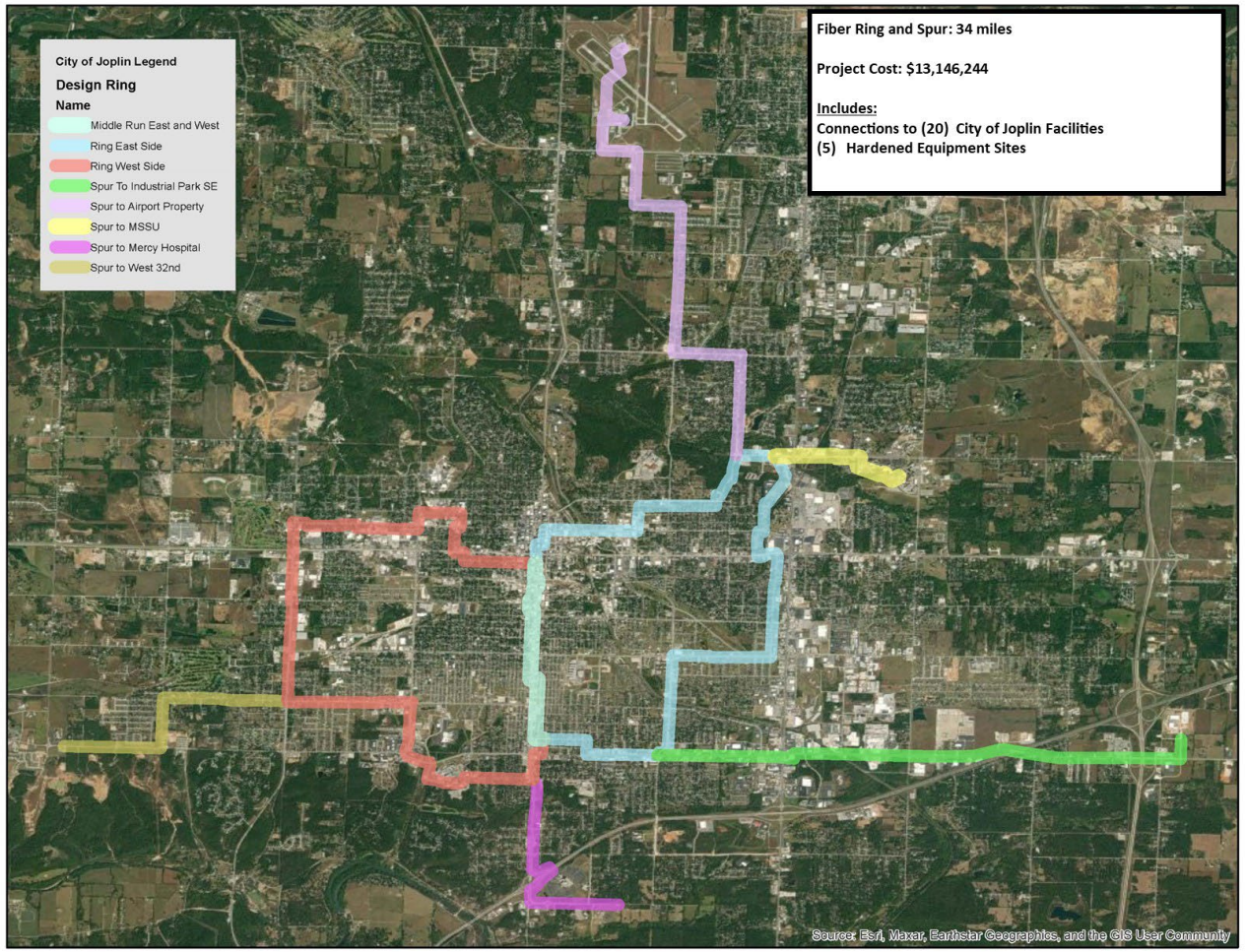


Important to Note:

- Miles of fiber does not equal miles of streets in the city, since fiber may follow alternate paths such as alleys.
- The fiber design excludes the MSSU Campus since it already has its own fiber network and excludes fiber within parks.
- The fiber network was designed to go to the rest of the city, including to places that have existing commercial fiber, in order to bring price competition.

Gap Study Mileage Estimate

The Broadband Gap Analysis, current grant landscape, and national focus on broadband informed the need to approach the provider market to seek interest and competition to increase City-wide connectivity. Below shows the fiber ring and spur design totaling **34 miles**.



Project Status Update & Future Outlook

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 and 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

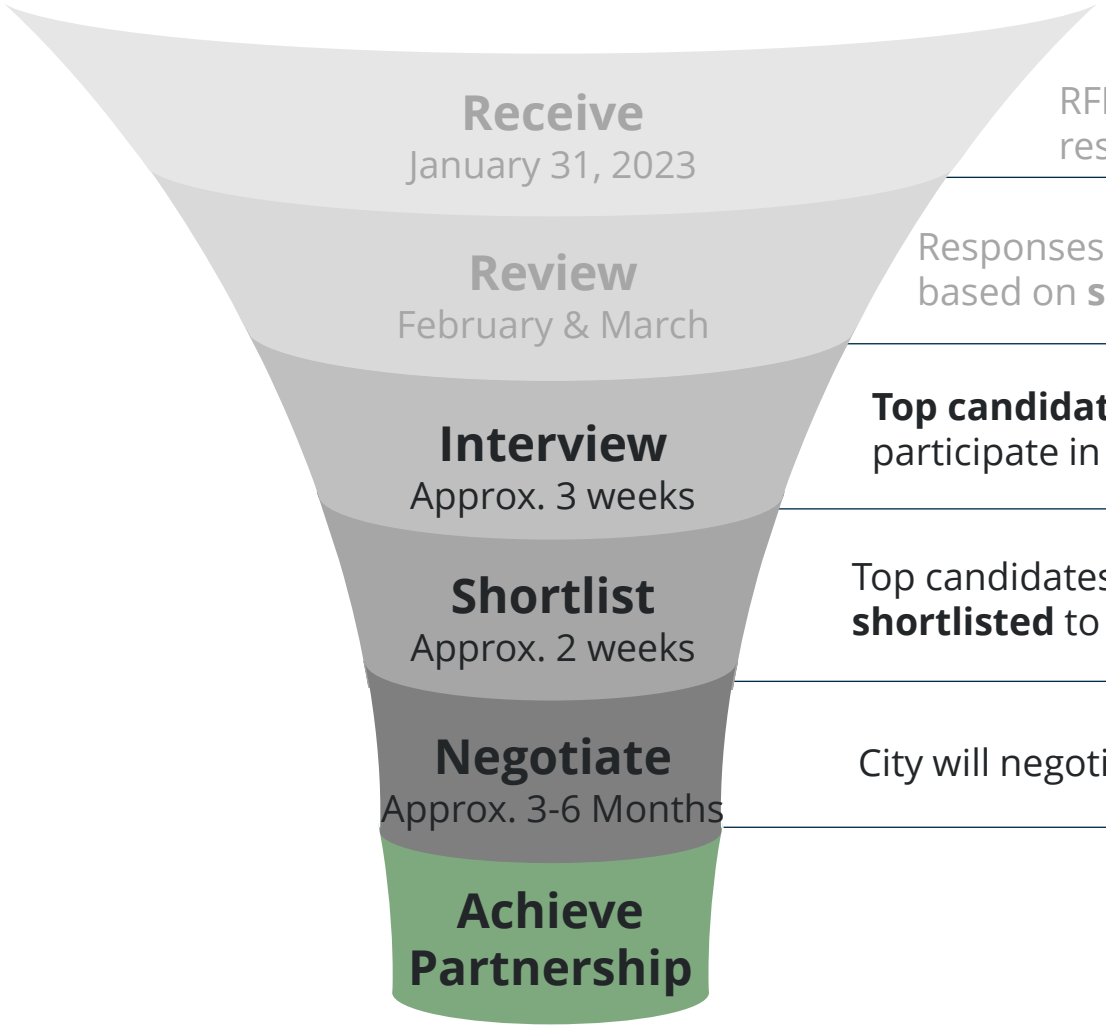
Upon the City **reaching a partnership agreement**, successful deployment of broadband includes:

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

Strategy — Optimization — Performance

Where is Joplin in the Process?

The City has received and reviewed RFP responses and issued clarifying questions with the goal of initiating preliminary interviews with potential partners in mid-April.



RFP Technical and Financial responses received by City

Responses are reviewed by City based on **specific review categories**

Top candidates from review participate in preliminary interviews

Top candidates from interviews are **shortlisted** to enter negotiations

City will negotiate with **vendors**

City Review Team

Lead: Planning, Development, and Neighborhood Services (2)

Support: Public Works (1)

Support: City Manager's Office (1)

Support: Finance Department (1)

Review Categories

Company Profile	(10 Points)
Execution Timeline	(10 Points)
Experience	(10 Points)
Technical Requirements	(20 Points)

Focus Areas for Greatest Joplin Impact

The City Review Team completed preliminary reviews of the nine (9) bids received. During these reviews, the Team identified and prioritized components of each technical bid which will provide the greatest impact to the City of Joplin and fuel future negotiations.

Affordable Connectivity Program (ACP)

Respondents indicated differing potential savings for low-income households subsidized by ACP

Deployment Schedule

Deployment schedules proposed varied in intensity and impact to City operations

Open Access

Respondents proposed varying degree of access and improvement of market competition

Mileage Projections

Responses varied in estimated mileage required for the fiber network



Aerial vs. Buried

Respondents proposed different network compositions of buried and aerial infrastructure

Business Model

Respondents indicated various forms of financial backing (i.e., grants, venture capital, private equity)

Maturity of Business

Respondents comprised of new & old companies with large & small customer base

Smart Cities

Respondents provided differing approaches to smart city goals

Guaranteed Service

Not all respondents could guarantee service to all homes and businesses

City Issuance of Clarifying Questions

Due to the bids varying technically and commercially, the City Review Team issued clarifying questions to respondents to gain further understanding of the technical approach and overall impact to the City of Joplin and to measure respondents on similar metrics.



Confirm the provider will optimize the number of residents & businesses served



Understand cost estimate methodology if not aligned to other bidder calculation methodology



Discuss how provider calculated total mileage and assumptions made



Clarify quantity of customers the provider intends to connect



Inquire on additional scenarios of aerial and buried infrastructure composition (%)



Request further information on low-income household strategy and adherence to the ACP and other programs



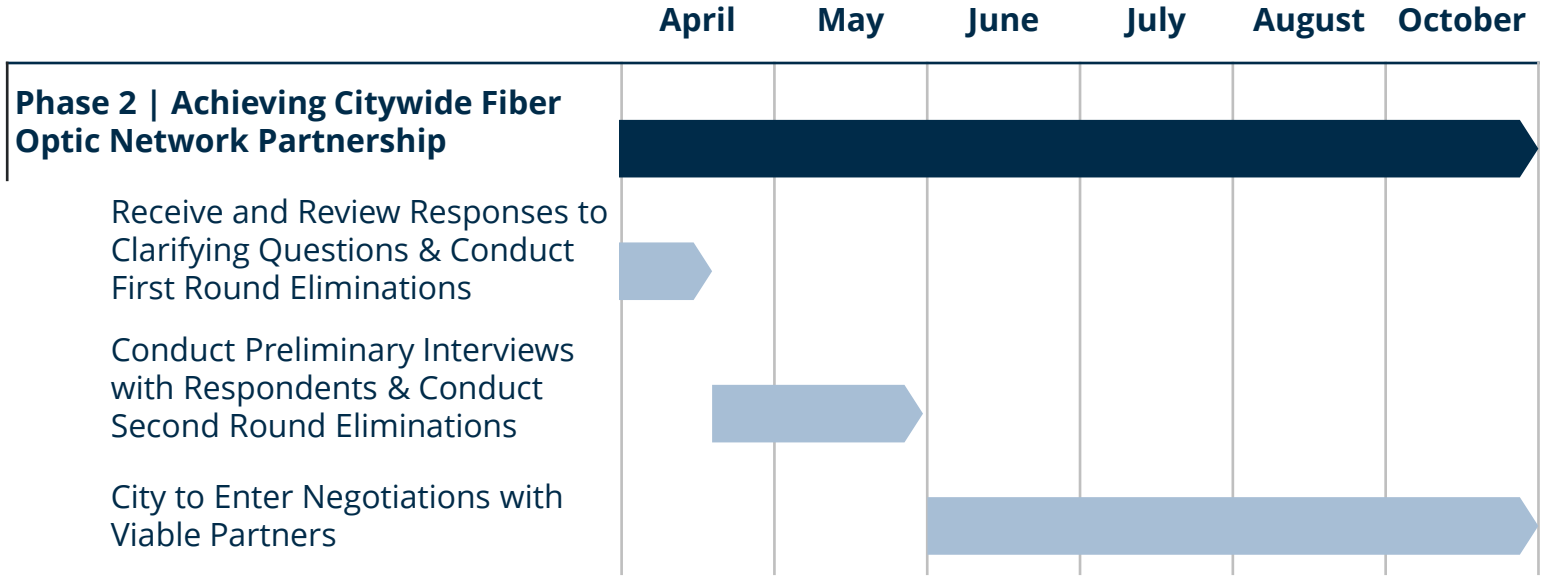
Clarify how the City of Joplin compares to market size of similar deployments providers have done



Confirm technical divergences from standard depth and height for infrastructure delivery

Securing the Partnership Schedule

The City of Joplin remains aggressive in the schedule to achieve a future partnership. During preliminary interviews and negotiations, the City will begin to develop needs for future programmatic support to be a partner in deployment.



Negotiation Insights

- Technical Approach
- Infrastructure Composition
- Adherence to National Programs and Grants
- Smart Cities
- Right of Way access and permitting

Programmatic Needs for

JOPLIN MISSOURI

Successful P3