

PUBLIC WORKS MEMORANDUM
#43-2022

DATE: Sept. 12, 2022

TO: Honorable Mayor Meredith Leighty and City Council Members

THROUGH: Heather Geyer, City Manager *hmg*

FROM: Kent Kisselman PE, Director of Public Works *KHK*

SUBJECT: Intrepid Fiber Networks License Agreement

PURPOSE

To provide background on the Intrepid Fiber Networks request for a license agreement to install fiber in the City.

BACKGROUND

In May 2022, Intrepid Fiber Networks approached City staff to request information on the installation of fiber in the City of Northglenn to provide internet services throughout the community.

Intrepid prepared a license agreement to make use of the right of way for the installation of all necessary equipment to provide their services. The Planning Department, Public Works Department and City Attorney Corey Hoffmann reviewed the license agreement for general conformance to City standards and applicable laws.

Intrepid will provide Council information on the company, the benefits they believe their services would bring to the community and how they intend to manage their work in the City to accomplish their objective.

BUDGET/TIME IMPLICATIONS

This item does not have any direct budgetary impacts at this time. However, the City expects to collect fees for work performed in the right of way.

STAFF RECOMMENDATION

This item is for informational purposes only.

STAFF REFERENCE

If Council members have any questions, please contact Kent Kisselman, Director of Public Works, at kkisselman@northglenn.org or 303.450.4005.

ATTACHMENT

1. Presentation

intrepid

September 2022





Company Overview

Company Overview



- **Intrepid Fiber Networks (IFN)** is a Fiber-to-the-Home startup funded by Brookfield Infrastructure Group
- Our mission: *Deliver **world-class fiber** to communities throughout the United States in order to meet the **broadband demands of the future.***
- By utilizing Wholesale Open Access Networks, IFN will enable residents the ability to choose Internet Service Provider (ISP)
- Intrepid Fiber Networks is a Boulder based company led by local executive Jack Waters

Brookfield Overview

*Brookfield is one of the **World's Leading Investors** – Intrepid will focus on sectors which leverage Brookfield's in-depth operating experience resulting in competitive advantage*

REAL ESTATE

\$210B AUM



Office
Multifamily
Retail
Logistics
Hospitality
Mixed-Use
Alternative Real Estate

INFRASTRUCTURE

\$95B AUM



Utilities
Transport
Midstream
Data
Sustainable Resources

RENEWABLE POWER

\$59B AUM



Hydroelectric
Wind
Solar
Storage

PRIVATE EQUITY

\$73B AUM



Business Services
Infrastructure Services
Industrials
Residential

CREDIT

\$153B AUM



Performing Credit
Opportunistic Credit
Private and Listed Equities
Real Estate

Note: AUM as of March 31, 2021. Total AUM includes \$17 billion from our Public Securities Group.



What We Do

Why is Fiber to the Home (FTTH) So Important?

Residents in all communities will begin to demand FTTH as the capacity, reliability, and security of their Broadband network quickly becomes a needed utility service

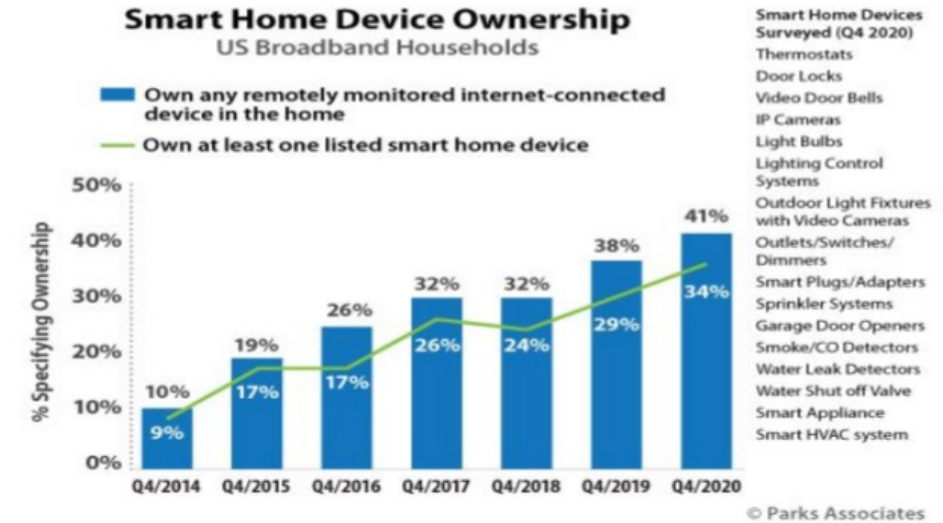
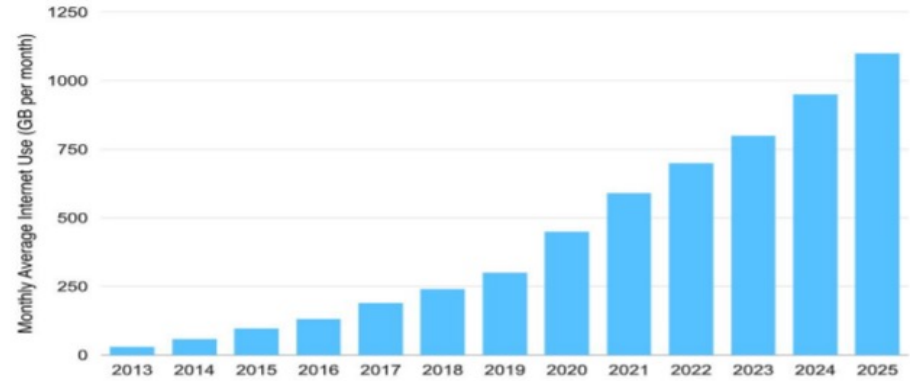
- Greater Capacity**

Work From Home, Virtual Reality, Gaming, Smart Homes/Smart Cities Apps
- Better Signal**

Fiber can cover much greater distances and provide better signal quality
- More Reliable**

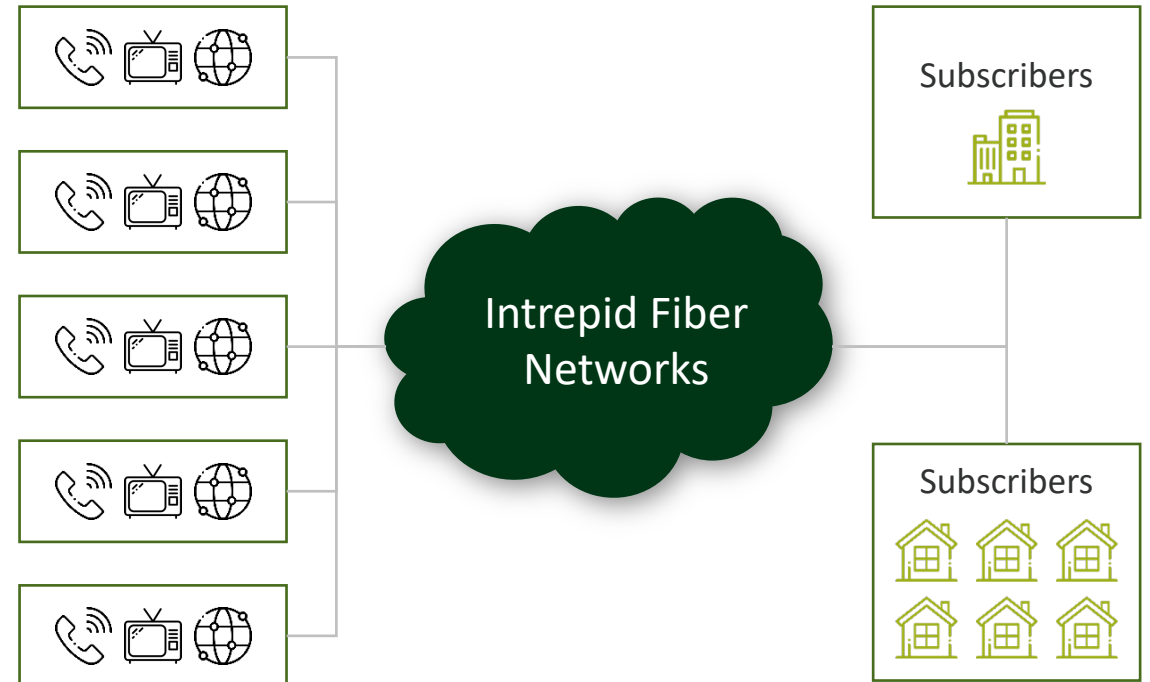
Less outages and maintenance
- Secure**

Utilizes light and is less apt to breaches



Open Access Networks

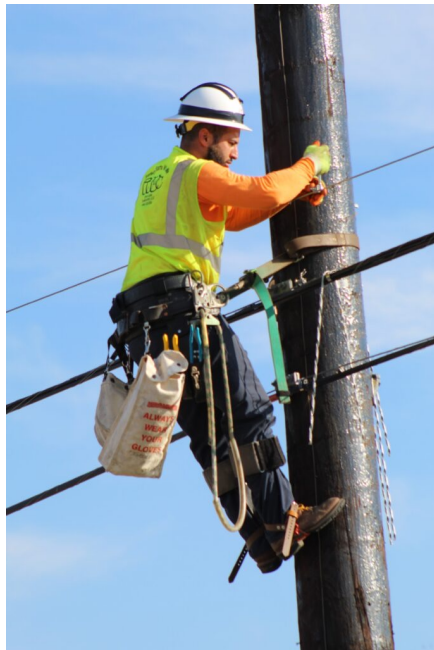
- > One Fiber to the Home Network can host many ISPs
- > Multiple ISPs invite competition which creates competitive dynamics for Broadband rates
- > OAN FTTH Network is less intrusive on communities from a construction perspective
- > FTTH Open Access Network are fully upgradeable by replacing equipment
- > Higher Internet Speeds for the community



Installation Methods

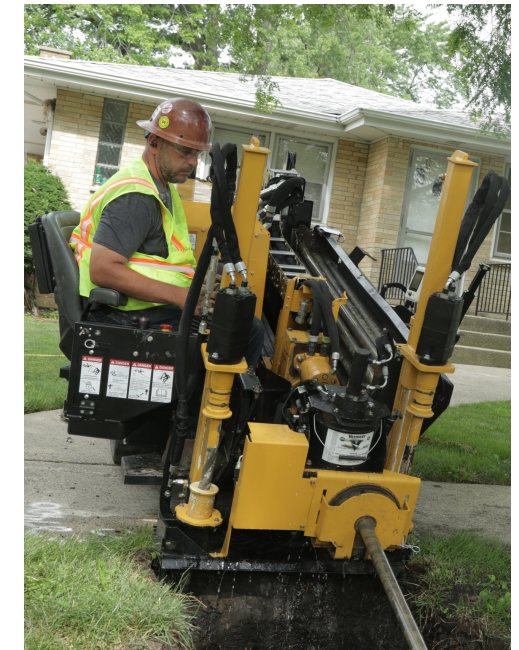
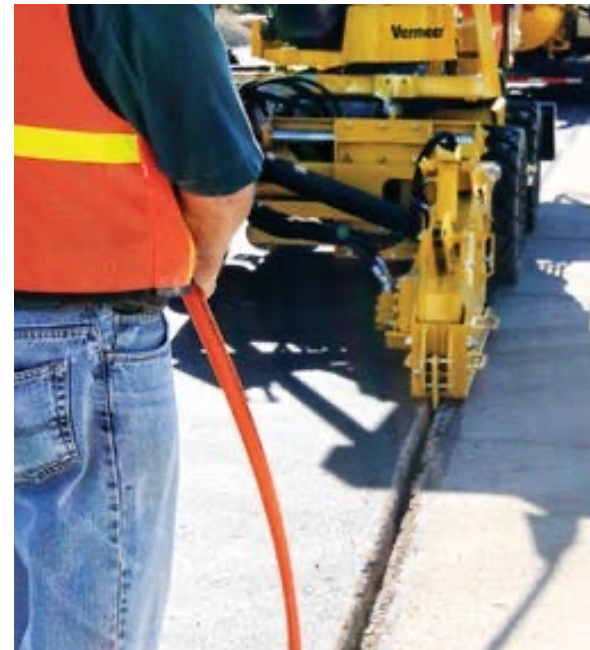
Aerial Installation

- Attachment to existing utility poles
- Applies in others with existing overhead infrastructure



Underground Installation

- Preferred method is Microtrenching
- Secondary method is Directional Drilling / Boring





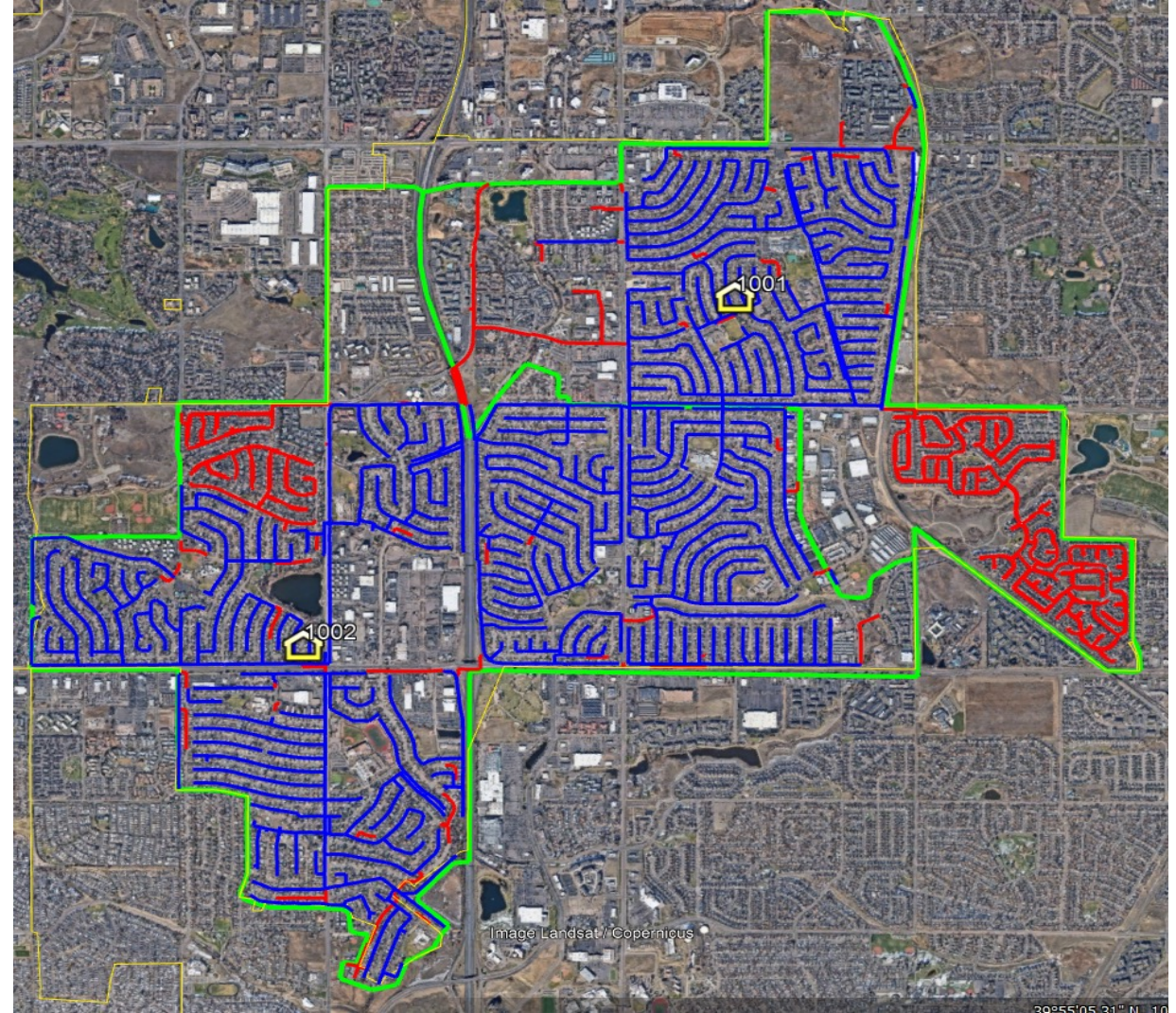
Northglenn, CO

Market Build Summary

- Market: Northglenn, CO
- Households Passed: 14,733
- OSP Contractor: Congruex
- Underground: 35.5 miles (33%)
- Aerial: 72.7 miles (67%)
- Pole Owner: Xcel Energy

Timeline - Anticipated Start Date: 10/2022

Task	Q4-2022	Q1-2023	Q2-2023	Q3-2023	Q4-2023	Q1-2024	Q3-2024	Q4-2024	Q1-2025	Q2-2025
Engineering	█	█	█	█	█					
Permitting		█	█	█	█	█	█	█		
Construction		█	█	█	█	█	█	█	█	█



- Legend:**
- Aerial
 - Underground
 - City Boundary

Congruex Overview



- EPC contractor specialized in design and build of broadband integrated digital networks from end-to-end
- Headquartered in Boulder (CO) with 12 operating units across South-West US and +5,000 employees
- Co founders Bill Beans, CEO & Kevin O'Hara, Chairman, (both ex Kiewit, AT&T and Level 3)
- 70% of repeat business with top telecom/technology clients like AT&T, Verizon, Lumen, Comcast, Cox, Google and Crown Castle
- Since 2017, company as designed network facilities serving 5.6 million homes passed and in 2020 only completed over 9,200 km of fiber construction across 41 states
- Congruex has ben engaged with Intrepid since September 2021, delivering a Feasibility Study for Pueblo (Phase 1) followed by detailed engineering, project definition, planning and costing (Phase 2)

Representative Clients



Construction and Notifications

Construction Management:

- Intrepid executive team is experienced in greenfield development and will be on-site frequently
- Intrepid will have a dedicated regional construction manager supplemented by on-site construction inspectors
- Congruex, a Boulder based vendor with a best-in-class track record, has been awarded the engineering and construction

Residential Notifications and Tollfree Number:

- Residents will be notified by door hangers prior to, and during construction activity
- Information and residential feedback should be directed to Intrepid's website at www.intrepidfiber.com
- Residents can also contact Intrepid 24/7 at our tollfree number 844-380-8090

Restoration and Standards Adherence:

- Intrepid is a member of the Utility Notification Center of Colorado (811)
- Intrepid and Congruex will adhere to all specifications provided by Northglenn, Xcel, and other jurisdictional authorities
- Safety of the community, residents, employees, and contractors is treated with the highest level of importance



Who We Are

Intrepid Leadership



Jack Waters, Chief Executive Officer

- Jack Waters has over 30 years' experience in the telecommunications and Internet industry. He has held numerous positions in both executive business roles as well as engineering and operations roles. He has led construction projects for both terrestrial and subsea fiber networks totaling millions of fiber miles being deployed in North America, Europe, and Asia.
- Jack also currently serves as the Chairman of the board of Digital 9 Infrastructure PLC, a UK London Stock Exchange listed investment trust focused on digital infrastructure. Since inception in March of 2021, he has led the raising of over \$1B from the public markets. The trust has invested over \$500M in digital infrastructure assets including Aquacomms, a subsea fiber company, and Verne Global, an Icelandic data center company.
- Most recently, Jack was president of Zayo Networks and chief operating officer (COO) at Zayo Group. In this role, he oversaw the company's global Network business, including the Fiber Solutions, Transport, Enterprise and strategic networks businesses in addition to network operations and security. During his tenure, Zayo networks revenue and EBITDA growth was 5-8% resulting in the super majority of Zayo's exit Enterprise value of ~\$14B. Prior to this role, he served as Zayo's president of Fiber Solutions and chief technology officer (CTO) and achieved Revenue and EBITDA growth of ~8-10%.
- Prior to joining Zayo, Jack was CTO at Level 3 Communications, where he was one of the founding senior executives focused on global network technology, architecture, engineering, process and security. He joined Level 3 in 1997 and held numerous leadership roles spanning global operations and engineering and was responsible for the original Level 3 network buildout. Jack's career also includes management positions at MCI Communications and the Southeastern University Research and Academic Network.
- Jack has served on the board of directors for the Colorado Technology Association and the Computing Advisory Board at the University of Colorado. He has also served on the Technology Advisory Council for the Federal Communications Commission. He holds a B.S. in Electrical Engineering from West Virginia University and a Master's of Science in Electrical Engineering from Johns Hopkins University. Jack speaks frequently at industry events.



Thank You