

# Goals for Public Private Internet Partnerships

## Access to World Class Internet

- Up to 2 Gigs of speed
- Symmetrical service
- Top notch customer service

**Competition** - Giving your residents real options for internet

**Equity** - Serving all areas of your community

**Efficient Use of Available Resources** - Each party doing what they do best



# Google Fiber Recent Partnerships

## City of West Des Moines

### City's Responsibilities

- Finance and construct a non-exclusive conduit network to the home.
- Maintain the conduit network.

### Google Fiber's Responsibilities

- Make lease payments for each house with a connected and completed drop.
- Pull fiber network through the conduit.
- Market to potential customers.
- Connect and serve customers.

## Huntsville Utilities

### HU's Responsibilities

- Finance, Design and Construct a non-exclusive fiber network to the street in front of homes.
- Maintain the fiber network.

### Google Fiber's Responsibilities

- Make lease payments on each house HU passes and provisions.
- Market to potential customers.
- Connect and serve customers.

# Wide range of ownership and financing models



## Publicly Owned and Financed

- City/Utility builds, owns and operates as an ISP.
- City/Utility builds and maintains network & leases to ISP(s) to operate.
- City/Utility builds and maintains conduit & leases to ISP(s) to operate.
- City/Utility contracts with ISP, who builds, maintains and leases it.



## Privately Owned / Publicly Subsidized

- City/Utility subsidizes the cost to build to the under/unserved areas and ISP builds and operates their own network across the whole community.

## Funding Sources (restrictions on funding may limit options in some states):

- Federal Funds
- State Broadband Funding
- Municipal Bonds
- Private equity