



# CML's 94th Annual Conference June 21 - 24, 2016 Vail, Colorado

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**Tom Roiniotis**  
General Manager  
Longmont Power & Communications

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**nextLight**  
LONGMONT'S BROADBAND



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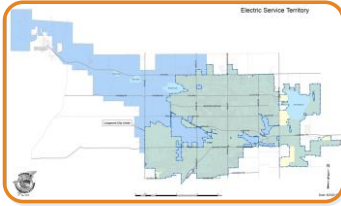
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### Longmont Stats

- Electric Utility Established: 1912
- Electric Service Territory: 49 Square Miles, 29.5 in the city of Longmont
- Population: 91,911
- Electric Customers: 37,751
- Overhead: 25%
- Underground: 75%
- LPC Employees: 101



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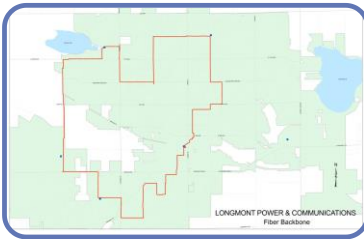
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### Initial Fiber Loop



1997: Built 17-mile 144 fiber loop in conjunction with Platte River Power Authority

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### Feasibility Study



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### Decisions

**Business Model:**  
Provide City-wide, direct retail broadband services

**Technology:**  
Utilize GPON (Gigabit Passive Optical Network) FTTP (Fiber To The Premise) technology

**Services Provided:**  
"Double Play" including Internet and Phone service. No CATV type service

**Financing:**  
Utilize Electric Revenue Bonds



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### 2013 Bond Issue

**Longmont residents will vote on funding for wastewater, fiber network**  
By Tony Kinkelstein Longmont Times Call

**Longmont's fiber optic, wastewater bond issues pass**  
By Tony Kinkelstein Longmont Times Call

**Longmont ballot items**  
Fiber optic bonds  
Yes: 68%  
No: 34%  
LONGMONT - Longmont voters gave the thumbs-up to two bond issues that will both target infrastructure upgrades.

**Longmont group for fiber optic issue**  
By Scott Roemer Longmont Times Call

**City Council will ask Longmont voters for fiber-optic bonds**  
By Scott Roemer Longmont Times Call

LONGMONT - Fast fiber funding will be on the ballot. The City Council voted 7-0 at a little past midnight Tuesday night to have electric bonds pay for a citywide fiber-optic rollout. The move requires voter approval but would allow everywhere in Longmont to have access to the city's high-speed fiber loop in three years.

**LONGMONT -** Thanks for those who showed up to vote on Thursday night, fiber optic bonds on Thursday night.

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### Brand Video

[NextLight™: Longmont's Broadband Video](#)

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Rates



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Series of horizontal lines for notes.

Commercial Rates

Commercial Rates presentation slide with tables and NextLight logo.

The contents of this presentation reflect the view of the presenter, not of CML. [CML logo]

Series of horizontal lines for notes.

Construction

Collage of news articles about fiber construction in Longmont, including titles like 'TCS picked to build Longmont fiber' and 'Fiber loop buildout begins Monday'.

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Service Available




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High Take-rate




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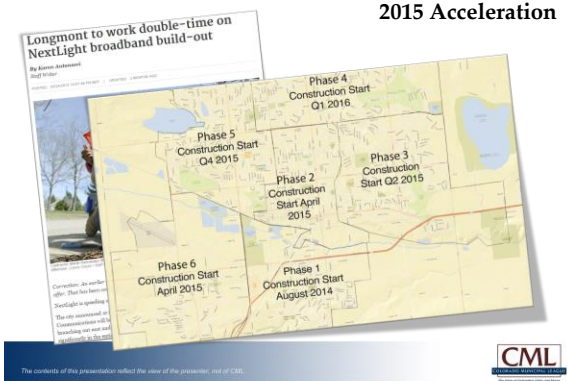
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2015 Acceleration




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- Adjustments required to meet higher than anticipated demand
  - Permit process
  - Locate services
  - Additional service installation crews
- MDU/Business Property Owner Access Process
- Flexibility –be open to design/procedural changes as you move through the process
- Details, details, details, for a new utility setup
  - Billing & network systems software
  - Different tax & federal filing requirements
  - Policies, SOFS, space requirements
  - Hiring and contractor management
- Engagement of All City Personnel

## Project Lessons Learned




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## Before NextLight




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## With NextLight




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### Fastest ISP

#### Fastest in the U.S.

LONGMONT POWER & COMMUNICATIONS	*****	275.48
GOOGLE FIBER	****	236.84
UNIVERSITY OF TOLEDO, THE	***	197.22

#### Fastest in Colorado

LONGMONT POWER & COMMUNICATIONS	*****	275.48
COMCAST	**	55.32
TW TELECOM HOLDINGS	**	44.32

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### Commercial Clientele



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THANK YOU



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