



HOTEL MONTE VISIT

Wecom Fiber

Design/Build





Wecom Fiber



Multiple Agreements

- Right of Way License Agreement
- City of Flagstaff Fiber Design/Build
 - Conduit Lease Agreement
 - Fiber Maintenance Agreement



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Right of Way License Agreement

- Standard form for use of our right of way for Fiber Internet
- Standard License Fee
 - 2% of gross revenues



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City of Flagstaff Fiber Design/Build

- Result of a competitive RSOQ
- Build a City Network for our Facilities, Traffic Signals and Infrastructure
- Synergies with a community fiber build



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City of Flagstaff Fiber Design/Build

- Financial Terms
 - \$2,000,000 provided by the City
 - 20-year lease of excess City conduit
 - Reduced ROW license fee
 - No fee for first 3 years
 - 1.5% fee for next 7 years
 - 2% after that



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City of Flagstaff Fiber Design/Build

- What the City gets
 - City-owned fiber to all City Facilities except the Landfill
 - Wecom will provide emergency maintenance on City fiber
- Fiber to the home and business in our community



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