INDIANOLA MUNICIPAL UTILITIES

IMU

Electric • Network Services • Water

IMU Board of Trustees of the
Electric, Water and Communications Utilities
October 26, 2015
City Hall Council Chambers
5:30 p.m.

Agenda

1. Roll Call
2. Public Comments
3. Consent Agenda
   - A. Claims for October 19, 2015
   - B. Minutes for October 12th and 19th, 2015
   - C. Salary Adjustment
   - D. September 2105 Financial Reports
4. Electric Utility Board Action Items
   - A. Public Hearing on a Resolution to Increase Rates for Electric Service
   - B. Consider Adoption of Resolution #162 Setting Electric Rates
   - C. Consider In-Kind Donation Request, Calamar Development
   - D. Consider In-Kind Donation Request, Johansen & Ohnemus
   - E. Consider In-Kind Donation Request, Indianola Park Department
   - F. 2013 Hwy 92 Distribution Relocation Certificate of Substantial Completion
5. Electric Utility Board Informational Items
6. Water Utility Board Informational Items
7. Communications Utility Board Action Items
   - A. Fiber To The Premise Feasibility Study, Magellan Advisors

8. Communications Utility Board Informational Items

9. Other Business

10. Adjourn

IMU Regular Downstairs **3. A.**

Meeting Date: 10/26/2015

Information

Subject

Claims for October 19, 2015

Information

The list of claims for October 19, 2015 is attached to this agenda item.

Financial Impact

N/A

Staff Recommendation

Simple motion is in order.

Attachments

APPROVAL OF CLAIMS 10-19-15

Vendor Name	GL Account Number	Description	Invoice Date	Net Invoice Amount
WATER OPERATING FUND				
CHUMBLEY & JONES OIL	600-8150-65072	GAS FOR GENERATOR & PUMPS	10/05/2015	31.93
CHUMBLEY & JONES OIL	600-8150-65072	FUEL	10/14/2015	2.82
CIRCLE B CASHWAY	600-8150-63453	RIVER ROCK	10/07/2015	11.59
HACH COMPANY	600-8110-65012	LAB SUPPLIES	10/01/2015	354.58
IOWA DEPT OF NATURAL RES	600-8110-62100	ANNUAL WATER USE FEE	10/02/2015	99.00
MC COY HARDWARE INC	600-8150-65072	BATTERIES & 2" CHIP BRUSH	10/09/2015	16.97
METHODIST OCCUPATIONAL H	600-8180-64121	SUBSTANCE TESTING - WATER DEPT	09/30/2015	53.00
MIDWEST UNDERGROUND	600-8160-63320	NOZZLES	10/13/2015	146.98
MUNICIPAL ENERGY AGENCY	600-8110-63710	PURCHASED POWER - SEEPT (WELL KWH	10/12/2015	1,035.80
NORWALK READY-MIXED CON	600-8120-63100	BARRICADES	07/27/2015	300.00
O'REILLY AUTO PARTS	600-8160-65072	MINI FUSE ASSRTMT	09/02/2015	7.88
SHULL SCHRUM MCCLAFLIN &	600-8190-64010	AUDIT SERVICES	09/30/2015	1,100.00
UNUM LIFE INSURANCE CO OF	600-8180-61550	LIFE, AD&D AND LTD INSURANCE	10/15/2015	148.44
WARREN COUNTY ENGINEER	600-8160-65050	FUEL DISTRIBUTION	10/08/2015	656.45
WASTE MANAGEMENT OF IOW	600-8120-64090	TRASH - OCT 2015	10/01/2015	78.66
Total WATER OPERATING FUND:				4,044.10
IMU ADMINISTRATION FUND				
AHLERS & COONEY P.C.	620-8090-64110	PERSONNEL	09/24/2015	82.50
AHLERS & COONEY P.C.	620-8090-64110	HANKS - NEGOTIATIONS	09/24/2015	607.85
CHARTWELLS DINING SERVIC	620-8090-65070	FOUNDERS FORUM	10/06/2015	523.90
CHARTWELLS DINING SERVIC	620-8090-65070	MEET & GREET RECEPTION	10/06/2015	403.59
DES MOINES REGISTER MEDIA	620-8090-64020	PROJECT SHARE	09/27/2015	133.00
DES MOINES REGISTER MEDIA	620-8090-64020	LIHEAP AD	09/27/2015	210.00
ELLIS LAW OFFICES P.C.	620-8090-64110	FILE #11066-0001 - MARTINEZ	09/30/2015	190.00
HY-VEE FOOD STORE	620-8090-65070	125TH EVENT CAKE	10/05/2015	66.98
INTEGRIVAULT	620-8090-64990	OFFSITE BACKUP - SEPTEMBER	10/01/2015	250.00
IOWA ASSOC OF MUN UTILITIE	620-8092-64990	SAFETY CONSULTATION - SEPTEMBER	09/30/2015	600.00
IOWA ONE CALL	620-8090-63730	EL-LOCATING NOTIFICATION/389 TICKETS	10/07/2015	350.10
IOWA ONE CALL	620-8090-63730	WA-LOCATING NOTIFICATION/391 TICKETS	10/07/2015	351.90
KLOOTWYK, MICHELLE	620-8090-63730	MOBILE DEVICE ALLOWANCE	10/01/2015	25.00
KLOOTWYK, MICHELLE	620-8080-61440	CHELLE AND JOHN GYM MEMBERSHIP - OC	10/01/2015	25.00
LONGER, CHRIS	620-8090-63730	MOBILE DEVICE ALLOWANCE	10/01/2015	50.00
MAHASKA COMMUNICATION G	620-8090-63730	TELEPHONE	10/01/2015	93.92
MAHASKA COMMUNICATION G	620-8090-63730	INTERNET CHARGES	10/01/2015	7.60
MAHASKA COMMUNICATION G	620-8090-63730	INTERNET	10/01/2015	21.99
MAHASKA COMMUNICATION G	620-8090-63730	TELEPHONE	10/01/2015	215.79
METCALF, MIKE	620-8090-63730	MOBILE DEVICE ALLOWANCE	10/01/2015	75.00
PETTY CASH-GEN MGR UTIL	620-8090-65080	CERTIFIED MAILING 7/1/15	10/09/2015	6.74
PETTY CASH-GEN MGR UTIL	620-8090-62300	WINN'S CHAMBER MEETING - KLOOTWYK 8/	10/09/2015	9.41
PETTY CASH-GEN MGR UTIL	620-8090-65080	LARGE ENVELOPE MAILING 7/20/15	10/09/2015	1.64
PETTY CASH-GEN MGR UTIL	620-8090-65080	CERTIFIED MAILING 8/13/15	10/09/2015	6.74
PETTY CASH-GEN MGR UTIL	620-8090-65080	STAMPS x 2 ROLLS 8/26/15	10/09/2015	98.00
PETTY CASH-GEN MGR UTIL	620-8090-65080	CERTIFIED MAILING 9/14/15	10/09/2015	6.74
PETTY CASH-GEN MGR UTIL	620-8090-62300	MISHMASH CHAMBER MEETING - KLOOWY	10/09/2015	3.60
PETTY CASH-GEN MGR UTIL	620-8090-64140	STUDIO FUSCO PRINTING 9/26/15	10/09/2015	1.20
PETTY CASH-GEN MGR UTIL	620-8090-64140	STUDIO FUSCO PRINTING 10/15	10/09/2015	2.54
PETTY CASH-GEN MGR UTIL	620-8090-64140	STUDIO FUSCO PRINTING 10/07/15	10/09/2015	10.28
PETTY CASH-GEN MGR UTIL	620-8090-62300	PIZZA HUT CHAMBER MEETING - KLOOTWY	10/09/2015	6.88
PETTY CASH-GEN MGR UTIL	620-8090-62300	MISHMASH CHAMBER MEETING - KLOOTW	10/09/2015	3.71
PETTY CASH-GEN MGR UTIL	620-8090-65080	CERTIFIED MAILING 10/09/15	10/09/2015	13.48
RECORD-HERALD & INDIANOL	620-8090-64020	CHAMBER PAGE	09/27/2015	35.00
RECORD-HERALD & INDIANOL	620-8090-64020	BT MIN-08	09/02/2015	150.99
RECORD-HERALD & INDIANOL	620-8090-64020	BT MIN-08	09/02/2015	28.99
RECORD-HERALD & INDIANOL	620-8090-64020	BT MIN-09	09/02/2015	31.84
SHULL SCHRUM MCCLAFLIN &	620-8090-64010	AUDIT SERVICES	09/30/2015	3,000.00

Vendor Name	GL Account Number	Description	Invoice Date	Net Invoice Amount
TELRITE CORPORATION	620-8090-63730	IMU - ELECTRIC LONG DISTANCE	09/22/2015	24.18
UNUM LIFE INSURANCE CO OF	620-8080-61550	LIFE, AD&D AND LTD INSURANCE	10/15/2015	153.68
WAL-MART STORES INC.	620-8090-65070	125TH EVENT SUPPLIES	09/29/2015	30.54
Total IMU ADMINISTRATION FUND:				7,910.30
ELECTRIC OPERATING FUND				
AUBERT'S TOWING	630-8260-63320	BOOM TRUCK TOWED FROM DITCH	09/28/2015	160.00
CHAPMAN METERING	630-8250-64200	METER TESTING 9/7 - 10/4	10/06/2015	6,679.59
CHUMBLEY & JONES OIL	630-8250-65072	FUEL	09/30/2015	5.58
CITY OF INDIANOLA - REBATE	630-8290-67306	A/C REBATE	09/23/2015	100.00
CITY OF INDIANOLA - REBATE	630-8290-67306	A/C REBATE	09/09/2015	100.00
CITY OF INDIANOLA - REBATE	630-8290-67306	A/C REBATE	07/01/2015	200.00
CITY OF INDIANOLA - REBATE	630-8290-67306	A/C REBATE	09/16/2015	150.00
CITY OF INDIANOLA - UTILITY	630-8210-63710	8/4/2015 - 9/3/2015 (17-17102-01)	09/30/2015	2,049.59
DOWNEY TIRE SERVICE	630-8260-63320	TIRE REPAIR UNIT 36	10/09/2015	71.96
FAREWAY STORE	630-8220-65072	COFFEE FOR PLANT	10/02/2015	4.90
FAREWAY STORE	630-8220-65072	COFFEE, BLEACH & WATER	10/02/2015	28.20
GREGG'S AUTOMOTIVE	630-8260-63320	OIL FILTER & OIL FOR 2015 CHEVY EQUINO	09/29/2015	27.51
GREGG'S AUTOMOTIVE	630-8260-63320	OIL FILTER & OIL FOR UNIT 6	10/06/2015	64.14
IOWA ASSOC OF MUN UTILITIE	630-8240-62300	SEPT SAFETY TRAINING - ELECTRIC (POLE	09/30/2015	1,713.30
JK ENERGY CONSULTING LLC	630-8290-64900	2015 ELECTRIC RATE STUDY DRAFT REVEI	10/01/2015	1,500.00
MC COY HARDWARE INC	630-8250-65072	MISC. BUILDING AND HARDWARE	10/08/2015	36.72
MC MASTER-CARR SUPPLY CO	630-8220-65072	PLANT MAINTENANCE	10/05/2015	150.61
METHODIST OCCUPATIONAL H	630-8280-64121	SUBSTANCE TESTING - ELECTRIC DEPT	09/30/2015	139.00
MUNICIPAL ENERGY AGENCY	630-8230-63991	PURCHASED POWER - SEPT (NET ELECTRI	10/12/2015	789,957.37
MUNICIPAL ENERGY AGENCY	630-8230-63992	TRANSMISSION/ADJUSTMENT - SEPT	10/12/2015	59,875.37
MUNICIPAL ENERGY AGENCY	630-8230-63990	LANDFILL GAS ATTRIBUTES - SEPT	10/12/2015	13,260.00
MUNICIPAL ENERGY AGENCY	630-8200-45629	20% 69KV 30.9 CREDIT/ADMIN FEE - SEPT	10/12/2015	7,741.73-
MUNICIPAL ENERGY AGENCY	630-8230-63991	IND TRANS SYSTEM OPERATOR CHARGE	10/07/2015	5,141.54
PIERCE, LARRY	630-8290-67306	A/C REBATE	08/10/2015	100.00
QUALITY PEST CONTROL	630-8220-63100	GENERAL PEST CONTROL	10/02/2015	75.91
RM LANDSCAPE MAINTENANC	630-8220-63100	HERBICIDE APPLICATION - 1202 EAST IOWA	10/07/2015	435.00
SHULL SCHRUM MCCLAFLIN &	630-8290-64010	AUDIT SERVICES	09/30/2015	1,100.00
THEISEN'S	630-8250-65072	MISC MATERIALS	10/01/2015	5.29
THOMPSON ENVIRONMENTAL	630-8210-64900	TITLE V SEMIANNUAL REPORTS 3 HOURS	09/30/2015	471.00
TREASURER STATE OF IOWA	630-8280-64180	3RD QTR 2015 USE TAX	10/01/2015	852.00
UNUM LIFE INSURANCE CO OF	630-8280-61550	LIFE, AD&D AND LTD INSURANCE	10/15/2015	308.52
VANDERPOOL PLUMBING	630-8220-63100	REPAIR IN SCADA ROOM	09/28/2015	170.16
WALLING COMPANY OF IOWA,	630-8220-63100	SUMP PUMP IN PLANT REPAIR	09/25/2015	147.27
WARREN COUNTY ENGINEER	630-8260-65050	FUEL DISTRIBUTION	10/08/2015	1,435.81
WASTE MANAGEMENT OF IOW	630-8220-64090	3 YD FEL RCY	10/01/2015	45.00
WASTE MANAGEMENT OF IOW	630-8220-64090	30 YD ROLL OFF TICKET #701540	10/01/2015	340.28
WIEGERT DISPOSAL CO.	630-8220-64090	WASTE PICKUP - SEPT 2015	10/01/2015	79.50
Total ELECTRIC OPERATING FUND:				879,239.39
FIBER/COMMUNICATIONS FUND				
CITY OF INDIANOLA - UTILITY	640-8550-63464	8/4/15 - 9/3/15 (96-00001-01)	09/30/2015	724.23
IOWA ONE CALL	640-8550-64990	FIBER - LOCATING NOTIFICATION/323 TICK	10/07/2015	290.70
Total FIBER/COMMUNICATIONS FUND:				1,014.93
WATER CAPITAL PROJECTS FUND				
HD SUPPLY WATERWORKS	700-8100-67906	CLAMP	09/25/2015	376.70
Total WATER CAPITAL PROJECTS FUND:				376.70

Vendor Name	GL Account Number	Description	Invoice Date	Net Invoice Amount
ELECTRIC CAPITAL PROJECTS FUND				
MAHASKA COMMUNICATION G	730-8200-67603	FIBER SERVICE DROPS	10/01/2015	3,135.00
MUNICIPAL ENERGY AGENCY	730-8200-45629	80% 69KV 30.9 CREDIT/ADMIN FEE - SEPT	10/12/2015	30,966.92-
VANDERPOOL PLUMBING	730-8200-67604	801 E EUCLID	09/28/2015	207.84
WESCO	730-8200-67906	2 - 4 BAY SWITCH GEARS	09/25/2015	28,440.86
WESCO	730-8200-67906	BLKBRN ATS2 TENSION SPLICE	09/29/2015	89.04
WESCO	730-8200-67906	2" U-GUARD/PARKING STANDS	09/29/2015	992.21
WESCO	730-8200-67906	CLEUIS	09/30/2015	82.15
WESCO	730-8200-67906	200 AMP SWITCHGEAR FUSES	09/30/2015	992.16
Total ELECTRIC CAPITAL PROJECTS FUND:				2,972.34
ELECTRIC REVENUE BONDS FUND				
PEOPLES BANK	793-8200-68510	SERIES 2015 ELECTRIC NOTE	10/12/2015	90,233.00
Total ELECTRIC REVENUE BONDS FUND:				90,233.00
Grand Totals:				985,790.76

Board of Trustees: ______________________________

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IMU Regular Downstairs **3. B.**

Meeting Date: 10/26/2015

Information

Subject

Minutes for October 12th and 19th, 2015

Information

The minutes for October 12th and 19th, 2015 are attached to this agenda item.

Financial Impact

N/A

Staff Recommendation

Simple motion is in order.

Attachments

October 12, 2015 BOT Minutes
October 19, 2015 BOT Minutes

BOARD OF TRUSTEE MINUTES
REGULAR SESSION – OCTOBER 12, 2015

The Board of Trustees met in regular session at 5:30 p.m. on October 12, 2015 in the City Hall Council Chambers. Co-Chairperson Deb White called the meeting to order and on roll call the following members were present: Heather Hulen, Jim McClymond, Adam Voigts and Deb White. Absent: Mike Rozga.

The consent agenda consisting of the following was approved on a motion by McClymond and seconded by Hulen. Question was called for and on voice vote Co-Chair White declared the motion carried unanimously.

October 5, 2015 claims

September 28, 2015 minutes

Jason Henle from Temporary Crew Chief to Lead Crew Chief, $65,285/year plus longevity effective October 12, 2015

Michael Maloney, D.A. Davidson & Co., discussed preliminary financial options for the fiber system build-out and stated a fiber expansion feasibility study will need to be completed prior to any decision being made. It was the consensus of the Board to authorize staff to contact Magellan Advisors of Denver, Colorado to prepare a Fiber Expansion Financial Feasibility Study. The proposal will be present at the October 26, 2015 Trustee meeting with the possibility of a contract being approved.

John Krejewski, JK Energy Consulting, presented the 2016 Cost of Service and Rate Design Study. Included in the study was review of electrical rates, develop rates that reflect the cost of service, projected financial results, rate design and rate comparisons. JK Energy's recommendation was to increase electric rates by 7% for FY 2016 through FY 2018, 6% increase in FY 2019 and 5% increase in 2020. The Board accepted the report.

A motion was made by Hulen and seconded by McClymond to set October 26, 2015 as the date of a public hearing on a proposed 7% electric rate to be reflected on the December 1, 2015 and December 1, 2016 utility bills. Question was called for and on voice vote Co-Chair White declared the motion carried unanimously.

Tom Grieb, Calamar Development, requested an in-kind donation for installation of 118 individual meters in an amount of $11,800, for the independent senior living facility in the Summercrest Hills development area. It was the consensus of the Board to table this item until the October 26, 2015 and authorized staff to complete an analysis on the $11,800 pay back.

It was moved by Voigts and seconded by McClymond to purchase the F-5 Passive Optical Network Equipment from Adtran in an amount of $74,698.91 and the installation by MCG in an amount of $21,207. Question was called for and on voice vote Co-Chair White declared the motion carried unanimously.

Voigts moved and McClymond seconded to approve the Memo of Understanding with the Iowa Department of Administrative Services. Question was called for and on voice vote Co-Chair White declared the motion carried unanimously.

A motion was made by Voigts and seconded by McClymond to post for both a Journeyman Lineman and an Apprentice position to fill the immediate vacancy and to prepare for other eligible retirements within the next five year. Question was called for and on voice vote Co-Chair White declared the motion carried unanimously.

Under other business the Board discussed the following meeting dates:
October 19, 2015 at 5:00 p.m. in the City Hall Conference Room – will meet with Troy DeJoode of IAMU – to discuss the General Manager Candidates

Week of October 26, 2015 – interview General Manager Candidates

November 9, 2015 – meet in joint session at 6:30 p.m. with the City Council to discuss labor negotiations

Meeting adjourned on a motion by Voigts and seconded by McClymond.

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Deb White, Co-Chair Diana Bowlin, City Clerk

BOARD OF TRUSTEE MINUTES
SPECIAL SESSION – OCTOBER 19, 2015

The Board of Trustees met in special session at 5:00 p.m. on October 19, 2015 in the City Hall Conference Room. Co-Chairperson Deb White called the meeting to order and on roll call the following members were present: Heather Hulen, Jim McClymond, Mike Rozga, Adam Voigts and Deb White.

A motion was made by Voigts and seconded by Hulen to enter into closed session for discussion and selection of General Manager finalist candidates and in accordance with Iowa Code Section 21.5(1)(i) to evaluate the professional competency of an individual whose appointment, hiring, performance, or discharge is being considered when necessary to prevent needless and irreparable injury to that individual's reputation and that individual request a closed session. Question was called for and on voice vote Co-Chair White declared the motion carried unanimously.

It was moved by Rozga and seconded by Voigts to return to special session. Question was called for and on voice vote Co-Chair White declared the motion carried unanimously.

Under other business it was the consensus of the Board to interview three-four General Manager candidates the week of November 9, 2015.

Meeting adjourned on a motion by Rozga and seconded by McClymond.

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Deb White, Co-Chair Diana Bowlin, City Clerk

IMU Regular Downstairs **3. C.**
Meeting Date: 10/26/2015

Information

Subject
Salary Adjustment

Information
Recommendation to adjust the Office Manager base salary to $38,127 effective November 1, 2015.

Financial Impact
N/A

Staff Recommendation
Simple motion is in order.

IMU Regular Downstairs **3. D.**

Meeting Date: 10/26/2015

Information

Subject

September 2105 Financial Reports

Information

Attached are the financial and Treasurer's reports for the month of September, 2015. Doug Shull will be in attendance.

Financial Impact

N/A

Staff Recommendation

Simple motion is in order.

Attachments

0915 Capital Revenue and Expense Report

0915 O&M Revenue and Expense Report

0915 Treasurer Report

CITY OF INDIANOLA IA

REVENUES/EXPENDITURES WITH COMPARISON TO BUDGET

FOR THE 3 MONTHS ENDING SEPTEMBER 30, 2015

WATER CAPITAL PROJECTS FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEARNED	PCNT
	WATER CAPITAL PROJECTS					
700-8100-48000	SALE OF LAND/ALLEYS	20,000.00	20,000.00	20,000.00	.00	100.0
700-8100-49900	TRANSFER IN--WATER IMPROVE	35,991.67	107,975.01	431,900.00	323,924.99	25.0
	TOTAL WATER CAPITAL PROJECTS	55,991.67	127,975.01	451,900.00	323,924.99	28.3
	TOTAL FUND REVENUE	55,991.67	127,975.01	451,900.00	323,924.99	28.3
	WATER CAPITAL PROJECTS					
700-8100-67402	WATER TOWERS	148.14	1,023.14	130,000.00	128,976.86	.8
700-8100-67403	WELL MAINTENANCE	.00	.00	100,000.00	100,000.00	.0
700-8100-67405	VALVES/HYDRANT REPLACEMENT	3,508.10	3,508.10	15,000.00	11,491.90	23.4
700-8100-67406	WATER MAINS	(6,006.37)	(5,137.20)	225,000.00	230,137.20	(2.3)
700-8100-67905	METERS (NON-RADIO READ)	3,260.64	6,987.51	30,000.00	23,012.49	23.3
700-8100-67906	MATERIALS--STOCK/INVENTORY	(1,378.61)	(3,444.11)	.00	3,444.11	.0
	TOTAL WATER CAPITAL PROJECTS	(468.10)	2,937.44	500,000.00	497,062.56	.6
	TOTAL FUND EXPENDITURES	(468.10)	2,937.44	500,000.00	497,062.56	.6
	NET REVENUE OVER EXPENDITURES	56,459.77	125,037.57	(48,100.00)	(173,137.57)	260.0

ELECTRIC CAPITAL PROJECTS FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEARNED	PCNT
	ELECTRIC CAPITAL PROJECTS					
730-8200-45629	MISO TRANSMISSION REVENUE	62,458.73	131,922.93	426,000.00	294,077.07	31.0
730-8200-45632	PEAK CAPACITY CONTRACT	29,600.00	88,800.00	355,200.00	266,400.00	25.0
730-8200-45633	SUBSTATION CAPACITY	11,856.00	17,784.00	71,100.00	53,316.00	25.0
730-8200-45638	ELECTRIC INSTALL FEE	.00	.00	166,700.00	166,700.00	.0
730-8200-45853	FIBER SERVICE INSTALLATIONS	16,424.58	50,418.59	231,000.00	180,581.41	21.8
730-8200-47100	REFUNDS/REIMBURSEMENTS	15,490.65	290,833.81	.00	(290,833.81)	.0
730-8200-49793	TRANSFER IN--ELECTRIC REV IMPR	(58,333.33)	(174,999.99)	(700,000.00)	(525,000.01)	(25.0)
	TOTAL ELECTRIC CAPITAL PROJECT	77,496.63	404,759.34	550,000.00	145,240.66	73.6
	TOTAL FUND REVENUE	77,496.63	404,759.34	550,000.00	145,240.66	73.6
	ELECTRIC CAPITAL PROJECTS					
730-8200-67100	VEHICLES	.00	.00	200,000.00	200,000.00	.0
730-8200-67245	SPECIALIZED EQUIPMENT	.00	.00	115,000.00	115,000.00	.0
730-8200-67303	BORING--CUSTOMER PAID	8,550.00	8,550.00	35,000.00	26,450.00	24.4
730-8200-67304	ELECTRIC MATERIALS--CUSTOMER P	.00	6,211.68	100,000.00	93,788.32	6.2
730-8200-67305	TRANSMISSION & WIND INVENTORY	.00	.00	70,000.00	70,000.00	.0
730-8200-67307	PROJECT 700	.00	.00	3,000.00	3,000.00	.0
730-8200-67311	LINE CONSTRUCTION	.00	.00	60,000.00	60,000.00	.0
730-8200-67601	COMMUNICATION SYSTEM CONSTR	1,917.52	7,908.00	225,000.00	217,092.00	3.5
730-8200-67603	FIBER DROPS (SERVICE LINES)	8,439.03	15,976.38	.00	(15,976.38)	.0
730-8200-67604	ONTS (EQUIPMENT ON BUILDINGS)	4,463.93	10,461.32	.00	(10,461.32)	.0
730-8200-67900	CAPITAL PROJECT EXPENSE	.00	.00	35,000.00	35,000.00	.0
730-8200-67901	FINANCIAL SYSTEM	.00	.00	100,000.00	100,000.00	.0
730-8200-67903	HWY 92 W 69KV RELOCATION	235,343.72	641,851.53	.00	(641,851.53)	.0
730-8200-67904	RADIO READ METERS	.00	.00	10,000.00	10,000.00	.0
730-8200-67905	HWY 92 WEST RELOCATION-IDOT	.00	77,136.85	.00	(77,136.85)	.0
730-8200-67906	MATERIALS--STOCK/INVENTORY	(102,116.92)	(168,746.55)	.00	168,746.55	.0
730-8200-67908	HWY 92/Y ST RELOCATION PROJECT	.00	9,830.00	.00	(9,830.00)	.0
	TOTAL ELECTRIC CAPITAL PROJECT	156,597.28	609,179.21	953,000.00	343,820.79	63.9
	TOTAL FUND EXPENDITURES	156,597.28	609,179.21	953,000.00	343,820.79	63.9
	NET REVENUE OVER EXPENDITURES	(79,100.65)	(204,419.87)	(403,000.00)	(198,580.13)	(50.7)

WATER OPERATING FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEARNED	PCNT
	WATER					
600-8100-43000	INTEREST	2,393.84	6,451.82	25,000.00	18,548.18	25.8
600-8100-43100	RENT--LAND & FACILITIES	1,575.00	1,575.00	3,100.00	1,525.00	50.8
600-8100-43400	LEASE--UTILITY	1,725.00	8,175.00	38,000.00	29,825.00	21.5
600-8100-45001	ADMINISTRATIVE FEE--WATER	1,722.21	5,179.77	20,000.00	14,820.23	25.9
600-8100-45150	FIRE SERVICE FEES	.00	.00	8,500.00	8,500.00	.0
600-8100-45400	CONNECTION FEE	2,010.00	5,505.00	20,000.00	14,495.00	27.5
600-8100-45600	WATER SALES	183,949.53	528,497.65	2,154,100.00	1,625,602.35	24.5
600-8100-45601	CONSTRUCTION WATER	175.00	315.00	1,000.00	685.00	31.5
600-8100-45602	WATER METER FEES	3,710.00	6,200.00	20,000.00	13,800.00	31.0
600-8100-45603	OTHER WATER FEES	589.68	3,322.64	11,000.00	7,677.36	30.2
600-8100-46600	SPECIAL ASSESSMENT--WATER	.00	705.00	.00	(705.00)	.0
600-8100-47100	REFUNDS/REIMBURSEMENTS	.00	253.78	.00	(253.78)	.0
600-8100-48900	SALES TAX	10,427.45	29,383.85	129,200.00	99,816.15	22.7
	TOTAL WATER	208,277.71	595,564.51	2,429,900.00	1,834,335.49	24.5
	TOTAL FUND REVENUE	208,277.71	595,564.51	2,429,900.00	1,834,335.49	24.5
	PLANT OPERATIONS					
600-8110-60170	SALARY/WAGES--OPERATIONAL	15,300.61	42,706.85	153,700.00	110,993.15	27.8
600-8110-60180	SALARY/WAGES--SUPERINTENDENT	7,025.76	23,600.14	84,300.00	60,699.86	28.0
600-8110-61100	FICA	1,635.27	5,392.93	18,300.00	12,907.07	29.5
600-8110-61300	IPERS	1,890.09	6,235.80	21,300.00	15,064.20	29.3
600-8110-61420	DEFERRED COMP--457	465.00	1,395.00	6,600.00	5,205.00	21.1
600-8110-61810	UNIFORMS/CLOTHING ALLOWANCE	.00	.00	2,000.00	2,000.00	.0
600-8110-62100	MEMBERSHIP DUES/SUBSCRIPTIONS	214.00	1,939.39	3,000.00	1,060.61	64.7
600-8110-62300	EDUCATION/TRAINING	.00	2,084.45	7,000.00	4,915.55	29.8
600-8110-63710	UTILITIES	21,475.93	45,865.54	155,000.00	109,134.46	29.6
600-8110-63730	TELEPHONE	210.15	452.14	3,000.00	2,547.86	15.1
600-8110-64900	MISC CONSULTING	.00	.00	500.00	500.00	.0
600-8110-64990	MISC CONTRACTUAL	1,108.30	4,323.30	12,000.00	7,676.70	36.0
600-8110-65010	CHEMICALS	2,824.22	10,160.93	65,000.00	54,839.07	15.6
600-8110-65012	LAB SUPPLIES/REAGENTS	576.67	921.06	5,000.00	4,078.94	18.4
600-8110-65070	MATERIALS/SUPPLIES	22.41	42.29	1,000.00	957.71	4.2
600-8110-65082	FREIGHT	.00	.00	12,000.00	12,000.00	.0
600-8110-65500	PERSONAL PROTECTIVE EQUIPMEN	.00	.00	1,000.00	1,000.00	.0
	TOTAL PLANT OPERATIONS	52,748.41	145,119.82	550,700.00	405,580.18	26.4

WATER OPERATING FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
	PLANT MAINTENANCE					
600-8120-63100	REPAIR/MAINT--BLDG/GROUNDS	18.61	777.59	2,500.00	1,722.41	31.1
600-8120-63410	REPAIR/MAINT--EQUIPMENT	6,194.48	6,334.10	30,000.00	23,665.90	21.1
600-8120-64090	JANITORIAL SERVICES	389.94	676.22	3,000.00	2,323.78	22.5
600-8120-65070	MATERIALS/SUPPLIES	107.76	134.61	4,000.00	3,865.39	3.4
	TOTAL PLANT MAINTENANCE	6,710.79	7,922.52	39,500.00	31,577.48	20.1
	WATER DISTRIBUTION					
600-8150-60150	SALARY/WAGES--MAINTENANCE	5,521.81	34,084.86	153,700.00	119,615.14	22.2
600-8150-61100	FICA	362.46	1,613.06	11,800.00	10,186.94	13.7
600-8150-61300	IPERS	424.70	1,890.84	13,800.00	11,909.16	13.7
600-8150-63453	REPAIR/MAINT--SYSTEM	4,445.56	5,237.24	40,000.00	34,762.76	13.1
600-8150-64070	ENGINEERING	.00	.00	1,000.00	1,000.00	.0
600-8150-64900	MISC CONSULTING	.00	.00	3,000.00	3,000.00	.0
600-8150-65072	MATERIALS/SUPPLIES--MAINTENANC	3,516.36	6,581.46	25,000.00	18,418.54	26.3
	TOTAL WATER DISTRIBUTION	14,270.89	49,407.46	248,300.00	198,892.54	19.9
	FLEET/VEHICLES					
600-8160-63320	REPAIR/MAINT--VEHICLES	.00	900.35	2,500.00	1,599.65	36.0
600-8160-65050	VEHICLE OPERATING SUPPLIES	.00	1,445.84	15,000.00	13,554.16	9.6
600-8160-65072	MATERIALS/SUPPLIES--MAINTENANC	11.63	141.75	1,500.00	1,358.25	9.5
	TOTAL FLEET/VEHICLES	11.63	2,487.94	19,000.00	16,512.06	13.1
	METER READING					
600-8170-60165	SALARY/WAGES--METER READ/REPA	726.00	2,545.74	10,000.00	7,454.26	25.5
600-8170-61100	FICA	54.92	192.88	800.00	607.12	24.1
600-8170-61300	IPERS	64.83	227.34	900.00	672.66	25.3
600-8170-64990	MISC CONTRACTUAL (ITRON)	.00	.00	1,500.00	1,500.00	.0
	TOTAL METER READING	845.75	2,965.96	13,200.00	10,234.04	22.5

CITY OF INDIANOLA IA
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 3 MONTHS ENDING SEPTEMBER 30, 2015

WATER OPERATING FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
	OVERHEAD					
600-8180-61430	EMPLOYEE ASSISTANCE PROGRAM	99.00	99.00	100.00	1.00	99.0
600-8180-61440	WELLNESS PROGRAM	50.00	275.00	1,000.00	725.00	27.5
600-8180-61500	HEALTH INSURANCE	5,214.00	15,642.00	85,200.00	69,558.00	18.4
600-8180-61550	LIFE INSURANCE/ADD/LTD	401.68	465.50	1,300.00	834.50	35.8
600-8180-61599	WORKERS' COMP INSURANCE	843.00	3,653.00	10,000.00	6,347.00	36.5
600-8180-64081	INSURANCE--AUTO	.00	2,204.00	2,400.00	196.00	91.8
600-8180-64082	INSURANCE--GENERAL LIABILITY	.00	4,152.00	5,000.00	848.00	83.0
600-8180-64083	INSURANCE--PROPERTY	.00	11,120.00	10,000.00	(1,120.00)	111.2
600-8180-64084	INSURANCE--BOILER/MACHINERY	.00	2,909.00	3,000.00	91.00	97.0
600-8180-64121	DRUG & ALCOHOL TESTING	.00	.00	200.00	200.00	.0
600-8180-64180	SALES TAX	10,707.00	29,841.57	129,200.00	99,358.43	23.1
600-8180-69550	TRANSFER OUT--STD	92.70	278.10	1,200.00	921.90	23.2
600-8180-69825	TRANSFER OUT HRA	.00	7,800.00	8,100.00	300.00	96.3
	TOTAL OVERHEAD	17,407.38	78,439.17	256,700.00	178,260.83	30.6
	ADMIN/GENERAL					
600-8190-64010	AUDITS	700.00	700.00	.00	(700.00)	.0
600-8190-64990	MISC CONTRACTUAL	.00	148.64	1,000.00	851.36	14.9
600-8190-66990	REFUND/REIMBURSEMENT	.00	.00	500.00	500.00	.0
	TOTAL ADMIN/GENERAL	700.00	848.64	1,500.00	651.36	56.6
	IMU TRANSFERS					
600-8197-69880	TRANSFER OUT--IMU ADMINISTRATI	16,500.00	66,000.00	198,000.00	132,000.00	33.3
600-8197-69900	TRANSFER OUT--WATER IMPROVE	72,716.67	218,150.01	872,600.00	654,449.99	25.0
600-8197-69910	TRANSFER OUT--WATER REV BONDS	22,925.00	68,775.00	275,100.00	206,325.00	25.0
	TOTAL IMU TRANSFERS	112,141.67	352,925.01	1,345,700.00	992,774.99	26.2
	CITY TRANSFERS					
600-8198-69101	TRANSFER OUT PILOT	5,816.67	17,450.01	69,800.00	52,349.99	25.0
	TOTAL CITY TRANSFERS	5,816.67	17,450.01	69,800.00	52,349.99	25.0
	TOTAL FUND EXPENDITURES	210,653.19	657,566.53	2,544,400.00	1,886,833.47	25.8
	NET REVENUE OVER EXPENDITURES	(2,375.48)	(62,002.02)	(114,500.00)	(52,497.98)	(54.2)

IMU ADMINISTRATION FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEARNED	PCNT
	IMU ADMINISTRATION					
620-8000-49880	TRANSFER IN--IMU ADMINISTRATIO	86,850.00	347,400.00	1,042,200.00	694,800.00	33.3
620-8000-49882	TRANSFER IN--SAFETY	1,500.00	4,500.00	18,500.00	14,000.00	24.3
	TOTAL IMU ADMINISTRATION	88,350.00	351,900.00	1,060,700.00	708,800.00	33.2
	TOTAL FUND REVENUE	88,350.00	351,900.00	1,060,700.00	708,800.00	33.2
	OVERHEAD					
620-8080-61430	EMPLOYEE ASSISTANCE PROGRAM	66.00	66.00	100.00	34.00	66.0
620-8080-61440	WELLNESS PROGRAM	50.00	125.00	1,500.00	1,375.00	8.3
620-8080-61500	HEALTH INSURANCE	3,910.50	13,035.00	63,000.00	49,965.00	20.7
620-8080-61501	DENTAL INSURANCE	255.48	851.60	.00	(851.60)	.0
620-8080-61502	VISION INSURANCE	21.36	71.20	.00	(71.20)	.0
620-8080-61550	LIFE INSURANCE/ADD/LTD	412.09	435.87	1,300.00	864.13	33.5
620-8080-61599	WORKERS' COMP INSURANCE	452.00	1,959.00	5,500.00	3,541.00	35.6
620-8080-64082	INSURANCE--GENERAL LIABILITY	.00	3,515.76	5,000.00	1,484.24	70.3
620-8080-69550	TRANSFER OUT--STD	46.35	169.95	1,000.00	830.05	17.0
620-8080-69825	TRANSFER OUT HRA	.00	5,200.00	5,200.00	.00	100.0
	TOTAL OVERHEAD	5,213.78	25,429.38	82,600.00	57,170.62	30.8

IMU ADMINISTRATION FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
	ADMIN/GENERAL					
620-8090-60110	SALARIES--ADMINISTRATION	12,213.62	40,957.96	148,600.00	107,642.04	27.6
620-8090-60130	SALARIES--CLERICAL	3,580.48	12,010.50	44,300.00	32,289.50	27.1
620-8090-60165	SALARY-METER READERS	866.33	3,040.87	11,400.00	8,359.13	26.7
620-8090-60190	SALARIES--TRUSTEES	1,000.00	1,500.00	5,000.00	3,500.00	30.0
620-8090-61100	FICA	1,357.32	4,418.34	16,000.00	11,581.66	27.6
620-8090-61300	IPERS	1,577.08	5,135.57	18,700.00	13,564.43	27.5
620-8090-61420	DEFERRED COMP--457	425.00	1,275.00	5,100.00	3,825.00	25.0
620-8090-62100	MEMBERSHIP DUES/SUBSCRIPTIONS	.00	23,690.00	53,000.00	29,310.00	44.7
620-8090-62300	EDUCATION/TRAINING	38.12	38.12	5,000.00	4,961.88	.8
620-8090-62700	MILEAGE	.00	.00	500.00	500.00	.0
620-8090-63730	TELEPHONE	1,712.61	4,089.87	10,000.00	5,910.13	40.9
620-8090-64010	AUDITS	1,900.00	1,900.00	15,000.00	13,100.00	12.7
620-8090-64020	ADVERTISING & LEGAL NOTICES	916.83	2,169.00	5,000.00	2,831.00	43.4
620-8090-64110	LEGAL SERVICE FEES	1,074.24	4,481.74	22,000.00	17,518.26	20.4
620-8090-64120	MEDICAL/PHYSICALS/IMMUNIZATION	.00	.00	500.00	500.00	.0
620-8090-64140	PRINTING	108.12	108.12	5,000.00	4,891.88	2.2
620-8090-64180	SALES TAX	.00	.00	100.00	100.00	.0
620-8090-64190	COMPUTER/TECHNOLOGY SERVICE	.00	.00	500.00	500.00	.0
620-8090-64500	FINANCIAL MANAGEMENT SERVICES	.00	.00	5,000.00	5,000.00	.0
620-8090-64900	MISC CONSULTING SERVICES	.00	1,500.00	5,000.00	3,500.00	30.0
620-8090-64990	MISC CONTRACTUAL	2,664.49	8,140.67	35,000.00	26,859.33	23.3
620-8090-65070	MATERIALS/SUPPLIES	164.68	479.72	10,000.00	9,520.28	4.8
620-8090-65077	MATERIALS/SUPPLIES--PROMOTION	605.00	605.00	2,000.00	1,395.00	30.3
620-8090-65080	POSTAGE	.00	.00	2,500.00	2,500.00	.0
620-8090-65990	MISCELLANEOUS	.00	.00	800.00	800.00	.0
620-8090-67240	COMPUTER HARDWARE/SOFTWARE	1,769.98	1,779.97	10,000.00	8,220.03	17.8
	TOTAL ADMIN/GENERAL	31,973.90	117,320.45	436,000.00	318,679.55	26.9
	IMU ADMIN--GM					
620-8091-60110	SALARY/WAGES--ADMINISTRATION	9,000.00	31,684.60	121,500.00	89,815.40	26.1
620-8091-61100	FICA	688.50	2,437.65	9,300.00	6,862.35	26.2
620-8091-61300	IPERS	.00	2,009.25	10,900.00	8,890.75	18.4
620-8091-61420	DEFERRED COMP--457	.00	387.51	3,100.00	2,712.49	12.5
620-8091-62300	EDUCATION/TRAINING	.00	240.06	4,500.00	4,259.94	5.3
620-8091-62700	MILEAGE	.00	.00	3,000.00	3,000.00	.0
	TOTAL IMU ADMIN--GM	9,688.50	36,759.07	152,300.00	115,540.93	24.1

IMU ADMINISTRATION FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
	IMU ADMIN--SAFETY					
620-8092-64142	MAPS/PRINTS	.00	3,800.00	6,000.00	2,200.00	63.3
620-8092-64990	MISC CONTRACTUAL	820.00	1,440.00	6,500.00	5,060.00	22.2
620-8092-65078	MATERIALS/SUPPLIES--SAFETY	.00	.00	500.00	500.00	.0
620-8092-65990	MISCELLANEOUS	.00	.00	500.00	500.00	.0
620-8092-67245	SPECIALIZED EQUIPMENT	.00	.00	2,000.00	2,000.00	.0
	TOTAL IMU ADMIN--SAFETY	820.00	5,240.00	15,500.00	10,260.00	33.8
	CITY TRANSFERS					
620-8098-69620	TRANSFER OUT CITY CLERK'S OFFI	25,108.33	75,324.99	301,300.00	225,975.01	25.0
620-8098-69621	TRANSFER OUT-INFO & TECH	3,691.67	11,075.01	44,400.00	33,324.99	24.9
620-8098-69880	TRANSFER OUT IMU-HR	2,383.33	7,149.99	28,600.00	21,450.01	25.0
	TOTAL CITY TRANSFERS	31,183.33	93,549.99	374,300.00	280,750.01	25.0
	TOTAL FUND EXPENDITURES	78,879.51	278,298.89	1,060,700.00	782,401.11	26.2
	NET REVENUE OVER EXPENDITURES	9,470.49	73,601.11	.00	(73,601.11)	.0

ELECTRIC OPERATING FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEARNED	PCNT
	ELECTRIC					
630-8200-40650	POLE FRANCHISE FEES	.00	11,730.00	33,000.00	21,270.00	35.6
630-8200-43000	INTEREST	8,140.75	22,642.85	110,000.00	87,357.15	20.6
630-8200-45001	ADMINISTRATIVE FEE--ELECTRIC	2,246.75	5,439.70	22,000.00	16,560.30	24.7
630-8200-45400	CONNECTION FEE	2,558.70	8,299.20	25,000.00	16,700.80	33.2
630-8200-45405	DISCONNECT FEE	4,347.87	13,934.96	45,000.00	31,065.04	31.0
630-8200-45450	COLLECTION SERVICE RECOVERY	.00	.00	300.00	300.00	.0
630-8200-45550	RETURN CHECK FEE	150.00	630.00	2,500.00	1,870.00	25.2
630-8200-45629	MISO TRANSMISSION REVENUE	15,233.73	32,470.52	90,000.00	57,529.48	36.1
630-8200-45630	ELECTRIC SERVICE FEES	1,398,976.49	3,547,892.99	12,660,000.00	9,112,107.01	28.0
630-8200-45631	PEAKING POWER & ENERGY	16,910.27	20,619.80	43,000.00	22,380.20	48.0
630-8200-45632	PEAK CAPACITY CONTRACT	7,400.00	22,200.05	88,800.00	66,599.95	25.0
630-8200-45633	SUBSTATION CAPACITY	2,964.00	4,461.00	17,800.00	13,339.00	25.1
630-8200-45634	ELECTRIC SERVICE--CONSTRUCTIO	400.00	800.00	2,500.00	1,700.00	32.0
630-8200-45635	ELECTRIC SERVICE--TEMPORARY	105.00	280.00	1,000.00	720.00	28.0
630-8200-45636	ELECTRIC METER FEES	700.00	1,300.00	5,000.00	3,700.00	26.0
630-8200-45637	CASH ADJUSTMENT	(24.00)	1.12	.00	(1.12)	.0
630-8200-45639	RENEWABLE ENERGY CONTRIBUTIO	1,342.89	4,021.38	15,000.00	10,978.62	26.8
630-8200-47106	PROJECT SHARE CONTRIBUTIONS	15.00	45.00	.00	(45.00)	.0
630-8200-47400	MISC SALES (COPIES/SCRAP/ETC)	439.20	803.10	10,000.00	9,196.90	8.0
630-8200-48900	SALES TAX	25,566.53	64,571.64	239,000.00	174,428.36	27.0
630-8200-49900	TRANSFER IN--WATER IMPROVE	22,566.67	67,700.01	270,800.00	203,099.99	25.0
	TOTAL ELECTRIC	1,510,039.85	3,829,843.32	13,680,700.00	9,850,856.68	28.0
	TOTAL FUND REVENUE	1,510,039.85	3,829,843.32	13,680,700.00	9,850,856.68	28.0
	PLANT OPERATIONS					
630-8210-60170	SALARY/WAGES--OPERATIONAL	4,919.05	17,825.93	61,900.00	44,074.07	28.8
630-8210-61100	FICA	733.80	2,661.78	9,000.00	6,338.22	29.6
630-8210-61300	IPERS	878.54	3,183.73	10,500.00	7,316.27	30.3
630-8210-61420	DEFERRED COMP--457	75.00	225.00	1,800.00	1,575.00	12.5
630-8210-61810	UNIFORMS/CLOTHING ALLOWANCE	.00	.00	600.00	600.00	.0
630-8210-62300	EDUCATION/TRAINING	.00	.00	1,500.00	1,500.00	.0
630-8210-63710	UTILITIES	2,791.98	7,871.83	42,000.00	34,128.17	18.7
630-8210-64070	ENGINEERING	.00	.00	2,500.00	2,500.00	.0
630-8210-64900	MISC CONSULTING	.00	422.66	2,500.00	2,077.34	16.9
630-8210-65010	CHEMICALS	.00	.00	3,000.00	3,000.00	.0
630-8210-65049	FUEL	.00	.00	5,000.00	5,000.00	.0
630-8210-65500	PERSONAL PROTECTIVE EQUIPMEN	.00	.00	1,000.00	1,000.00	.0
	TOTAL PLANT OPERATIONS	9,398.37	32,190.93	141,300.00	109,109.07	22.8

ELECTRIC OPERATING FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
	PLANT MAINTENANCE					
630-8220-60150	SALARY/WAGES--MAINTENANCE	4,427.18	16,043.46	55,600.00	39,556.54	28.9
630-8220-63100	REPAIR/MAINT--BLDG/GROUNDS	1,054.90	3,207.18	20,000.00	16,792.82	16.0
630-8220-63410	REPAIR/MAINT--EQUIPMENT	.00	791.91	10,000.00	9,208.09	7.9
630-8220-64090	JANITORIAL SERVICES	2,281.57	6,885.89	27,500.00	20,614.11	25.0
630-8220-64200	INSPECTIONS/TESTING	3,397.07	3,437.07	4,000.00	562.93	85.9
630-8220-65072	MATERIALS/SUPPLIES--MAINTENANC	714.48	4,305.80	25,000.00	20,694.20	17.2
	TOTAL PLANT MAINTENANCE	11,875.20	34,671.31	142,100.00	107,428.69	24.4
	TURBINES					
630-8225-63410	REPAIR/MAINT--EQUIPMENT	9,471.25	14,998.14	25,000.00	10,001.86	60.0
630-8225-64990	MISC CONTRACTUAL	.00	.00	5,000.00	5,000.00	.0
630-8225-65049	FUEL	.00	40,653.83	50,000.00	9,346.17	81.3
	TOTAL TURBINES	9,471.25	55,651.97	80,000.00	24,348.03	69.6
	PURCHASED ENERGY					
630-8230-63990	RENEWABLE ENERGY PURCHASED	26,520.00	53,040.00	263,800.00	210,760.00	20.1
630-8230-63991	ELECTRIC ENERGY PURCHASED (BU	1,670,970.91	3,154,847.45	8,886,200.00	5,731,352.55	35.5
630-8230-63992	TRANSMISSION FEES	222,777.91	309,096.69	705,000.00	395,903.31	43.8
	TOTAL PURCHASED ENERGY	1,920,268.82	3,516,984.14	9,855,000.00	6,338,015.86	35.7
	DISTRIBUTION OPERATIONS					
630-8240-60180	SALARY/WAGES--SUPERINTENDENT	.00	.00	84,800.00	84,800.00	.0
630-8240-61100	FICA	5.60	16.80	6,500.00	6,483.20	.3
630-8240-61300	IPERS	.00	.00	7,600.00	7,600.00	.0
630-8240-61420	DEFERRED COMP--457	150.00	525.00	2,100.00	1,575.00	25.0
630-8240-61810	UNIFORMS/CLOTHING ALLOWANCE	.00	.00	3,000.00	3,000.00	.0
630-8240-62300	EDUCATION/TRAINING	440.00	760.00	12,000.00	11,240.00	6.3
630-8240-63710	UTILITIES	10.00	30.00	5,000.00	4,970.00	.6
630-8240-63730	TELEPHONE	473.62	937.82	4,000.00	3,062.18	23.5
630-8240-64070	ENGINEERING	.00	.00	2,500.00	2,500.00	.0
630-8240-64900	MISC CONSULTING SERVICES	.00	.00	2,500.00	2,500.00	.0
630-8240-65500	PERSONAL PROTECTIVE EQUIPMEN	172.14	1,324.11	5,000.00	3,675.89	26.5
630-8240-65990	MISCELLANEOUS	534.00	534.00	2,000.00	1,466.00	26.7
	TOTAL DISTRIBUTION OPERATIONS	1,785.36	4,127.73	137,000.00	132,872.27	3.0

ELECTRIC OPERATING FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
	DISTRIBUTION MAINTENANCE					
630-8250-60150	SALARY/WAGES--MAINTENANCE	45,529.10	160,858.18	598,700.00	437,841.82	26.9
630-8250-61100	FICA	3,476.62	12,279.16	45,800.00	33,520.84	26.8
630-8250-61300	IPERS	4,065.77	14,364.71	53,500.00	39,135.29	26.9
630-8250-61420	DEFERRED COMP--457	580.00	1,665.00	9,000.00	7,335.00	18.5
630-8250-63423	REPAIR/MAINT--STREET LIGHTS	555.70	7,805.85	25,000.00	17,194.15	31.2
630-8250-63453	REPAIR/MAINT--SYSTEM	625.00	3,351.71	30,000.00	26,648.29	11.2
630-8250-64151	EQUIPMENT RENTAL	.00	.00	5,000.00	5,000.00	.0
630-8250-64200	INSPECTIONS/TESTING	2,409.28	3,147.58	20,000.00	16,852.42	15.7
630-8250-64750	BORING	.00	.00	30,000.00	30,000.00	.0
630-8250-64990	MISC CONTRACTUAL	.00	2,114.00	25,000.00	22,886.00	8.5
630-8250-65072	MATERIALS/SUPPLIES--MAINTENANC	9,739.45	25,122.17	150,000.00	124,877.83	16.8
	TOTAL DISTRIBUTION MAINTENANCE	66,980.92	230,708.36	992,000.00	761,291.64	23.3
	TRANSMISSION					
630-8255-60150	SALARY/WAGES--MAINTENANCE	491.93	1,782.66	10,700.00	8,917.34	16.7
630-8255-61100	FICA	.00	.00	900.00	900.00	.0
630-8255-61300	IPERS	.00	.00	1,000.00	1,000.00	.0
630-8255-63100	REPAIR/MAINT--BLDG/GROUNDS	.00	88,786.82	.00	(88,786.82)	.0
630-8255-65072	MATERIALS/SUPPLIES-MAINTENANC	.00	723.00	.00	(723.00)	.0
630-8255-65990	MISCELLANEOUS	431.00	431.00	500.00	69.00	86.2
	TOTAL TRANSMISSION	922.93	91,723.48	13,100.00	(78,623.48)	700.2
	FLEET/VEHICLES					
630-8260-63320	REPAIR/MAINT--VEHICLES	1,481.43	3,842.02	35,000.00	31,157.98	11.0
630-8260-65050	VEHICLE OPERATING SUPPLIES	.00	3,626.14	35,000.00	31,373.86	10.4
630-8260-65072	MATERIALS/SUPPLIES--MAINTENANC	441.98	1,199.53	5,000.00	3,800.47	24.0
	TOTAL FLEET/VEHICLES	1,923.41	8,667.69	75,000.00	66,332.31	11.6
	METER READING					
630-8270-60165	SALARY/WAGES--METER READ/REPA	2,903.91	10,182.82	38,400.00	28,217.18	26.5
630-8270-61100	FICA	219.64	771.54	3,000.00	2,228.46	25.7
630-8270-61300	IPERS	259.32	909.32	3,500.00	2,590.68	26.0
630-8270-61810	UNIFORMS/CLOTHING ALLOWANCE	.00	.00	1,000.00	1,000.00	.0
630-8270-64020	ADVERTISING & LEGAL NOTICES	.00	.00	800.00	800.00	.0
630-8270-64990	MISC CONTRACTUAL	.00	.00	3,000.00	3,000.00	.0
	TOTAL METER READING	3,382.87	11,863.68	49,700.00	37,836.32	23.9

ELECTRIC OPERATING FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
	OVERHEAD					
630-8280-61430	EMPLOYEE ASSISTANCE PROGRAM	231.00	231.00	400.00	169.00	57.8
630-8280-61440	WELLNESS PROGRAM	75.00	150.00	500.00	350.00	30.0
630-8280-61500	HEALTH INSURANCE	13,567.95	40,703.85	195,400.00	154,696.15	20.8
630-8280-61550	LIFE INSURANCE/ADD/LTD	996.25	1,047.27	3,000.00	1,952.73	34.9
630-8280-61599	WORKERS' COMP INSURANCE	1,676.00	7,263.00	20,000.00	12,737.00	36.3
630-8280-64081	INSURANCE--AUTO	.00	7,644.00	8,000.00	356.00	95.6
630-8280-64082	INSURANCE--GENERAL LIABILITY	.00	10,193.00	10,000.00	(193.00)	101.9
630-8280-64083	INSURANCE--PROPERTY	.00	43,654.00	45,000.00	1,346.00	97.0
630-8280-64084	INSURANCE--BOILER/MACHINERY	.00	43,307.00	45,000.00	1,693.00	96.2
630-8280-64121	DRUG & ALCOHOL TESTING	86.00	86.00	2,000.00	1,914.00	4.3
630-8280-64180	SALES TAX	25,712.81	65,168.84	239,000.00	173,831.16	27.3
630-8280-64181	USE TAX	.00	442.00	5,000.00	4,558.00	8.8
630-8280-69550	TRANSFER OUT--STD	200.85	602.55	2,800.00	2,197.45	21.5
630-8280-69825	TRANSFER OUT HRA	.00	17,758.00	16,900.00	(858.00)	105.1
	TOTAL OVERHEAD	42,545.86	238,250.51	593,000.00	354,749.49	40.2
	ADMIN/GENERAL					
630-8290-64010	AUDITS	700.00	700.00	.00	(700.00)	.0
630-8290-64900	MISC CONSULTING SERVICES	.00	.00	6,000.00	6,000.00	.0
630-8290-64990	MISC CONTRACTUAL	34.50	207.00	3,000.00	2,793.00	6.9
630-8290-66990	REFUND/REIMBURSEMENT	.00	165.00	2,000.00	1,835.00	8.3
630-8290-67240	COMPUTER HARDWARE/SOFTWARE	.00	.00	1,000.00	1,000.00	.0
630-8290-67306	ENERGY EFFICIENCY PROGRAM	1,756.00	6,280.09	50,000.00	43,719.91	12.6
	TOTAL ADMIN/GENERAL	2,490.50	7,352.09	62,000.00	54,647.91	11.9
	IMU TRANSFER					
630-8297-69713	TRANSFER OUT--ELECTRIC REVENU	71,666.67	215,000.01	860,000.00	644,999.99	25.0
630-8297-69753	TRANSFER OUT--ELECTRIC PROJEC	(58,333.33)	(174,999.99)	(700,000.00)	(525,000.01)	(25.0)
630-8297-69880	TRANSFER OUT--IMU ADMINISTRATI	62,533.33	250,133.32	750,400.00	500,266.68	33.3
	TOTAL IMU TRANSFER	75,866.67	290,133.34	910,400.00	620,266.66	31.9
	CITY TRANSFERS & PILOT					
630-8298-69101	TRANSFER OUT PILOT	50,700.00	152,100.00	608,400.00	456,300.00	25.0
	TOTAL CITY TRANSFERS & PILOT	50,700.00	152,100.00	608,400.00	456,300.00	25.0

ELECTRIC OPERATING FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
	ECONOMIC DEVELOPMENT TRANSFE					
630-8299-64850	SPONSORSHIP/SUPPORT	.00	.00	35,000.00	35,000.00	.0
	TOTAL ECONOMIC DEVELOPMENT T	.00	.00	35,000.00	35,000.00	.0
	TOTAL FUND EXPENDITURES	2,197,612.16	4,674,425.23	13,694,000.00	9,019,574.77	34.1
	NET REVENUE OVER EXPENDITURES	(687,572.31)	(844,581.91)	(13,300.00)	831,281.91	(6350.

FIBER/COMMUNICATIONS FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEARNED	PCNT
	FIBER/COMMUNICATIONS					
640-8550-40650	COMMUNICATIONS FRANCHISE FEES	.00	1,994.26	.00	(1,994.26)	.0
640-8550-43000	INTEREST	529.25	1,331.94	5,000.00	3,668.06	26.6
640-8550-43400	LEASE--UTILITY	25,507.23	75,541.69	352,000.00	276,458.31	21.5
	TOTAL FIBER/COMMUNICATIONS	26,036.48	78,867.89	357,000.00	278,132.11	22.1
	TOTAL FUND REVENUE	26,036.48	78,867.89	357,000.00	278,132.11	22.1
640-8299-64850	SPONSORSHIP/SUPPORT	.00	.00	35,000.00	35,000.00	.0
	TOTAL DEPARTMENT 8299	.00	.00	35,000.00	35,000.00	.0
	FIBER/COMMUNICATIONS					
640-8550-60165	SALARY METER READERS	866.33	3,040.87	11,400.00	8,359.13	26.7
640-8550-61100	FICA-CITY CONTRIBUTION	64.78	228.10	900.00	671.90	25.3
640-8550-61300	IPERS CONTRIBUTION	77.36	271.54	1,100.00	828.46	24.7
640-8550-63464	REPAIR/MAINT--FIBER	1,525.62	4,078.54	15,000.00	10,921.46	27.2
640-8550-64110	LEGAL SERVICE FEES	.00	.00	5,000.00	5,000.00	.0
640-8550-64150	EXPENSES-LEASES	16,424.58	50,418.59	231,000.00	180,581.41	21.8
640-8550-64900	MISC CONSULTING	.00	120.00	2,500.00	2,380.00	4.8
640-8550-64990	MISC CONTRACTUAL	324.90	510.30	4,000.00	3,489.70	12.8
640-8550-67100	VEHICLES	.00	.00	40,000.00	40,000.00	.0
	TOTAL FIBER/COMMUNICATIONS	19,283.57	58,667.94	310,900.00	252,232.06	18.9
	IMU TRANSFER					
640-8597-69650	TRANSFER OUT FRANCHISE FEES	.00	1,994.26	.00	(1,994.26)	.0
640-8597-69880	TRANSFER OUT--IMU ADMINISTRATI	7,816.67	31,266.68	93,800.00	62,533.32	33.3
	TOTAL IMU TRANSFER	7,816.67	33,260.94	93,800.00	60,539.06	35.5
	TOTAL FUND EXPENDITURES	27,100.24	91,928.88	439,700.00	347,771.12	20.9
	NET REVENUE OVER EXPENDITURES	(1,063.76)	(13,060.99)	(82,700.00)	(69,639.01)	(15.8)

FINANCIAL REPORT
MONTH OF SEPTEMBER, 2015

FUND	Beginning Balance	Monies Received	Monies Disbursed	Transfer In	Transfer Out	Clerk's Balance	% of Total
001 General Government	1,171,214.44	36,416.67	178,042.70	115,991.67	2,753.28	1,142,826.80	
011 Police	72,585.33	28,333.42	175,026.55	36,754.02	324.45	-37,678.23	
015 Fire	246,437.65	11,392.87	38,958.39	2,996.30	24.72	221,843.71	
016 Ambulance	291,236.82	52,456.75	78,635.49	1,585.00	5,572.66	261,070.42	
041 Library	-92,181.23	6,362.52	41,777.15	5,531.81	61.80	-122,125.85	
042 Park & Recreation	310,623.81	48,308.50	136,293.28	2,132.63	123.60	224,648.06	
045 Memorial Pool	-64,974.21	5,436.87	6,598.44	0.00	0.00	-66,135.78	
071 General Fund Deb Service	55,904.59	1,371.30	0.00	0.00	0.00	57,275.89	
099 Franchise Fees-MEC	386,085.70	0.00	0.00	0.00	0.00	386,085.70	
GENERAL FUND SUB-TOTAL	**2,376,932.90**	**190,078.90**	**655,332.00**	**164,991.43**	**8,860.51**	**2,067,810.72**	
110 Road Use Tax (Streets)	1,245,407.94	181,865.60	75,221.20	0.00	15,866.48	1,336,185.86	
112 Trust & Agency	0.00	24,124.76	0.00	0.00	24,124.76	0.00	
115 YMCA Maintenance Obligations	93,081.46	0.00	0.00	0.00	0.00	93,081.46	
125 TIF--Downtown	390,209.60	22,255.11	0.00	0.00	1,345.93	411,118.78	
126 TIF--East Hwy 92	15,780.80	-15,780.80	0.00	0.00	0.00	0.00	
127 TIF--Hillcrest/Industrial Park	80,417.38	1,780.52	3,210.00	0.00	0.00	78,987.90	
141 Library Special Revenue	35,570.09	5,747.62	1,071.43	0.00	0.00	40,246.28	
142 Park & Rec Special Revenue	135,130.71	3,089.86	4,860.84	0.00	0.00	133,359.73	
160 Downtown Revolving Loan	66,200.09	4,196.07	0.00	0.00	0.00	70,396.16	
161 Downtown Business Inc Program	63,252.32	0.00	395.74	0.00	0.00	62,856.58	
177 Police Forfeiture	19,830.07	0.00	0.00	0.00	0.00	19,830.07	
190 Vehicle Reserve	70,271.05	0.00	0.00	2,083.33	0.00	72,354.38	
199 Police Retirement	99,049.04	170.99	0.00	0.00	1,041.67	98,178.36	
SPECIAL REVENUES SUB-TOTAL	**2,314,200.55**	**227,449.73**	**84,759.21**	**2,083.33**	**42,378.84**	**2,416,595.57**	
200 **DEBT SERVICE (SUB-TOTAL)**	**1,385,394.90**	**18,453.88**	**0.00**	**52,945.93**	**0.00**	**1,456,794.71**	
301 Capital Projects (General)	101,989.73	8,851.76	0.00	0.00	0.00	110,841.49	
321 Capital Projects (Streets)	-152,473.55	480.00	1,520.00	0.00	0.00	-153,513.55	
344 Community Athletic Facility	4,862.72	9.77	347.86	0.00	0.00	4,524.63	
353 Community ReDevelopment (D&D)	-43,589.89	0.00	5,147.00	0.00	0.00	-48,736.89	
CAPITAL PROJECTS SUB-TOTAL	**-89,210.99**	**9,341.53**	**7,014.86**	**0.00**	**0.00**	**-86,884.32**	
610 Sewer	314,259.97	0.00	93,030.68	143,725.00	35,951.04	329,003.25	
650 Stormwater Utility	450,352.34	16,091.84	0.00	0.00	5,116.67	461,327.51	
670 Recycling	78,938.58	17,734.92	15,449.30	0.00	1,508.33	79,715.87	
710 Sewer Capital Projects	255,199.94	256,740.95	19,697.00	0.00	231,466.67	260,777.22	
771 Sewer Reserve	114,238.70	0.00	0.00	0.00	0.00	114,238.70	
781 Sewer Plant Improvement	346,739.17	0.00	0.00	2,083.33	0.00	348,822.50	
791 Sewer Revenue Bonds	382,827.86	0.00	0.00	58,791.67	0.00	441,619.53	
820 Health Insurance	980,965.35	109,012.45	205,626.54	0.00	0.00	884,351.26	
830 Health Reimbursement Account	318,705.42	0.00	10,418.31	0.00	0.00	308,287.11	
840 Flex/STD	211,719.10	1,925.40	3,895.14	1,359.60	0.00	211,108.96	
850 Liability Insurance Reserve--City	36,163.09	62.43	6,910.14	0.00	0.00	29,315.38	
CITY UTILITY & IS SUB-TOTAL	**3,490,109.52**	**401,567.99**	**355,027.11**	**205,959.60**	**274,042.71**	**3,468,567.29**	
TOTAL CITY FUNDS	**9,477,426.88**	846,892.03	1,102,133.18	425,980.29	325,282.06	**9,322,883.97**	58%
TOTAL IMU FUNDS	**7,311,461.62**	1,953,027.15	2,386,509.37	183,166.68	283,864.91	**6,777,281.17**	42%
GRAND TOTAL CITY & IMU	**16,788,888.50**	2,799,919.18	3,488,642.55	609,146.97	609,146.97	**16,100,165.13**	
Cross Check Total						16,100,165.13	

Investments

Bankers Trust	$	13,991,776.88	2.20%
Iowa Public Agency Inv. Trust	$	111,119.55	0.010%
Payroll Account, City State Bank	$	-	Earnings Credit
Checking Account, City State Bank	$	244,767.92	Earnings Credit
Checking & Payroll Account, Community Bank	$	-	
Sweep Account, City State Bank	$	1,885,691.94	0.04%
BANK BALANCE		**16,233,356.29**	

Clerk's Balance	16,100,165.13
Plus Outstanding Checks	151,035.60
Oustanding Deposit	-17,844.44
	16,233,356.29

600 Water	55,221.53	208,277.71	92,602.15	0.00	118,051.04	52,846.05
620 IMU Administration	64,130.62	0.00	47,649.83	88,350.00	31,229.68	73,601.11
625 Revolving Economic Development	105,157.99	382.69	0.00	0.00	0.00	105,540.68
626 USDA RLF	225,000.00	75,000.00	0.00	0.00	0.00	300,000.00
630 Electric	2,101,396.04	1,487,473.18	2,070,844.64	22,566.67	126,767.52	1,413,823.73
640 Fiber/Communications	293,686.56	26,036.48	19,283.57	0.00	7,816.67	292,622.80
700 Water Capital Projects	990,269.67	20,000.00	-468.10	35,991.67	0.00	1,046,729.44
730 Electric Capital Projects	2,621,512.99	135,829.96	156,597.28	-58,333.33	0.00	2,542,412.34
740 Fiber/Comm Capital Projects	0.00	0.00	0.00	0.00	0.00	0.00
770 Water Reserve	135,000.00	0.00	0.00	0.00	0.00	135,000.00
773 Electric Reserve	0.00	0.00	0.00	0.00	0.00	0.00
780 Water Capital Improvement	75,000.00	0.00	0.00	0.00	0.00	75,000.00
783 Electric Improvement	0.00	0.00	0.00	0.00	0.00	0.00
790 Water Revenue Bonds	206,692.18	0.00	0.00	22,925.00	0.00	229,617.18
793 Electric Revenue Bonds	422,294.96	0.00	0.00	71,666.67	0.00	493,961.63
855 Liability Insurance Reserve--IMU	16,099.08	27.13	0.00	0.00	0.00	16,126.21
IMU SUB-TOTAL	**7,311,461.62**	**1,953,027.15**	**2,386,509.37**	**183,166.68**	**283,864.91**	**6,777,281.17**

INTEREST DISTRIBUTION	**INTEREST INCOME**	**% OF TOTAL**	**CALYTD**	**FYTD**
Electric Funds	$ 9,079.82	33.45%	$ 81,863.44	$ 24,704.24
Water Funds	$ 2,393.84	8.82%	$ 19,304.29	$ 6,451.82
Sewer Funds	$ 1,669.18	6.15%	$ 18,991.86	$ 5,190.50
Police Retirement	$ 170.99	0.63%	$ 1,317.70	$ 440.72
Community Redevelopment	$ -	0.00%	$ 12,930.95	$ -
All other	$ 13,827.36	50.95%	$ 101,781.55	$ 40,980.36
TOTAL	$ 27,141.19	100.00%	$ 236,189.79	$ 77,767.64

IMU Regular Downstairs **4. A.**

Meeting Date: 10/26/2015

Information

Subject

Public Hearing on a Resolution to Increase Rates for Electric Service

Information

Iowa law requires a public hearing to be held prior to adopting new utility rates. Required and additional notice of this hearing was given the week of October 19th.

At the October 12th meeting, Trustees received a presentation on a cost of electric service study from JK Energy Consulting of Lincoln, Nebraska. The recommendation being made is to increase electric rates an average of 7% on bills received December 1, 2015 and on December 1, 2016. The increase is primarily needed to recover and sustain increased wholesale rates.

The Notice of Public Hearing is attached to this agenda item.

Financial Impact

N/A

Staff Recommendation

The Board Chairperson opens the public hearing, receives comments from both the public and Trustees, and then closes the public hearing.

Attachments

Public Hearing Notice

INDIANOLA MUNICIPAL UTILITIES
IMU
Electric • Network Services • Water

NOTICE OF PUBLIC HEARING

TO THE PUBLIC:

YOU ARE HEREBY NOTIFIED that the Indianola Municipal Utilities Board of Trustees has under consideration a resolution which would increase the rates for electric service for all electric customers. The proposed increases would be reflected on the December 1, 2015 and December 1, 2016 utility bills.

The actual proposed resolution is now on file and open to public inspection in the office of the Trustee Clerk, 110 N. First Street, Indianola, Iowa, (961-9410), and in the office of the General Manager, 111 S. Buxton St., Indianola, Iowa, (961-9444). The recommended December 1, 2015 increase is 7% and the recommended December 1, 2016 increase is 7%. For exact details you should carefully review the resolutions now on file in the Trustee Clerk's office or the General Manager's office.

YOU ARE FURTHER NOTIFIED that this matter has been set down for hearing and consideration at a public hearing before the Board of Trustees of the Indianola Municipal Utilities on October 26, 2015 at 5:30 P.M., in the Council Chambers of the Municipal Building in Indianola, Iowa. This Notice is published by order of the Board of Trustees of the Indianola Municipal Utilities, Indianola, Iowa.

DIANA BOWLIN, Trustee Clerk

IMU Regular Downstairs **4. B.**

Meeting Date: 10/26/2015

Information

Subject

Consider Adoption of Resolution #162 Setting Electric Rates

Information

Resolution #162 is attached to this agenda item and is consistent with that presented prior to setting the public hearing.

Financial Impact

N/A

Staff Recommendation

A motion, second and roll call vote is in order.

Attachments

IMU Rate Resolution No.162

RESOLUTION NO. 162
OF
INDIANOLA MUNICIPAL UTILITIES
BOARD OF TRUSTEES

BE IT RESOLVED by the Indianola Municipal Utilities Board of Trustees that Resolution No. 155 be repealed and that this Resolution be substituted in lieu of it as follows:

1. **ELECTRIC RATES**. The rates for customer classes of service described in electric service plan Section 2.4 are:

Section 2.4 **Rates for Electric Service**

Rates for electric current shall apply to all customers according to their proper classifications as follows and where summer months are defined as all bills rendered in July, August, September and October. Winter months are defined as all bills rendered in November, December, January, February, March, April, May and June.

2.4(1) **Residential Service**

Qualification: For single-family residential customers where primary energy consumption is for domestic purposes. Not available for commercial purposes, including agriculture, manufacturing or other uses of a commercial nature.

Rates effective for all billings after December 1, 2015

Monthly Customer Charge	$10.25	
	Summer	Winter
First 400 kWh per month	10.5¢	10.1¢
Balance kWh per month	10.5¢	9.0¢

Rates effective for all billings after December 1, 2016

Monthly Customer Charge	$11.00	
	Summer	Winter
First 400 kWh per month	11.0¢	11.0¢
Balance kWh per month	11.0¢	9.5¢

2.4(2) **Residential Electric Primary Heat Source Service**

Qualification: For single-family residential customers where primary energy consumption is for domestic purposes and electricity is the primary source of space heating energy. Not available for commercial purposes, including agriculture, manufacturing or other uses of a commercial nature.

Rates effective for all billings after December 1, 2015

Monthly Customer Charge	$10.25	
	Summer	Winter
First 400 kWh per month	10.5¢	9.4¢
Next 600 kWh per month	10.5¢	9.4¢
Balance kWh per month	10.5¢	7.0¢

Rates effective for all billings after December 1, 2016

Monthly Customer Charge	$11.00	
	Summer	Winter
First 400 kWh per month	11.2¢	10.0¢
Next 600 kWh per month	11.2¢	10.0¢
Balance kWh per month	11.2¢	7.9¢

2.4(3) **Residential and Farm Service Outside the Corporate Limits**

Qualification: For single-family residential customers located outside corporate limits of the City of Indianola. Not available for commercial purposes, including agriculture, manufacturing or other uses of a commercial nature.

Rates effective for all billings after December 1, 2015

Monthly Customer Charge	$24.00	
	Summer	Winter
All kWh per month	11.3¢	10.2¢

Rates effective for all billings after December 1, 2016

Monthly Customer Charge	$26.00	
	Summer	Winter
All kWh per month	11.8¢	11.0¢

2.4(4) **General Service (Formerly Commercial Light and Power Service)**

Qualification: For any customer who does not qualify for service under another rate schedule.

Rates effective for all billings after December 1, 2015

Monthly Customer Charge	$22.00	
	Summer	Winter
First 3000 kWh per month	11.1¢	10.3¢
Balance kWh per month	11.1¢	9.1¢

Rates effective for all billings after December 1, 2016

Monthly Customer Charge	$24.00	
	Summer	Winter
First 3000 kWh per month	11.3¢	11.3¢
Balance kWh per month	11.3¢	9.7¢

2.4(5) **Large Power Service (Formerly Small Industrial Power Service)**

Qualification: Customer must have monthly demands of 200 kilowatts or greater for 3 consecutive months. If a customer's load decreases to less than 200 kilowatts for 12 consecutive months after being placed on the Large Power Service rate, it will be moved to the General Service rate. A General Service customer may ask to be billed under this rate for a minimum of 12 months.

Rates effective for all billings after December 1, 2015

Monthly Customer Charge	$45.00	
	Summer	Winter
Demand Charge per kW	$5.40	$4.50
All kWh (w/o primary discount)	7.0¢	5.8¢
All kWh (w/primary discount)	6.9¢	5.7¢

Rates effective for all billings after December 1, 2016

Monthly Customer Charge	$50.00	
	Summer	Winter
Demand Charge per kW	$6.50	$5.50
All kWh (w/o primary discount)	7.2¢	6.3¢
All kWh (w/primary discount)	7.1¢	6.2¢

Demand: The kW as shown by or computed from the readings of the Board's demand meter for the 15-minute period of customer's greatest use during the month determined to the nearest kW.

Minimum Demand: The minimum billing demand shall be the greater of:

1. 75% of the highest Demand established in any month during the 12 months ending with the current month, or
2. 150 kW

Primary Discount: The primary discount will apply for customers that own transformation equipment and take service at one of the Utility's standard primary voltages (>2.4 kV).

2.4(6) **Large Industrial Power Service**

Qualification: Any customer served under the Large Industrial Power Service rate as of December 1, 2015. This rate will be consolidated with the Large Power Service rate, effective December 1, 2016.

<u>Rates effective for all billings after December 1, 2015</u>

Monthly Customer Charge	$78.84	
	Summer	Winter
Demand Charge per kW	$7.50	$6.00
All kWh (w/o primary discount)	6.8¢	5.5¢
All kWh (w/primary discount)	6.7¢	5.4¢

<u>Rates effective for all billings after December 1, 2016</u>

Effective December 1, 2016, Large Industrial Power Service customers will be served under the Large Power Service rate schedule.

Minimum Demand Charge: The minimum demand charge shall be 75% of the highest Demand established in any month during the 12 months ending with the current month.

Demand: The kW as shown by or computed from the readings of the Board's demand meter for the 15-minute period of customer's greatest use during the month determined to the nearest kW.

Primary Discount: The primary discount will apply for customers that own transformation equipment and take service at one of the Utility's standard primary voltages (>2.4 kV).

Power Factor: The customer's power factor is calculated as the customer's real power demand (in kilowatts) divided by the customer's apparent power demand (in kilovolt-Amperes, or kVA). The apparent power demand is equal to the square root of the sum of the var usage squared and the kilowatt demand squared for the same interval. The customer is expected to maintain, at its own expense, a power factor of 90% or better at all times. If the power factor, as measured by the Utility, is lower than this, the customer will be sent a formal notice and given 90 days to correct the deficiency. If the power factor is not corrected within 90 days of notice, the entire monthly bill (including the customer charge) shall be increased by the ratio of 90% divided by the measured power factor, at the time of the customer's monthly peak in any given month, for all subsequent periods until the customer has demonstrated a minimum 90% power factor over a 3-month period.

2.4(7) **Government Service**

<u>City Departments and IMU Service</u>:

<u>Qualification</u>: Any accounts providing service to the City of Indianola or Indianola Municipal Utilities, excluding street lighting service.

<u>Rates effective for all billings after December 1, 2015</u>

Monthly Customer Charge		$22.00	
	<u>Summer</u>		<u>Winter</u>
All kWh per month	10.9¢		8.6¢

<u>Rates effective for all billings after December 1, 2016</u>

Monthly Customer Charge		$24.00	
	<u>Summer</u>		<u>Winter</u>
All kWh per month	11.7¢		9.2¢

<u>City Street Lights</u>:

<u>Qualification</u>: Street lighting service to the City of Indianola.

<u>Rates effective for all billings after December 1, 2015</u>

Monthly Customer Charge		$2.75	
	<u>Summer</u>		<u>Winter</u>
All kWh per month	6.7¢		6.2¢

<u>Rates effective for all billings after December 1, 2016</u>

Monthly Customer Charge		$3.00	
	<u>Summer</u>		<u>Winter</u>
All kWh per month	7.0¢		6.5¢

2.4(8) **Large Power Contracts**

Rates for electric current for Large Power Contracts shall be pursuant to the provisions of written contract entered into by the customer and Indianola Municipal Utilities.

2.4(9) **Cost of Energy Adjustment**

The Board of Trustees shall periodically establish a base energy allowance per kWh for all services. Any energy surcharge or credit may be administratively imposed and adjusted at the same rate per kWh for all services to recoup energy-related costs incurred that are in excess of the base energy allowance. Energy-related costs include production and transmission costs charged by the Utility's supplier(s), system losses, and costs for generating electricity not otherwise reimbursed.

2.4(10) **Maintenance/Capital Adjustment**

The Board of Trustees shall periodically make a determination of whether the electric utility has experienced an unusual maintenance or capital expenditure. The expenditure of the sum in excess of $150,000 for maintenance or $500,000 for capital improvement in any one calendar year shall be considered an unusual maintenance or capital expenditure. A maintenance surcharge or credit may be administratively imposed at the same rate per kWh for all services to recoup these unusual maintenance or capital expenditures.

2.4(11) **Temporary Service**

In addition to the use rates, as provided above, there shall be an additional charge for Temporary Service as follows:

Single-Phase	$35.00 plus cost of installation
Three-Phase	$65.00 plus cost of installation

2.4(12) **Residential Time-of-Use Meter Service**

Qualification: For single-family residential customers where primary energy consumption is for domestic purposes, and where customer has agreed to install a time-of-use meter. Not available for commercial purposes, including agriculture, manufacturing or other uses of a commercial nature.

Rates effective for all billings after December 1, 2015

Monthly Customer Charge	$13.00	
	Summer	Winter
kWh/mo. 8 a.m. to 8 p.m. Monday-Friday	15.8¢	14.0¢
kWh/mo. 8 p.m. to 8 a.m. Monday-Friday	7.0¢	5.5¢
kWh/mo. 8 p.m. Friday to 8 a.m. Monday	7.0¢	5.5¢

Rates effective for all billings after December 1, 2016

Monthly Customer Charge	$14.00	
	Summer	Winter
kWh/mo. 8 a.m. to 8 p.m. Monday-Friday	16.8¢	15.0¢
kWh/mo. 8 p.m. to 8 a.m. Monday-Friday	7.5¢	5.9¢
kWh/mo. 8 p.m. Friday to 8 a.m. Monday	7.5¢	5.9¢

2.4(13) **Delinquent Bills**

Net monthly bills, as computed under the provisions of this Resolution, are payable within 20 days from the date of bills. When not so paid, penalty at the rate of 18% per annum from due date until paid shall be charged. One month's penalty shall be forgiven each year.

2.4(14) **Short-Term Demand Curtailment Option**

a. To qualify for this rate, a customer must be billed under the Large Power Service (formerly Small Industrial Power Service) or Large Industrial Power Service rate schedules. This curtailment option is available to all applicable customers who demonstrate a continuing capability and willingness to curtail at least 300 kW of load during Utility-specific curtailment periods.

b. Customers desiring service under this option must make application before November 1 for the following calendar year. The application must state the amount of load reduction being requested, the proposed curtailment demand level, and the method to be used to effect such a reduction. All requests are subject to review and acceptance by the Utility, with the review based on the customer's expected load at the time of system peak and the likelihood that the proposed reduction will be consistently achievable.

c. The load reduction will be calculated based on the customer's historical summer peak at the time of the Utility's peak and the proposed level of curtailment demand. If sufficient billing data is not available to allow an accurate determination of the historical peak data, the curtailment demand level will be set at an estimated value arrived by joint negotiation but subject to the approval of the Utility.

d. During a customer's first summer period under this option, the curtailment demand level and the amount of load reduction can be adjusted at the end of each billing period by mutual agreement of the Utility and the customer.

e. Customers who successfully comply with all curtailment requests during a summer period will be issued a credit as follows:

    Short Term Demand Curtailment Credit: $31.00 per kW. Credits will be applied to the customer's November bill. No credit will be issued unless the customer successfully complies with all curtailment requests.

f. This rate is available only on a year-by-year basis and is subject to modification or withdrawal at any time.

g. The Utility may establish a curtailment period at any time. Notice will be given to customers at least 2 hours in advance, except the advance notice may be reduced to 30 minutes if the customer has been advised of the possibility of curtailment during the prior day. Each curtailment period will continue until the Utility gives specific notice of its termination, up to a maximum of 6 hours. The number of curtailment periods during any one calendar year will not exceed 16.

Section 4.9(5) **Rates for Purchase from Small Power Production and Cogeneration Facilities**

Rates effective for all billings after December 1, 2015

	Summer	Winter
Solar Facilities 100 kW or less – per kWh	4.7¢	4.7¢

Rates effective for all billings after December 1, 2016

	Summer	Winter
Solar Facilities 100 kW or less – per kWh	4.7¢	4.7¢

2. **EFFECTIVE DATE.** This Resolution shall be in effect from and after its final passage and approval and publication as provided by law.

INTRODUCED AND ADOPTED this _____ day of October, 2015.

Chair, Board of Trustees

ATTEST:

City Clerk

Information

Subject

Consider In-Kind Donation Request, Calamar Development

Information

This request was tabled at the October 12th meeting in order for staff to gather additional information. The request is for an In-Kind Donation of $11,800 for the installation of 118 individual meters at an independent senior living facility in the Summercrest Hills development area.

Attached is the Summercrest Hills master plan and two estimates for installing electric infrastructure to serve the Calamar project. The highlighted area between Hillcrest and Scenic Valley correlates to the $37,639.34 estimate and is the cost to install the main electrical trunk line that will likely extend as Summercrest Hills continues to develop. This expense will be borne by IMU alone in accordance with the original development agreement.

The second estimate, in the amount of $61,546.59, is the cost to install two 3-Phase transformers and conductor that will serve the Calamar project only. This cost will be borne by Calamar alone. However, the cost IMU is incurring to install the primary electric system in the entire Summercrest Hills development is not being passed through and is a significant cost savings to private developers.

For the current Board's information, contributions in aid of construction were approved for the Summercrest Hills development in December, 2010 for installation of the electric, telecom and streetlight systems in the amount of $447,915.78. Water connection fees were also waived in the amount of $86,456.66.

Financial Impact

N/A

Staff Recommendation

Simple motion is in order.

Attachments

Calamar In-Kind Request
Calamar Request Map
Power to Summercrest Estimate
Power to Calamar Project

CALAMAR

Builder • Developer • Manager • Financier

October 08, 2015

Indianola Municipal Utilities
Board of Trustees
111 South Buxton
Indianola IA 50125

RE: Waiving Meter Fee of $11,800.00

Dear Trustees -

Summercrest Hills is an independent senior living community located at 610 East Scenic Valley Ave. Summercrest Hills is a three story, 116 unit, wood framed structure. A fire sprinkler system protects the building and is monitored by an addressable fire alarm system. Each floor is served by two elevators. The total gross square feet is 113,883 sf. The exterior skin will be vinyl siding with a stone band. Windows are insulated vinyl windows.

Planning Board approval has been obtained for Summercrest Hills. Site grading and utility installation has begun. The developer is completing this work. Calamar Construction MW, LLC has applied for the building permit. The plans have been reviewed and are ready to be picked up pending the resolution of the meter fee costs. There will be 118 meters for the building – 116 meters serve the living units and two meters serve the common areas. All the meters will be requested to be installed at the same time. Calamar Construction will begin construction November 15, 2016.

Calamar Construction is asking that the full meter fee of $11,800.00 be waived. We appreciate your consideration of this matter. Feel free to contact me via cell phone at 402.718.3333 or email

Sincerely,

Thomas P. Grieb RPM

Thomas P. Grieb Regional Project Manager

6614 South 118th Street • Omaha, Nebraska 68137
Phone: (402) 502-7500 • Fax: (402) 502-8780 • www.calamar.com • E-Mail: tgrieb@calamar.com

Indianola Municipal Utilities
Economic Incentive Application

This application must be completed for any project that requests financial assistance from Indianola Municipal Utilities under the economic incentive program. Please use additional or attached sheets to provide any information requested in this application.

Applicant Name: Calamar Construction MW, LLC
Mailing Address: 6614 South 118th St.
Omaha NE 68137

Telephone# 402.502.7500
FAX# 402.502.8780
E-mail address tgrieb@calamar.com

Property Use

( ) Public entity
( ) Indianola Development Assoc.
(X) Other public/private partnership
( ) Proposed industrial use
( ) Commercial office in excess of $10M
( ) Other eligible use

Zoning classification: R2:Residential

Project Description

Description of the project (Physical location, building square feet, unique architectural aspects, etc.):

See Attached Sheet

Incentives Requested

( )	Infrastructure improvements	$
(X)	Electric service installation	$ 11,800
( )	Water service installation	$
( )	Communication service installation	$

CALAMAR
Builder • Developer • Manager • Financier

Project Description:
Summercrest Hills is an independent senior living community located at 610 East Scenic Valley Ave. Summercrest Hills is a three story, 116 unit wood framed structure. A fire sprinkler system protects the building and is monitored by an addressable fire alarm system. Each floor is served by two elevators. The total gross square feet is 113,883 sf. The exterior skin will be vinyl siding with a stone band. Windows are insulated vinyl windows.

6614 South 118th Street • Omaha, Nebraska 68137
Phone: (402) 502-7500 • Fax: (402) 502-8780 • www.calamar.com • E-Mail: tgrieb@calamar.com

Projected Utility Usage

Description of projected utility use over the next five years (use attached sheets if necessary):

Service	Year 1	Year 2	Year 3	Year 4	Year 5
Electric	$27,800.00	$57,900.00	$69,480.00	$73,340.00	$81,832.00
Water	$4,600.00	$9,600.00	$11,520.00	$12,160.00	$13,658.00
Communications	$10,008.00	$20,850.00	$25,500.00	$26,410.00	$29,468.00

Other information (types of employment, benefits, etc.):

A manager and maintenance tech will be hired to

operate the facitlity

Dollar value of property improvements to be constructed: $9,353,565.00

Description of compatibility with the community and surrounding properties:

Summercrest Hills market rate independent senior living.

Description of uses of public infrastructure or municipal services (utilities, special public safety considerations:

Water, sewer, storm sewer, power, communication

and pwer will be utilized. Access will be by new road extension.

FOR UTILITY USE ONLY:

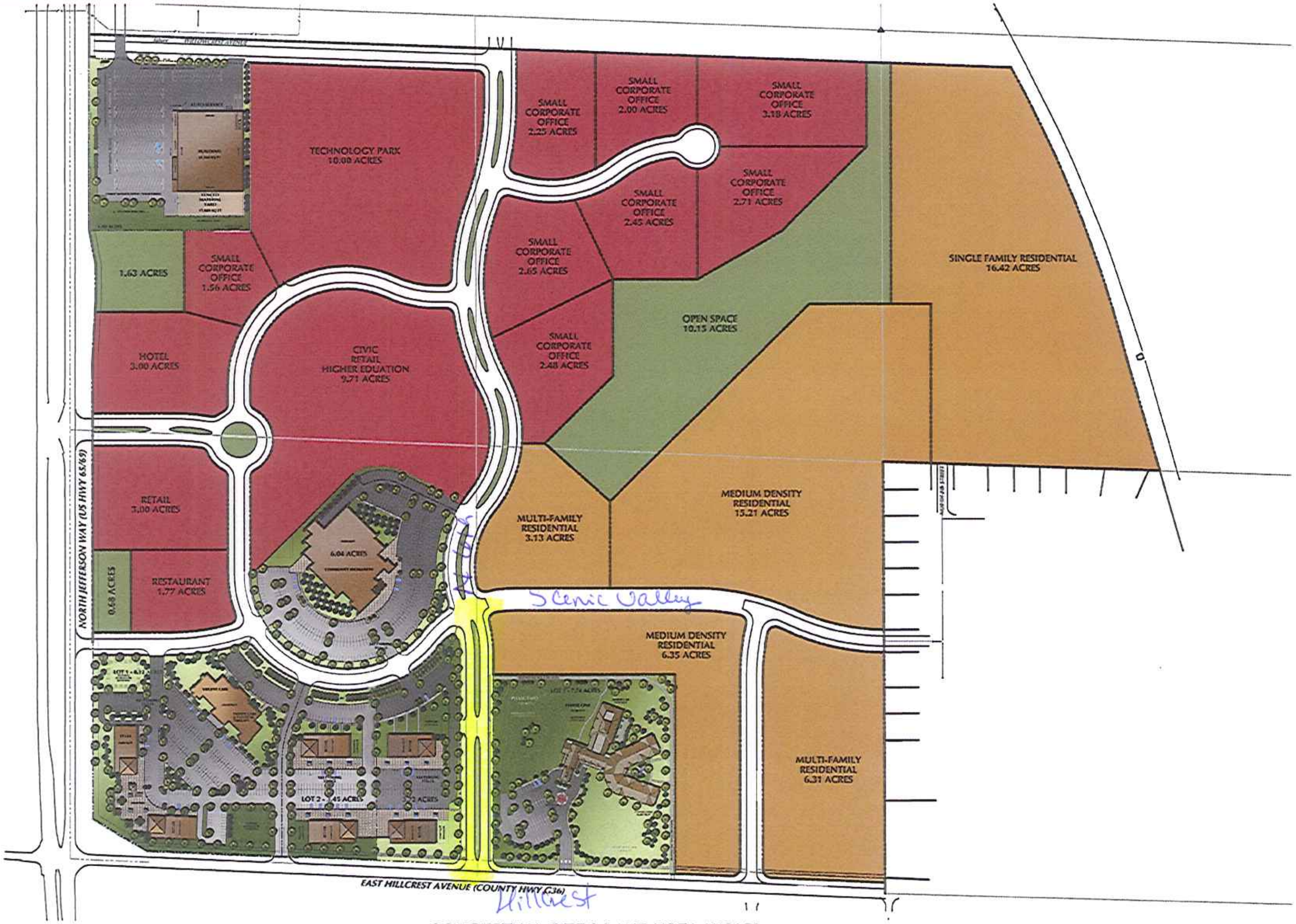
Received by the City: ______________________

Reviewed by the General Manager: ______________________

Referred to Board of Trustees for Action: ______(YES) ______(NO)

Signed: ______________________
(General Manager)

Date: ______________________



CONCEPTUAL SITE & LAND USE LAYOUT

NORTH

0 300'

DATE

OCTOBER 2010

SUMMERCREST HILLS MASTER PLAN - INDIANOLA, IOWA

SHDC, LLC & THREE-SIXTY GROUP - INTEGRATED REAL ESTATE SOLUTIONS

WILLIAM J. LUDWIG AND ASSOCIATES, LTD.

ARCHITECTURE TOWN PLANNING
URBAN DESIGN LAND DEVELOPMENT

1444 NW 124TH COURT DES MOINES, IOWA 50325

PHONE 515/273-1111 OR 273-1113 FAX 515/273-1112

MOBILE 515/240-5310 EMAIL LUDWIG@CIGROUP.COM

INDIANOLA MUNICIPAL UTILITIES

IMU

Electric • Network Services • Water

Power to Corner of N. 6th & Scenic Valley

For: Install Power to fed Summercrest **Date: 10/21/2015**

Location: Corner of N. 6th & Hillcrest to N. 6th & Scenic Valley

Billing To:
IMU

Parts and Material

ITEM	QUANT.	COST	TOTAL COST
4-Bay Switchgear	1	$13,207.60	$13,207.60
4-Bay Switchgear Basement	1	$762.63	$762.63
4/0 Primary Cable	2280	$2.81	$6,406.80
4/0 Elbow	3	$22.10	$66.30
4/0 Elbow Seal Kit	6	$24.69	$148.14
4/0 Elbow 600 Amp	3	$113.70	$341.10
Grounding Connectors & Ground Rod	2	$27.30	$54.60
Pea Gravel	4	$32.00	$128.00
Fault Indicators	3	$169.81	$509.43
Prep Kits	6	$6.81	$40.86
#2 Stranded Copper	30	$1.07	$32.10
2" Conduit	2160	$0.74	$1,598.40
2" Innerduct Connectors	3	$11.57	$34.71
10kv Elbow Arrester	3	$67.89	$203.67
Misc. - Stickers - Locks - Tape	1	$75.00	$75.00
Total Parts and Materials			**$23,609.34**

Other

ITEM	QUANT.	RATE	TOTAL COST
Trenching	0	@ $3.00/ft.	$0.00
Skid Loader	4	@ 45.00/hr	$180.00
Pickup	0	@ $20.00/hr	$0.00
Dump Truck	2	@ $25.00/hr	$50.00
Bucket Truck	0	@ $65.00/hr	$0.00
Digger Derrick	2	@ $65.00/hr	$130.00
Backhoe	5	@ $60.00/hr	$300.00
Directional Boring (Plus Conduit)	1	$10,080.00	$10,080.00
Crew Labor	80	@ 40.00/hr	$3,200.00
Crew Labor - Overtime	0	@ 60.00/hr	$0.00
Admin Labor	2	@ 45.00/hr	$90.00
Total Other			**$14,030.00**

TOTAL BILL	**$37,639.34**

Interim Electric Superintendent: Mike Metcalf **Date:** 10/21/2015

This is the cost to IMU to get power to the intersection of North 6th & Scenic Valley

INDIANOLA MUNICIPAL UTILITIES
IMU
Electric • Network Services • Water

116 Unit Senior Apartment Complex

For: Install for Two 3-Phase Transformers and Conductor **Date: 10/21/2015**

Location: 610 East Scenic Valley Ave.

Billing To:
Calmar Construction
6614 South 118th Street
Omaha, NE 68137

Parts and Material

ITEM	QUANT.	COST	TOTAL COST
750 kva 3-Phase Transformer - 120/208	1	$13,569.11	$13,569.11
1000 kva 3-Phase Transformer - 120/208	1	$16,922.48	$16,922.48
3-Phase Transformer Basement	2	$1,429.94	$2,859.88
4/0 Primary Cable	3500	$2.81	$9,835.00
4/0 Elbow	9	$22.10	$198.90
4/0 Elbow Seal Kit	12	$24.69	$296.28
4/0 Elbow 600 Amp	3	$113.70	$341.10
Parking Stand	6	$29.42	$176.52
Dust Caps	6	$22.77	$136.62
Transformer Secondary Connectors	8	$40.28	$322.24
Grounding Connectors & Ground Rod	2	$27.30	$54.60
Pea Gravel	8	$32.00	$256.00
Fault Indicators	6	$169.81	$1,018.86
Prep Kits	12	$6.81	$81.72
CT Metering Package	1	$725.38	$725.38
#2 Stranded Copper	30	$1.07	$32.10
2" Conduit	3300	$0.74	$2,442.00
2" Innerduct Connectors	9	$11.57	$104.13
10kv Elbow Arrester	3	$67.89	$203.67
Misc. - Stickers - Locks - Tape	1	$75.00	$75.00
Total Parts and Materials			**$49,651.59**

Other

ITEM	QUANT.	RATE	TOTAL COST
Trenching	0	@ $3.00/ft.	$0.00
Skid Loader	3	@ 45.00/hr	$135.00
Pickup	0	@ $20.00/hr	$0.00
Dump Truck	4	@ $25.00/hr	$100.00
Bucket Truck	0	@ $65.00/hr	$0.00
Digger Derrick	2	@ $65.00/hr	$130.00
Backhoe	4	@ $60.00/hr	$240.00
Directional Boring (Plus Conduit)	1	$8,800.00	$8,800.00

Crew Labor	60	@ 40.00/hr	$2,400.00
Crew Labor - Overtime	0	@ 60.00/hr	$0.00
Admin Labor	2	@ 45.00/hr	$90.00
Total Other			**$11,895.00**

TOTAL BILL	**$61,546.59**

Interim Electric Superintendent: Mike Metcalf **Date:** 10/21/2015

Directional Boring includes boring in 3 - 2" conduits and setting 2-transformer basements.
CT Metering Package only allows for the CT's and 13-Term Socket. Electrician to supply a cabinet for the CT's to be mounted in.
Final restoration is not included.
Secondary service line from the building to the transformer will be installed by the electrician at the electricians cost. This includes all material.
Transformers location must be accessible from hard surface paving.
Construction will begin at IMU's discrection and/or when materials have been received.
IMU will do it's best to get our infrastructure installed as soon as possible.
We request that the site is ready prior to us installing our infrastructure to include, but not limited to, grading, staking and easements.
All secondary and temporary electric services required will be the builder's obligation.

Meeting Date: 10/26/2015

Information

Subject

Consider In-Kind Donation Request, Johansen & Ohnemus

Information

Attached is a letter from Greg Johansen requesting an in-kind donation in the amount of $16,081.77 to upgrade the electric service at 113 East Salem. Mike Metcalf has met with Mr. Johansen and Downing Construction, the contractor for this project, and has provided the attached estimate to upgrade the electrical service to meet the intended use of this building.

Mr. Johansen has indicated that he will be in attendance.

Financial Impact

N/A

Staff Recommendation

Simple motion is in order.

Attachments

Johansen & Ohnemus Request

Warren Hotel 3-Phase Estimate

10/21/2015

To the Indianola Municipal Board of Trustees:

Heather Hulen
Deb White
Jim McClymond
Mike Rozga
Adam Voigts

Dear IMU Members of the Board of Trustees;

I would like to present to the Board of Trustees my appeal of the staff decision that declined to waive the approximate $16,000 fee to upgrade service to 113 E. Salem. This property is the 115 year old former Hotel Warren, now renamed Brickstone Place.

My company, Johansen & Ohnemus purchased this property in July in order to revitalize the building and bring it up to modern standards for use as commercial space on the ground level and residential apartments on the upper level. When completed, this will be a project that the City will be proud of as opposed to the growing external eye sore it was becoming. The interior will be unrecognizable from its' former self.

As part of the transformation, it is necessary to bring in 3 Phase service for one of the commercial tenants. My understanding is that upgraded IMU equipment is required to accomplish this. In the words of others, the prior service was "patched together" which requires over 1000 feet of new wiring, even though existing wiring is within ten feet of where the new panels will be located.

Because it sounds like the wiring and equipment needed to be upgraded anyway, the fact we are completely rewiring the building and making it energy efficient through roof and wall insulation and efficient furnaces and new windows, I would like to petition the board to consider having IMU pay the cost of the upgrade instead of my company (and ultimately the tenants). The tenants that will occupy the space that has been vacant for many years, will be purchasing energy and water from IMU that otherwise would not be sold. I believe the ROI from new customers in the future is a reasonable investment from IMU.

In addition, I would be interested in bringing in 1 Gigabyte internet service and having that available to the new tenants prior to leasing. I would like to avoid having satellite dishes installed on the new roof and masonry. I would like to encourage a proactive approach on this project. There will be at least two commercial tenants (potentially ten or twelve if it develops into concierge office space) and 4 residential tenants that would be automatic customers if IMU would cooperate in that effort.

Thanks for your consideration, I look forward to meeting you each at the upcoming Board of Trustees meeting to discuss this further.

Thanks.

Sincerely,

Greg Johansen

Greg Johansen
Partner
Johansen & Ohnemus

INDIANOLA MUNICIPAL UTILITIES

IMU

Electric • Network Services • Water

Old Warren Hotel

For: Install 3-Phase Transformer 120/208 Volt **Date: 10/21/2015**

Location: 113 East Salem Ave.

Billing To:
QUOTE ONLY

Parts and Material

ITEM	QUANT.	COST	TOTAL COST
112.5 kVA 3-Phase Transformer	1	$5,228.98	$5,228.98
3-Phase Transformer Basement	1	$1,134.20	$1,134.20
1/0 Primary Cable	1000	$2.66	$2,660.00
1/0 Elbow	12	$25.54	$306.48
1/0 Elbow Seal Kit	12	$24.68	$296.16
Parking Stand	3	$29.42	$88.26
Dust Caps	3	$22.77	$68.31
Transformer Secondary Connectors	4	$40.28	$161.12
Grounding Connectors & Ground Rod	12	$27.30	$327.60
Pea Gravel	4	$32.00	$128.00
Fault Indicators	3	$169.81	$509.43
Prep Kits	12	$6.81	$81.72
CT Metering Package	1	$742.89	$742.89
#2 Stranded Copper	30	$1.07	$32.10
4" PVC Conduit	4	$18.15	$72.60
4" Fiberglasss Elbows	2	$41.96	$83.92
Misc. - Stickers - Locks - Tape	1	$75.00	$75.00
Total Parts and Materials			**$11,996.77**

Other

ITEM	QUANT.	RATE	TOTAL COST
Trenching	0	@ $3.00/ft.	$0.00
Skid Loader	6	@ 45.00/hr	$270.00
Pickup	0	@ $20.00/hr	$0.00
Dump Truck	4	@ $25.00/hr	$100.00
Bucket Truck	0	@ $65.00/hr	$0.00
Digger Derrick	1	@ $65.00/hr	$65.00
Backhoe	6	@ $60.00/hr	$360.00
Directional Boring (Plus Conduit)	0	Bid	$0.00
Crew Labor	80	@ 40.00/hr	$3,200.00
Additional Crew Labor	0	@ 60.00/hr	$0.00
Admin Labor	2	@ 45.00/hr	$90.00
Total Other			**$4,085.00**

TOTAL BILL	**$16,081.77**

Interim Electric Superintendent: Mike Metcalf **Date:** 10/21/2015

Doesn't include repairing the alley or parking area.

IMU Regular Downstairs **4. E.**

Meeting Date: 10/26/2015

Information

Subject

Consider In-Kind Donation Request, Indianola Park Department

Information

Attached is an in-kind donation request from Park Superintendent, Mike Bowlin. He is asking that the labor and equipment be donated to upgrade the electric system at the Pickard Park campground. His department will do the wreck-out of the old system, purchase the material for the new system and assist with the installation of the new system where they are safely able to.

It is a long-standing practice that city departments assist each other where practical, which benefits the entire community through cost savings and improved public facilities.

Financial Impact

N/A

Staff Recommendation

Simple motion is in order.

Attachments

Park & Recreation Request

October 19, 2015

RE: Request for IMU donation Pickard Park Campground Upgrade

The Indianola Park and Rec Dept. request the donation of the Labor and equipment charges for the trenching and installation($3,144.00) of the Pickard Park Campground electric upgrade. The Parks Dept. will provide the removal of the old electric system after shut down by IMU. We will also provide the 6 new RV pedestals ($1,700.00) labor to place conduit , pull wire and anything else we can provide for the installation. We will also pay for the cost of the estimated parts/materials ($1,758.84) as provided by IMU.

Thank You for your consideration,

Mike Bowlin

Park Superintendent

INDIANOLA MUNICIPAL UTILITIES

Electric • Network Services • Water

Pickard Park Campgrounds

For: New Electric Equipment To Each Camping Site **Date: 10/15/2015**

Location: Intersection of Hwy 92 and 150th Ave.

Billing To:
Indianola Parks Department

Parts and Material

ITEM	QUANT.	COST	TOTAL COST
2" PVC Conduit - 10' Each	40	$5.43	$217.20
2" PVC Coupler	12	$0.46	$5.52
2" PVC 90 Degree Elbow	12	$5.81	$69.72
#2 URD Tri-plex Wire	610	$0.85	$518.50
Ground Rod	6	$11.76	$70.56
#6 Copper Ground Wire	50	$0.50	$25.00
Ground Rod Clamp	6	$5.33	$31.98
Street Light Pole - Steel	1	$640.56	$640.56
150 Watt Fixture - Bulb - Control	1	$108.20	$108.20
Cable Conn	40	$1.43	$57.20
#12 Romex	40	$0.36	$14.40
Total Parts and Materials			**$1,758.84**

Other

ITEM	QUANT.	RATE	TOTAL COST
Trenching	363	@ $3.00/ft.	$1,089.00
Skid Loader	4	@ 45.00/hr	$180.00
Pickup	0	@ $20.00/hr	$0.00
Dump Truck	0	@ $25.00/hr	$0.00
Bucket Truck	0	@ $65.00/hr	$0.00
Digger Derrick	1	@ $65.00/hr	$65.00
Backhoe	2	@ $60.00/hr	$120.00
Directional Boring (Plus Conduit)	0	@ $17.00/ft	$0.00
Crew Labor	40	@ 40.00/hr	$1,600.00
Crew Labor - Overtime	0	@ 60.00/hr	$0.00
Admin Labor	2	@ 45.00/hr	$90.00
Total Other			**$3,144.00**

TOTAL BILL	**$4,902.84**

Interim Electric Superintendent: Mike Metcalf **Date:** 10/15/2015

Costs above do not include the pedestals. They will be supplied by the Parks Department.

IMU Regular Downstairs **4. F.**

Meeting Date: 10/26/2015

Information

Subject

2013 Hwy 92 Distribution Relocation Certificate of Substantial Completion

Information

Attached to this agenda item is the recommendation as provided by Al Powers of P&E Engineering.

Financial Impact

N/A

Staff Recommendation

Simple motion for issuing the certificate of substantial completion to Watts Electric is in order.

Attachments

Hwy 92 Distribution Relocation Substantial Completion

P & E ENGINEERING CO. POWER SYSTEMS ANALYSIS AND DESIGN
245 S. 5th St., PO Box 620, Carlisle, IA 50047
515-989-3083 FAX 515-989-3138
E-MAIL peengr@peengr.com
Allan R. Powers, P.E. Richard D. Kline, P.E.
Timothy G. Ernst, P.E. Dennis L. Blasberg, P.E.

CERTIFICATE OF SUBSTANTIAL COMPLETION

Date Issued Oct. 13, 2015

Owner Indianola Municipal Utilities

Contractor Watts Electric Co.

Project 2013 Hwy 92 Distribution Relocation Project

This Certificate of Substantial Completion applies to all Work under the referenced Contract.

The Work to which this Certificate applies has been inspected by authorized representatives of Owner, Contractor, and Engineer, and that Work is hereby declared to be substantially complete in accordance with the Contract Documents on

Oct. 13, 2015 (Date of Substantial Completion)

A tentative list of items to be completed or corrected follows. This list may not be all-inclusive, and the failure to include an item in it does not alter the responsibility of Contractor to complete all the Work in accordance with the Contract Documents. The items in the tentative list shall be completed or corrected by Contractor within 30 days of the Date of Substantial Completion except as shown below.

1. Complete restoration for complete project
2. Provide marked up as-built drawing set.

Removal of three poles and removal of existing overhead fiber cable will be deleted from the scope of work for the Contract.

P & E ENGINEERING CO. POWER SYSTEMS ANALYSIS AND DESIGN

245 S. 5th St., PO Box 620, Carlisle, IA 50047
515-989-3083 FAX 515-989-3138
E-MAIL peengr@peengr.com

Allan R. Powers, P.E. Richard D. Kline, P.E.
Timothy G. Ernst, P.E. Dennis L. Blasberg, P.E.

This Certificate does not constitute an acceptance of Work not in accordance with the Contract Documents, nor is it a release of Contractor's General Warranty and Guarantee under Paragraph 6.19 of the General Conditions of the Contract, nor the obligation to complete Work in accordance with the Contract Documents.

Issued by P & E Engineering Co. on Oct. 13, 2015 by Allan Powers .
(Printed Name)

Signed Allan Powers ______________________

Accepted by Contractor on __________ by ________________________.
(Printed Name)

Signed ______________________________________

Accepted by Owner on ________ by ________________________.
(Printed Name)

Signed ______________________________________

IMU Regular Downstairs **7. A.**

Meeting Date: 10/26/2015

Information

Subject

Fiber To The Premise Feasibility Study, Magellan Advisors

Information

A proposal has been received from Magellan Advisors to conduct a fiber-to-the-premise (FTTP) feasibility study. In summary, Magellan is proposing to provide the following, specific to Indianola:

1) Community Needs Assessment & Stakeholder Outreach
2) Broadband Market Analysis
3) Broadband Issue/Gap Analysis
4) FTTP Technical Design Options
5) Business Model Evaluation
6) Broadband Financial Evaluation
7) Action Plan and Next Steps
8) Final Report and Deliverables

The full proposal was emailed out to Trustees on Tuesday of this week. The cost of the study is $49,800 and is expected to take four months to complete.

Financial Impact

N/A

Staff Recommendation

Simple motion is in order.

Attachments

Magellan Advisors Proposal

FTTP Feasibility Study

Indianola Municipal Utilities

Proposal

Submitted Monday, October 19, 2015

Prepared For
Jim McClymond
Indianola Municipal Utilities
111 South Buxton Street
Indianola, Iowa 50125

Prepared By
Magellan Advisors
999 18th Street, Suite 3000 Denver, CO 80202
O: 888.960.5299: 888.963.5299
E: jhonker@magellan-advisors.com

www.magellan-advisors.com

Letter of Transmittal

October 19, 2015

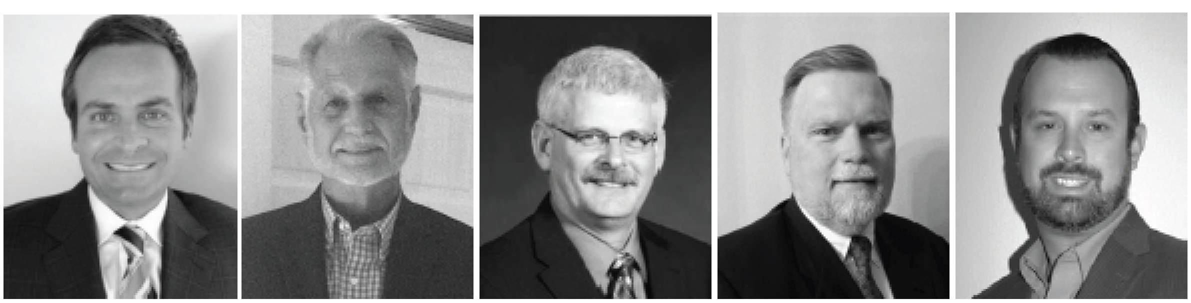
Jim McClymond
Indianola Municipal Utilities
111 South Buxton Street
Indianola, Iowa 50125

Dear Mr. McClymond:

Magellan Advisors is the leading public sector broadband consulting firm, providing broadband planning and implementation services for local governments and public utilities across the United States. We assist cities, counties and electric utilities in leveraging their strengths to develop broadband networks and smart public policy, enabling their communities to thrive in the digital economy. We have worked with over 50 municipal electric utilities and over 200 local government organizations to develop and implement FTTH networks in these communities.

Magellan is bringing the most experienced team in the industry to carry out the work on the Indianola Municipal Utilities (IMU) FTTP Feasibility Study. Our team has over 100 years of direct experience working inside utility and municipal broadband providers and another 100 years of direct experience developing and implementing strategies for them.

UNMATCHED EXPERIENCE



JOHN HONKER
- 20 years in broadband & telecom industry
- Former Director of Internet Services for Columbus Networks, growing business unit from $0 to $50 million in 5 years
- Planned and deployed fiber networks in 20 countries
- Consulted with hundreds of local governments on broadband projects

KYLE HOLLIFIELD
- 25 years in broadband & telecom industry
- Assisted 100+ local governments with broadband needs
- Planned & managed First fiber to the home projects in the US
- Former Chairman of Fiber To The Home Council
- Vice Chairman of Broadband Communities

BARRY WALTON
- 37 years in engineering & operations management in broadband industry
- Former senior design & engineering at Bell Aliant
- Planned and executed 1 million home fiber rollout
- Co-Founded Bell's business case for FTTH
- Thought leader in fiber-based broadband

SCOTT MOEHNKE
- 30 years in executive and operations management in utility and broadband industries
- Former COO of Bristol Virginia Utilities, global pioneer in fiber-based broadband
- Managed $32M fiber deployments under federal BTOP stimulus program

COURTNEY VIOLETTE
- 16 years in technical and engineering management in broadband industry
- Former CIO for City of Palm Coast and developed the first open-access network in the Southeast
- Certified Fiber To The Home Planner
- Consulted with over 100 local governments on broadband projects

We believe that broadband consultants are only as good as the results they produce in their clients' communities. Through our work, we've helped public utilities transform their communities into competitive places to live, work and play.

PROVEN PROCESS. PROVEN RESULTS.

200	50	$1B	1M	1K
200 LOCAL GOVERNMENT CLIENTS AND GROWING	MORE THAN 50 ACTIVE MUNI BROADBAND NETWORKS	OVER A BILLION IN BROADBAND PROJECTS FUNDED	1 MILLION FIBER TO THE PREMISE CONNECTIONS PLANNED	MORE THAN 1,000 COMMUNITY ANCHORS CONNECTED

MAGELLAN HELPS MORE COMMUNITIES ACHIEVE THEIR BROADBAND GOALS.

We understand that IMU is at a critical point where you need a clear and detailed understanding of your options to expand broadband in Indianola. At this crossroads, you need to weigh the many cost/benefit scenarios and decide which path forward is best for IMU, organizationally, financially and operationally. Magellan is prepared to help you through this complex process to evaluate the feasible options for expanding IMU's fiber-optic network. First, we will help you understand the true broadband needs of the community through a series of community workshops, surveys and one-on-one meetings. We will document the current environment, providers, services available and future plans.

We will help you evaluate the direct models of providing broadband services versus wholesale models and public-private partnerships. Our extensive organizational and operational modeling will help you understand what it takes to manage a broadband utility. Our Broadband Financial Sustainability Model will help determine financially viable options for IMU and assess key risks to IMU in the various options. This analysis will also incorporate State and Federal regulatory analysis to determine legal operating structures for the utility to ensure that IMU understands the options.

We will guide you through the process of determining which option(s) are most feasible for IMU and provide you the decision support tools so you can decide on the best path forward for IMU and its community. If you have any questions or we can be of assistance in any way, please feel free to contact me with any questions or comments. You can reach me directly at 786.208.8952 or jhonker@magellan-advisors.com.

Sincerely,

John Honker
President & CEO, Magellan Advisors

Table of Contents

I. Methodology and Approach

Magellan Advisors believes that the following approach will provide the most effective development of Indianola Municipal Utilities' FTTP Feasibility Study. We understand that IMU must be cautious in its approach to expanding broadband in the community, and we believe that thorough analyses of the following factors are key to making the right decisions and taking the right steps forward. We believe it is important to gain a detailed understanding of Indianola and IMU's community needs by meeting with and garnering support from its local stakeholders. This information will help us define and prioritize community needs and identify the greatest opportunities for IMU to positively impact the local environment. This needs assessment will be essential as a foundation to estimate the demand in Indianola and develop reasonable options for IMU to consider to serve the demand.

Magellan's Goals for the Indianola Municipal Utilities FTTP Plan

- Develop community-wide support for the broadband initiative that builds on IMU's relationships with local stakeholders;
- Document true broadband needs in the community through a combination of surveys, assessments and face-to-face meetings with community stakeholders;
- Leverage IMU's broadband infrastructure and operations to create favorable synergies to bring FTTP services to Indianola and reasonable costs;
- Enable sustainable economic development, and innovation through a foundation of affordable and available high-speed Internet access;
- Enable a platform to support community anchor needs in Indianola across education, healthcare, public safety, municipal and community support organizations; and
- Accommodate growing demand for high-speed Internet access through effective use of IMU's current network, smart investments in new broadband infrastructure and public policies that incentivize new broadband deployment;
- Provide a range of potential options for IMU to consider in how to proceed forward with the development of its FTTP solution in Indianola.

We propose to use the following approach to develop the FTTP Feasibility Study:

Task 1: Community Needs Assessment & Stakeholder Outreach

We propose to conduct comprehensive outreach to develop the broadband needs assessment, tailored specifically to IMU's goals in the FTTP Feasibility Study. The outreach will potentially include:

A. Online Broadband Surveys

Magellan's online surveys will provide important information to understand perceptions around broadband services, inventory current services, test speeds across the community, and identify issues. We generally receive strong response rates from respondents in these surveys, which provide valuable information for the planning process. We propose to survey residents, businesses and community anchors in the Indianola area and utilize local organizations to promote the surveys.

B. Community Anchor Interviews

We will hold interviews with each community anchor in Indianola to gain an understanding of their current and future broadband and technology needs. The format for these may be one-on-one in some cases or group in other cases depending on the size of each community anchor and importance to the project. We will work with the IMU team to identify community anchors across education, healthcare, municipal, public safety, state, regional and other organizations.

C. Enterprise Business Interviews

For large businesses in Indianola, we propose to hold one-on-one interviews to understand their current and future broadband and technology needs. We find that individual interviews work best for large businesses because they are able to share more information with us one-on-one versus a group setting. Large business interviews are important to identify key business anchors that may utilize the IMU network.

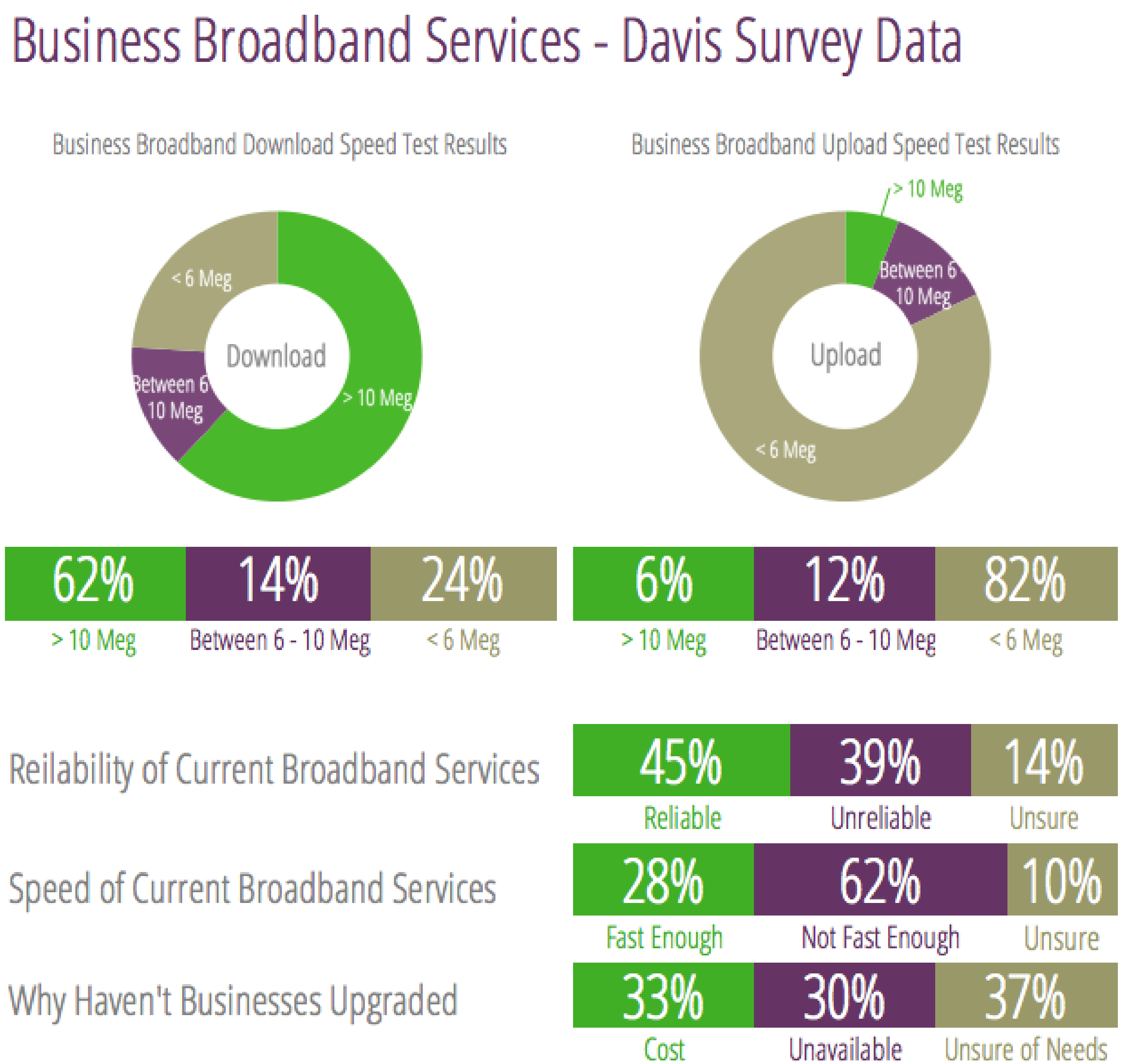
D. Small & Medium Business Interviews

For small and medium businesses in Indianola, we propose to hold focus groups to understand their current and future business and technology needs. We find that these can often times be coordinated through local economic development personnel or the local chamber of commerce. Focus groups containing 10-20 businesses each provide valuable information that we will utilize to plan broadband strategies for IMU.

Additionally, we propose to complete a thorough evaluation of educational, healthcare, and public safety needs for broadband, looking in detail at programs such as USAC E-Rate, FirstNET, and Healthcare Connect; all of which provide federal subsidies for broadband services. Federal and state mandates are requiring these organizations to upgrade their broadband services to higher speeds and this analysis will determine their future needs and how IMU may be able to accommodate those needs.

This information will determine the community's need for additional broadband services and help IMU understand how its network may be used to achieve the long-term needs of its stakeholders. It will also provide an understanding of the potential customers available to IMU, which will determine the services IMU will need to provide and for what rates.

We will conduct deep analysis of collected survey data to determine the true demand and needs for enhanced Internet and other services in Indianola. Magellan's quantitative tools will give IMU statistically valid data and post-survey analysis to validate the survey results. We will also cross-reference the survey data with anecdotal information gained through stakeholder meetings and focus groups.



Task 2: Broadband Market Analysis

Magellan's market analysis will determine the services that are available, providers, service level, pricing, and access. We will document all publicly owned and privately owned networks in Indianola and build a comprehensive broadband map in Google Earth to illustrate how Indianola is served by broadband and through which providers. We should expect that some private providers will not share their infrastructure maps for the project, but we find that in many cases, providers will cooperate in this initiative as this collaboration often times provides opportunities for them to better understand the local market. This analysis will document fiber and copper networks, facilities, data centers, and related infrastructure in Indianola to determine how well the community is served by broadband.

Task 3: Broadband Issue Analysis

Based on the market analysis and information gained through the stakeholder outreach, Magellan will develop a gap analysis that identifies the key broadband issues in Indianola, for residents, businesses and community anchors. We will identify the issues that Indianola faces, focusing on infrastructure, access, affordability and other key broadband issues that we find in many communities like Indianola. Analyzing and documenting these issues will give IMU the right information to use in addressing them through its broadband initiatives.

Task 4: FTTP Technical Design Options

Magellan will work with IMU staff to identify infrastructure that is required to meet the needs of the Indianola community determined in the needs assessment. Magellan will work with IMU to evaluate a range of technologies to determine the "best fit" for IMU. Our consultants will work with IMU staff and its affiliates to understand the pros/cons of each delivery method and the costs associated with each as the infrastructure that is chosen can have a major impact on long-term financial sustainability.

The overall network design will be based on the needs of the residents, businesses and anchors that will utilize it. This will determine the bandwidths and speeds, performance, redundancy and scalability requirements and solution-specific requirements. At a minimum, we believe that the network should be capable of supporting the following:

- Gigabit-capable with a path to 10-gigabit
- High-performance, dedicated connectivity
- Reliable and redundant
- Flexible to support multiple technologies, such as GPON and Active Ethernet simultaneously
- Scalable to support future growth, density and bandwidth requirements
- Multi-service in design – voice, video, data, with the necessary QOS management
- Administratively lean, fitting well within the electric utility operational environment

Based on the network design, Magellan will provide estimates to IMU for cost of network construction, including design, construction, equipment, testing and certification as well as ongoing annual costs to operate and maintain the network. Our significant work managing broadband construction projects will allow for accurate estimation of the costs IMU will bear in this process. We will incorporate these cost estimates into our financial planning tools used in the project.

We'll incorporate all cost estimates for capital into our Broadband Financial Sustainability Model to conduct further financial analysis of the proposed network. Our model provides comprehensive capital and operational costs for buildout in year-by-year schedules that accounts for all revenues and costs borne by IMU's proposed network. Details on how our model works is described in the following sections.

Task 5: Business Model Evaluation

Magellan will assist IMU in evaluating various business models it should consider for the project, identifying the pros and cons of each for IMU and its community. In this analysis, we propose reviewing various models for Indianola Electric and Light, some of which include:

- Infrastructure only (dark fiber)
- Open-access (dark and lit fiber)
- Business retail provider, Internet only
- Residential retail provider, Internet only
- Public-private partnership options

Some of the key questions that we will address in this section include:

- Should IMU provide services directly or through partnership with broadband providers?
- Will a IMU broadband utility be sustainable if IMU provides services directly?
- What types of Internet services would IMU provide and at what costs?
- Would open-access create a sustainable business model for IMU?
- Should IMU expand services to more public organizations and if so, to what extent?
- How will joint investment in broadband infrastructure be accomplished between IMU and private sector organizations in proposed partnerships?
- What legal and operational structures should be considered by IMU and private sector organizations in use of the IMU's broadband infrastructure?
- How will IMU balance private sector goals of revenue growth and profitability with public goals of providing affordable and available broadband services accross IMU?
- How will future system expansion be handled between IMU and private sector providers and what contributions will the parties make to this infrastrucutre?
- How will IMU maintain neutrality and open interconnection policies with private sector providers, promoting a competitive environment that benefits IMU's broadband user base?

Task 6: Broadband Financial Evaluation

Magellan proposes using our Broadband Financial Sustainability Model to evaluate the various broadband options for IMU. We will build a long-term financial plan for IMU that lays out the financial performance of its broadband initiatives over the long-term, using a phased approach to potential investments. We will model each of the business models to determine which ones are valid for the current environment in Indianola, based on the current market, competition, needs, organizational capabilities and financial sustainability.

Electric Utilities have used our financial models to determine financial feasibility of broadband projects in over 100 communities. Our models provide investment grade plans through which over $1 billion in broadband investments have been made in the US. They are regularly used to support public investment through bonds, bank loans and grant funding programs, including $250 Million in Broadband Stimulus investments under the NTIA BTOP grant program.

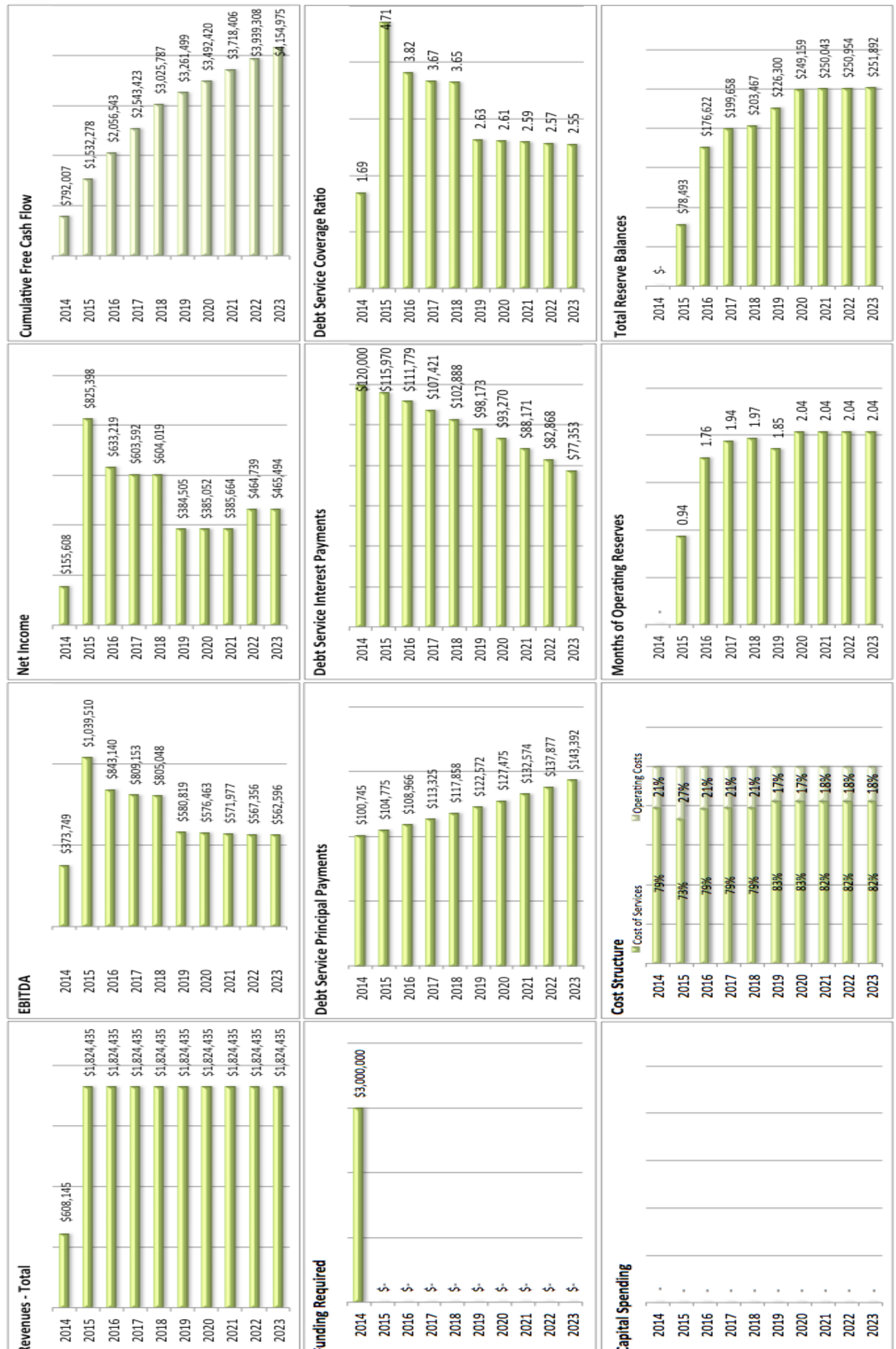
Using our financial tools, we suggest using the following procedure to conduct the business model analysis and make recommendations. We would propose using a minimum 10-year period to analyze the project:

1. Develop the cost model for the network, including one-time and ongoing capital expenditures to build the network
2. Develop the cost model for operations, including O&M, network operations, field services, staffing, billing, and customer service
3. From the market analysis and outreach, determine the customer segmentation and growth on the network across each type of customer (business, school, hospital, etc.)
4. Determine customer growth rates for the network based on benchmarking analysis from other utility and municipal providers
5. Determine a proposed competitive rate schedule for potential services using pricing information from the market analysis and benchmarking information
6. Develop financial statements, pro-formas, depreciation schedules, and cash flows
7. Conduct comprehensive sensitivity analysis on the project to determine overall financial sustainability using key metrics such as free cash flow, debt service coverage, operating margin, and net income
8. Use scenario analysis to evaluate different business models and determine which are feasible for IMU to consider
9. Recommend the most feasible business model based on overall business and financial sustainability, community benefit, and long-term value to the IMU community

Magellan's Broadband Financial Sustainability Model

A broadband utility rate model for business, financial and rate planning

Financial Dashboard



Task 7: Action Plan and Next Steps

From the most feasible options, Magellan with IMU will work together to determine which are the most feasible for IMU to pursue and develop an action plan to for IMU to move forward with the best option (or options). Magellan will work with IMU to determine what resources, policies and funding will be required to achieve these strategies and develop a phased approach to IMU's objectives. We will help IMU develop short, mid and long-term milestones to achieve and create a long-term project plan to meet these milestones. This will help IMU, stakeholders and partners identify what goals must be achieved and the resources needed to meet these goals.

Task 8: Final Report and Deliverables

Magellan will incorporate all planning activities into the FTTP Feasibility Study final report that lays out IMU's direction for its broadband initiatives. The Feasibility Study will describe the benefits of IMU moving forward with its broadband initiatives, to economic development and job creation, education, healthcare, business, residents and other areas. The Feasibility Study will provide a blueprint for IMU to implement its broadband initiatives with clear timelines and milestones over short, mid and long-term projects. We will present the Final Report to the IMU team, IMU Board and the Indianola City Council if required. The Final Report is expected to contain the following sections at a minimum; however, we will work with the IMU team to define the best format for the final deliverables:

- Executive Summary
- Introduction
- Broadband Primer
- State of Broadband in IMU
- Current Market, Providers & Pricing
- Community Survey Results
- Current Issues and Gap Analysis
- IMU Community Needs Assessment
- IMU Broadband Opportunity Assessment
- Employing the IMU's Broadband Infrastructure
- Viable Business Models
- Broadband Financial and Funding Plan
- Broadband Operations Plan
- Regulatory Analysis
- Risk Analysis
- Prioritization and Phasing Plan
- Action Plan and Resources
- Next Steps
- Conclusions
- Appendices

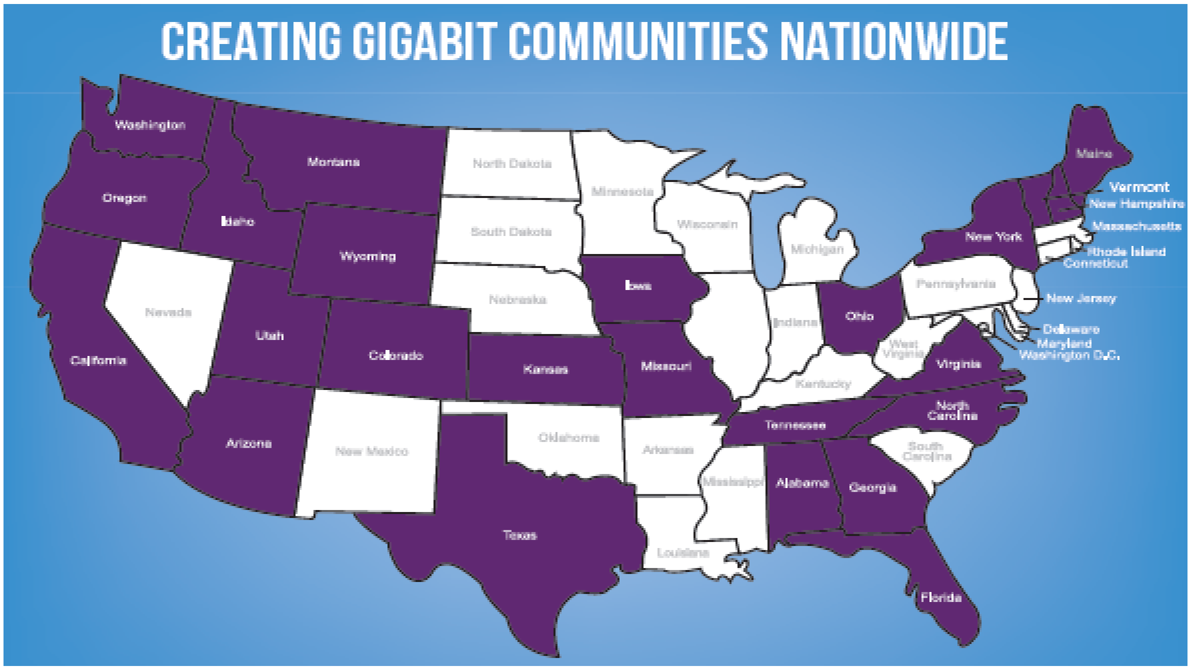
Key Project Deliverables

#	Deliverable	Description
1	FTTP Feasibility Study	Feasibility Study narrative that incorporates IMU's chosen broadband initiatives, direction, phasing plan, action plan and resources and deliverables 2-4.
2	Needs Assessment Inventory	Inventory of community needs, including survey data, mapping, broadband availability, usage, and gaps.
3	Conceptual Broadband Network Design	Network design for the proposed expansions to the IMU network to serve the community
4	Broadband Financial Sustainability Plan	Financial plan for the proposed network, including cost estimates, capital plan, pro-formas, financial analysis and funding plan

II. Qualifications and Experience

A. General Experience of the Firm

Magellan Advisors is the leading public sector broadband and smart city consulting firm, providing strategic planning and implementation services for local government organizations and public utilities across the United States. Our core business is assisting municipalities and public utilities in developing municipal fiber and broadband networks that enable their communities to thrive in the digital economy and support smart city innovation. We have assisted over 200 public organizations in developing broadband, telecommunications, and wireless networks to better their communities, enhance economic development, reduce broadband costs, and expand availability of services. We have designed and implemented broadband networks that connect millions of subscribers and our reputation has been built on years of successfully planning and implementing broadband projects for electric utilities like IMU.



Magellan Advisors has been helping local governments develop and implement transformative fiber and wireless networks for over 12 years. We enjoy an outstanding track record in the industry, shown by our successful broadband network deployments in 25 states across the Country. We have helped more communities plan and deploy broadband networks than any other consulting firm in the US with over 50 municipal fiber and community broadband networks either currently being built or in operation. Collectively, we have planned and deployed fiber to nearly 1 million homes and businesses across North America.

PROVEN PROCESS. PROVEN RESULTS.

200	50	$1B	1M	1K
200 LOCAL GOVERNMENT CLIENTS AND GROWING	MORE THAN 50 ACTIVE MUNI BROADBAND NETWORKS	OVER A BILLION IN BROADBAND PROJECTS FUNDED	1 MILLION FIBER TO THE PREMISE CONNECTIONS PLANNED	MORE THAN 1,000 COMMUNITY ANCHORS CONNECTED

MAGELLAN HELPS MORE COMMUNITIES ACHIEVE THEIR BROADBAND GOALS.

UNMATCHED EXPERIENCE

JOHN HONKER
- 20 years in broadband & telecom industry
- Former Director of Internet Services for Columbus Networks, growing business unit from $0 to $50 million in 5 years
- Planned and deployed fiber networks in 20 countries
- Consulted with hundreds of local governments on broadband projects

KYLE HOLLIFIELD
- 25 years in broadband & telecom industry
- Assisted 100+ local governments with broadband needs
- Planned & managed First fiber to the home projects in the US
- Former Chairman of Fiber To The Home Council
- Vice Chairman of Broadband Communities

BARRY WALTON
- 37 years in engineering & operations management in broadband industry
- Former senior design & engineering at Bell Aliant
- Planned and executed 1 million home fiber rollout
- Co-Founded Bell's business case for FTTH
- Thought leader in fiber-based broadband

SCOTT MOEHNKE
- 30 years in executive and operations management in utility and broadband industries
- Former COO of Bristol Virginia Utilities, global pioneer in fiber-based broadband
- Managed $32M fiber deployments under federal BTOP stimulus program

COURTNEY VIOLETTE
- 16 years in technical and engineering management in broadband industry
- Former CIO for City of Palm Coast and developed the first open-access network in the Southeast
- Certified Fiber To The Home Planner
- Consulted with over 100 local governments on broadband projects

Magellan's principals have collectively over 200 years of experience in broadband, municipal networking, utility operations and local government. Our unmatched team of experts is supported by a pool of internal staff with subject matter expertise across all areas of broadband consulting, including design, engineering, operational, financial, funding, grant writing, legal, regulatory and other areas. Magellan is the only firm with this range of expertise and the business acumen to support sound decision-making needed to plan, implement and manage broadband and municipal infrastructure networks.

B. Company Background

Magellan Advisors has been in active service to state, local, and other public institutions since its founding in January of 2004. Magellan provides a decade of experience with regard to performing services specific to this RFP. We pride ourselves on delivering consistently high standards of service to our customers resulting in a long-standing track record of successful projects without a single failed project.

Magellan Advisors has never had any claims, lawsuits, arbitrations, or administrative hearings brought forth by any clients for work performed. Magellan has never been convicted of a Public Entity Crime, debarred or suspended from bidding by any government entity. Magellan enjoys a flawless work record and our reputation in the government technology consulting industry is beyond reproach as can be seen through our extensive list of client references, comprised of an array of public entities. Magellan's sales volume has grown annually on an average of 30% year after year. We are a debt-free company and have maintained excellent financial performance over our 12-year lifetime.

IMU's primary point of contact for this engagement is John Honker, President of Magellan Advisors, telephone: 786-208-8952, fax: 888-963-5299. Magellan Advisors' FEIN is 65-1218484. The majority of work to be completed in conjunction with this RFP will be managed out of the Denver offices. The project team proposed by Magellan meets the essential requirements of experienced personnel devoted to the successful accomplishment of the project. Magellan is able to commence productive and substantive work immediately upon award of the contract. Additional staff and resources shall be assigned to the project based on the specific needs as required by IMU.

Magellan Advisors
999 18th Street, Suite 3000
Denver, CO 80202
Web: www.magellan-advisors.com
Email: insight@magellan-advisors.com
Email 2: jhonker@magellan-advisors.com
Phone: 888.960.5299

C. Recent Projects

The projects below demonstrate our extensive experience in assisting local governments with their broadband planning projects over the past several years:

Riverside Public Utilities; Riverside, CA – Fiber Business Model

Magellan was retained by Riverside Public Utilities (RPU) to conduct a Fiber Business Model. The RPU Fiber Business Model assessed options for expansion of RPU's current Fiber infrastructure throughout the City of Riverside. Magellan performed a thorough analysis of RPU's extensive fiber optic network, along with a thorough needs assessment for the City of Riverside, which analyzed the current level of services throughout the City by incumbent providers, as well as a gap analysis. Magellan's plan analyzed the business models that can be used for future expansion of the RPU network as a tool to spur economic development in the City of Riverside. The Plan also developed long-term municipal strategies to leverage RPU's fiber network to implement public works, public safety, utility and smart city projects to improve municipal operations and reduce cost.

City of Columbia, MO – Broadband Feasibility Study

Magellan was retained by the City of Columbia, MO to conduct a comprehensive broadband planning and feasibility study. Magellan helped Columbia, Boone County and the University of Missouri determine the overall broadband needs for its community and develop a plan to meet those needs through the City's extensive fiber optic network. Magellan completed a thorough needs assessment that defined the current environment, market, services, needs, both current and future, and gaps in existing services. We developed a comprehensive plan for build-out of the City's network to meet these needs, using strategic business insight and sound financial planning strategies. Taking advantage of the City's current network, our plan identified opportunities to utilize the existing infrastructure to significantly reduce the build-out costs. We developed a plan to attract competitive service providers to the area with the intent of creating more options for local businesses, more competition and lower prices. The build-out entailed bringing fiber-based broadband services to community anchors across the local area, followed by a buildout to local businesses and finally a potential residential Fiber to the Home build.

City of Baltimore, MD - Fiber Optic Planning Study

Magellan was hired by the City of Baltimore, MD to conduct a comprehensive study on the ways the City could utilize its 3.7 million feet of underground conduit to expand the availability, affordability, and adoption of broadband services in the community. The project entailed a significant outreach process with the Smarter Cities Task Force to identify, measure, and plan for the needs of every class of community anchor in Baltimore. Magellan was tasked with providing an analysis of how the City's infrastructure and public policy tools could be made more effective to serve the needs of its community. Magellan helped Baltimore evaluate the various options, benefits, risks and costs for use of this infrastructure, along with comprehensive financial and business plans that indicated a series of outcomes for the City. This information will be used by the City officials to make decisions on what steps are most appropriate for Baltimore to take to secure its broadband future.

City of Missoula, MT – Next-Generation Broadband Feasibility Study

Magellan was retained by Missoula County and the City of Missoula to develop a next-generation broadband feasibility plan that would identify the required broadband infrastructure to serve the long-term needs of Missoula's business community, schools, hospitals and other community organizations. Magellan performed a thorough needs assessment across all community stakeholders to determine what services were required, both current and future. Magellan conducted a comprehensive market analysis that identified key issues in Missoula's broadband environment that could be resolved through public organizations implanting smart public policy, public-private partnerships and strategic investments in broadband infrastructure.

Town of Jupiter, FL – Broadband Master Plan

Magellan assisted Jupiter develop a 40-mile fiber-optic network to interconnect all City and Utility facilities to the network. The network provided an Ethernet and GPON design that would provide fiber-to-the-premise connectivity to businesses throughout Jupiter as well as local and County connections to schools, hospitals and public safety facilities. Magellan implemented the first phase of the project with Jupiter in early 2013 and completed the project on-time and under budget. This included full implementation and integration of fiber-optic components, as well as switching/routing configuration, network integration, management and monitoring. Magellan is currently assisting Jupiter implement phase 2 of the project.

D. List of References

Waverly Light & Power, Iowa, FTTP Feasibility Study

Contact: Mike Litterer | Email: mlitterer@waverlylp.com
Title: Assistant General Manager | Web: www.waverlylp.com
Office: 319-352-6251

Magellan performed a Fiber to the Premise Feasibility Study for Waverly Light & Power focused on deploying fiber optics to every home, business and community anchor within the City of Waverly and the greater Waverly Light & Power electric service territory. Our consultants developed a conceptual design for the FTTP build out, and performed implementation, operational, and financial analysis for the project. The Waverly City Council and Light & Power board both accepted the FTTP Feasibility Study and commissioned the development of a Waverly Communications Utility Business Plan and a Design/Engineering Study. Magellan has delivered the WCU Business Plan and Design/Engineering Study and is currently working with Waverly to secure financing to begin build out of the network.

City of Columbia, Missouri, Broadband Planning Study

Contact: Ryan Williams, P.E. | Email: rpwillia@GoColumbiaMo.com
Title: Assistant Director | Web: www.GoColumbiaMo.com
Office: 573-874-7483

Magellan was selected by the City of Columbia, Boone County and the University of Missouri to perform a Broadband Planning Study focused on the use of the City's existing fiber-optic network. Magellan met with a vast amount of Community stakeholders, businesses and service providers to understand the "State of Broadband" in Columbia. Our consultants analyzed the current fiber-optic network including available capacity to determine the optimal way to expand the network's current use.

City of Bartow, Florida, Broadband Fiber-to-the-Home Master Plan

Contact: Frank Canovaca | Email:fcanovaca.cis@cityofbartow.net
Title: Information Technology Manager | Web: www.cityofbartow.net
Office: 863-534-0252, Fax: 863-534-0250

For the City of Bartow, Florida Magellan developed a feasibility study and business case for the City to expand the use of its network to serve the business and residential communities. The project entailed coverage of 90% of homes and businesses in the City. Magellan's thorough needs assessment proved that current providers were not meeting citizens and businesses needs and no new infrastructure investments were being made in the City. As a result, Magellan's analysis concluded that Bartow had the opportunity to expand its network to fill these key gaps. Magellan's engineering design provided an average connection speed of 100Mbps per home and up to 10Gbps to businesses in the area. Magellan documented the utility's current fiber-optic infrastructure and developed an integration strategy to build new fiber-optic infrastructure throughout the City, cost effectively and using a phased approach. Magellan also developed Bartow's Operations Plan for the new network, which detailed the key staffing, support, operations and maintenance services required for the network, including BSS/OSS, network management, provisioning, billing and general management.

Town of Jupiter, Florida, Broadband Master Plan

Contact: Melinda Miller
Title: Director of Information Technology
Office: 561-746-5134

Email: melindam@jupiter.fl.us
Web: http://www.jupiter.fl.us

Magellan assisted Jupiter develop a 40-mile fiber-optic network to interconnect all City and Utility facilities to the network. The network provided an Ethernet and GPON design that would provide fiber-to-the-premise connectivity to businesses throughout Jupiter as well as local and County connections to schools, hospitals and public safety facilities. Magellan implemented the first phase of the project with Jupiter in early 2013 and completed the project on-time and under budget. This included full implementation and integration of fiber-optic components, as well as switching/routing configuration, network integration, management and monitoring. Magellan is currently assisting Jupiter implement phase 2 of the project.

Yolo County, California - Broadband Strategic Plan

Contact: Christine Crawford
Title: Executive Director
Office: 530-666-8048

Email: Christine.crawford@yolocounty.org
Web: yolocounty.org

Magellan was retained by Yolo County, CA, and the Cities of Davis, CA, Woodland, CA, West Sacramento, CA and Winters, CA to develop a Long-range Broadband Strategic Plan oriented toward public organizations increasing availability and adoption of next-generation broadband across the California County. This plan included extensive broadband planning, design and deployment strategies and public-private partner development. The Plan developed specific strategies for each of the cities in Yolo County, including Davis, Winters, West Sacramento and Woodland. Each city required tailored strategies to accommodate their individual needs as there were a mix of rural, remote, suburban and urban communities. Magellan helped the County develop individualized strategies for each community and a deployment plan to expand broadband across the County. Yolo County is currently implementing these strategies with Magellan's assistance.

Below is a list of some of our other public sector clients.

- City of West Hollywood, CA
- Rancho Santa Fe, CA
- Riverside Public Utilities, CA
- City of Riverside, CA
- City of Davis, CA
- City of West Sacramento, CA
- City of Woodland, CA
- Yolo County, CA
- City of Bartow, FL
- City of Winter Garden, FL
- City of Clermont, FL
- Seminole County, FL
- Flagler County School District, FL
- City of Manors, FL
- City of Jupiter, FL
- Matawa First Nations, Ontario, Canada
- Niobrara County, WY
- City of Fort Morgan, CO
- Port of Whitman County, WA
- City of Hamilton, OH
- City of Ketchum, ID
- City of Missoula, MT
- Missoula County, MT
- Colorado EAGLE-Net
- Arizona GovNET, Inc.
- Massachusetts Broadband Institute, MA
- Columbia County, GA
- City of Hamilton, OH
- University of Florida, PURC
- Southwest Florida Regional Planning Council
- State of Florida
- State of Vermont
- City of Lake Jackson, TX
- City of Daytona Beach, FL
- City of College Station, TX
- City of Bryan, TX
- City of Bristol, VA
- City of Cornelius, NC
- City of Davenport, IA
- Yuma County, CO
- Chicopee Electric Light, MA
- Morristown Utility Systems, TN
- City of Winter Haven, FL
- New Zealand Ministry of Economic Development
- City of Winter Park, FL
- City of Baltimore, MD
- City of Rock Falls, IL
- North Florida Broadband Authority, FL
- City of Sunrise, FL
- Florida Rural Broadband Alliance, FL
- City of Fort Lauderdale, FL
- Strathcona County, Alberta, Canada
- City of Columbia, MO
- Boone County, MO
- City of Waverly, IA
- City of Palm Coast, FL
- City of Cocoa, FL
- City of Palm Beach Gardens, FL
- City of Ormond Beach, FL
- City of Wellington, FL
- City of Hallandale Beach, FL
- City of Port Orange, FL
- City of Mooresville, NC
- City of Davidson, NC
- City of Walla Walla, WA
- Port of Walla Walla, WA
- City of Lakeland, FL
- Converse County, WY
- Northeast Texas Educational Consortium, TX
- City of Birmingham, AL
- Niagara County Airport Stakeholder Group, NY
- City of Syracuse, NY
- City of Tuscaloosa, AL
- Orlando Utilities Commission, FL
- Fort Pierce Utilities Authority, FL
- City of New Braunfels, TX
- City of Hudson, OH
- City of Mont Belvieu, TX
- City of Fort Collins, CO
- City of El Segundo, CA
- City of Centennial. CO
- City of West Hollywood, CA
- Appalachian Electric Cooperative, TN

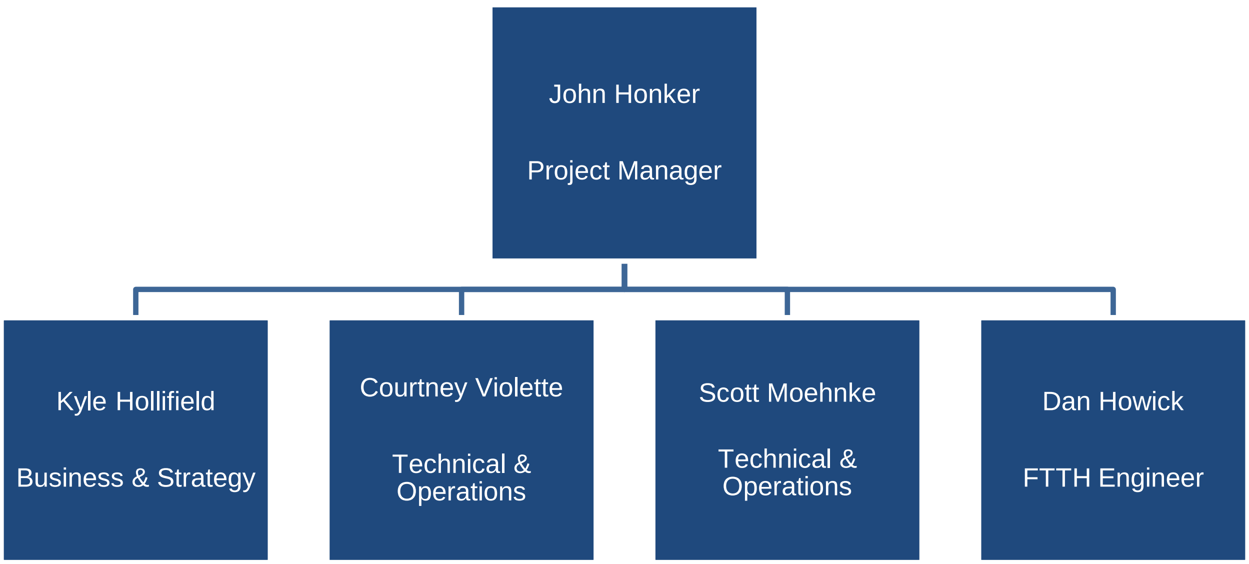
III. Public Power Utilities Experience

Magellan has worked with over 50 public power authorities on broadband planning and implementation projects. We have held an excellent track record of long-standing relationships with municipal electric utilities, helping them through the planning, implementation and management of their broadband networks. Our direct experience working for and with these providers gives us important insight to utilities that are considering deploying FTTP in their communities. We understand the organizational and operational environments that support broadband services as well as the ways utilities have leveraged their strengths to deploy FTTP networks to their businesses and residents. Magellan is the only organization with this specialized knowledge that is critically important during the feasibility study phase. It allows us to design custom approaches for electric utilities that help them more easily demonstrate the feasibility of providing broadband services to their communities.

IV. Project Team

A. Project Organizational Chart

Below is Magellan's proposed team that will be dedicated to the IMU project and their respective roles/subject matter expertise in the project.



B. Experience and Expertise of Staff

John Honker: Project Manager, Business & Financial

John has worked for over 17 years in the telecommunications and broadband industries. Prior to founding Magellan Advisors, he was responsible for leading development of telecommunications products and services for Columbus Networks in 15 countries across the Americas region. John was responsible for bringing emerging IP, Internet and other value-added services to markets in North, Central and South America, growing the business unit from inception to $50 million in annual revenue. He built advanced carrier-class multi-service networks throughout the Americas region, including carrier Ethernet and IP networks that carried over 50% of the Americas region traffic into the United States.

With a strong background in consulting from his early career, John found Magellan Advisors in 2004 to provide strategic telecommunications and technology services to the public sector market. He has assisted over 100 public and private entities with their telecom, broadband and technology needs and specializes on broadband fiber-optic planning for government entities. John has deep experience in all facets of broadband planning and development, including market planning and analysis, community engagement, design and engineering, financial planning, operational planning and regulatory planning. With a deep understanding of local government operations, utility systems and other public sector areas, John provides expert guidance to municipal organizations interested in broadband development.

John also has significant experience in grant writing, preparation, management and compliance for federal and state programs, such as the NTIA BTOP program and USDA RUS program. He has provided management oversight for broadband grants totaling $250 million in value and actively works with large awardees across the country. Some of his key clients include Colorado EagleNET, Columbia County, GA, Florida Rural Broadband Alliance, North Florida Broadband Authority and GovNET, Inc.

John received his BA from Stetson University (BA), coupled with minors in Business Administration and Information Systems. He completed his MBA at University of Miami and is actively engaged with the University of Miami, School of Business Administration as an active Alum.

Kyle Hollifield: Senior Broadband Consultant, Business & Strategy

Kyle Hollifield is a 25-year veteran of the telecommunications industry and most recently has held the position of Vice President of Business Development and Marketing at Bristol Virginia Utilities Authority (BVU), while managing the FOCUS division providing consulting services to other communities wishing to build or improve high speed broadband networks. BVU Authority is a regional state owned utility offering advanced high-speed broadband networks and telecommunications products and services. The company is known for being a global pioneer in an all-fiber broadband network, and was the first in the nation to offer "triple play" services over an all fiber network. BVU Authority has recently won the National League of Cities Gold award for broadband sustainability and The Intelligent Communities Top 7 for 2009, worldwide for technology applications; Bristol Va. was the only US city to make the final 7.

Mr. Hollifield has served on the Board of Directors of The North American Fiber to the Home Council, (FTTH), most recently as Chairman of the Board of Directors. Hollifield also serves as Vice-Chair of Broadband Communities Magazine, and has made many presentations on Broadband policy and opportunities through broadband development to the FCC, RUS, NTIA, NATOA, APPA, National League of Cities, Rural Telecom Cooperative, FTTH, Broadband Communities, NCTC and many other interest groups.

Courtney Violette: Senior Broadband Consultant, Networks & Operations

Courtney Violette has spent nearly 20 years in the IT industry with 7 years serving in executive leadership roles within the public/private sectors. Courtney began his career in the US Army as a Communications Specialist and later moved into the private sector working for Florida Water Services, a private water utility located throughout the State of Florida.

In his most recent role, Courtney served as the Director of Information Technology & Communications/CIO for the City of Palm Coast, shortly after its incorporation in 1999. Courtney planned, implemented and operated the first community broadband network in

Florida, launched by the City in 2011 to enhance the City's economic development potential. In this role, he was responsible for the vision, management and operation of the City's technology resources, management of the expansive city owned fiber optic network, implementation and management of all information and communication systems and processes.

Courtney currently serves as SVP of Operations for Magellan Advisors and has participated and/or led dozens of broadband planning and fiber-optic construction management projects across the country. He is a Certified Fiber-To-The-Home Professional and designs advanced Ethernet, GPON and WDM networks throughout the country.

Courtney holds a Masters of Arts in Information Technology Management and a Bachelors of Science in Computer Science from Webster University

Courtney holds industry certifications including Certified Information Systems Security Professional (CISSP), ITILv3 Foundation, Cisco Certified Network Associate (CCNA), Microsoft Certified Systems Engineer (MCSE), A+, Network+ and has received the designation of Certified Chief Information Officer (CCIO) from the Florida Institute of Government at Florida State University where he now serves as mentor within the CCIO program.

Scott Moehnke: Senior Broadband Consultant, Technical & Operations

Mr. Moehnke, a 30-year veteran of the utility and telecommunications industries specializing in executive and operational management, business development, and information technology. Recently, Mr. Moehnke was Chief Operations Officer at Bristol Virginia Utilities (BVU), a municipal electric company known for being a global pioneer in triple-play, and all-fiber broadband. At BVU he oversaw all the daily operations of the company encompassing financial management, customer service, inside and outside plant, construction, network operations, and engineering for the offered services (electrical, water, waste water, telephone, internet, video, home security and home gateway). He also managed the $36 million NTIA BTOP grant received by BVU for build-out of 388 miles of broadband fiber. He was the company's federal liaison for reporting and auditing. He was also a key member of the executive team responsible for setting and implementing development strategies.

Prior to joining BVU, Mr. Moehnke established several consulting firms to assist telecom companies in all facets of business operations with emphasis on large scale project management, executive management, vendor selection and implementation. He worked with Lafayette Utilities Systems as lead project manager for their FTTH systems rollout.

A native of Minnesota, Mr. Moehnke graduated from University of Texas–Austin before joining Texas Instruments (TI) in software engineering to develop TI's system V Unix operating system. He then joined a Midwest telecommunications service bureau where he succeeded to the role of Director of National Accounts and was part of the executive team that took the regionally based service bureau, primarily serving the LEC community, to a nationally based service bureau servicing first tier companies such as AT&T, MCI, and Sprint.

Dan Howick: Senior Fiber-Optic Engineer

Dan Howick has over 15 years of experience working in the planning, layout and design of telecommunications networks, specializing in fiber optics. He works hand-in hand with some of the nation's largest service providers who rely on his reputation and industry knowledge to help design and install advanced fiber-optic systems throughout the Country.

Dan's expertise in the telecommunications industry focuses on fiber optic networks in both the inside and outside plant environments. His responsibilities have included the layout, and design of outside plant networks for carriers, the United States Government, local municipalities, and private networks. Dan excels in the areas of route planning and optimization, as-built recording and development, plant verification and documentation, AutoCAD layout for both plan & profile views for construction. Dan also has extensive experience in best practices, methods and procedures for design/installation in fiber optics including terminations, splicing and testing.

Mr. Howick's certifications include a license as a General Contractor, a license as a Certified Excavation and Underground Utilities contractor, completion of a fiber optic design, installation and maintenance course held by the Light Brigade. A full list of his certifications includes:

- Certificate in BST CAD
- Certified General Contractor
- Certified Excavation and Underground Utilities Contractor
- Villanova certificate Program in Project Management
- Fiber Optic Design, Installation & Maintenance Course
- Outside Plant Engineering Courses
- Certificate in Outside Plant Construction Management
- Certificate in OPEDS Job Management

V. Project Pricing

The total cost to IMU as outlined in the chart below is $44,800 and includes all work to be completed by Magellan for IMU as stated in this Proposal. Our hourly rate for the proposal is $140 per hour, while travel and overhead will be billed as incurred within the $5,000 travel and overhead allowance. We estimate completion of this project will require 320 hours of billable work. Our proposal is priced as Not-to-Exceed, therefore IMU will only be billed for work completed toward the total.

Task	Description	Hours	Hourly Rate	Total
1	Community Needs Assessment & Stakeholder Outreach	40	$140	$5,600
2	Broadband Market Analysis	30	$140	$4,200
3	Broadband Issue Analysis	30	$140	$4,200
4	FTTP Technical Design Options	50	$140	$7,000
5	Business Model Evaluation	40	$140	$5,600
6	Broadband Financial Evaluation	50	$140	$7,000
7	Action Plan and Next Steps	40	$140	$5,600
8	Final Report and Deliverables	40	$140	$5,600
	Travel Budget – Billed as Incurred			$5,000
	Total Pricing **(Not-to-Exceed)**	320		$49,800

VI. Project Timeline

We estimate that over the 4-month duration of the project, approximately 10 days onsite will be required for successful completion of the project. During this time, Magellan will meet with IMU staff, hold meetings with stakeholders, review plans, visit regional sites and make presentations to the IMU project teams as well as other activities to be determined between the IMU and Magellan. Schedules will be determined cooperatively between the IMU and Magellan. Magellan will require some resources of IMU staff to gather relevant data, participate in interviews of IMU staff with Magellan, participate on status calls and onsite meetings and participate in final presentations.

Task	Description	Month 1	Month 2	Month 3	Month 4
1	Community Needs Assessment & Stakeholder Outreach				
2	Broadband Market Analysis				
3	Broadband Issue Analysis				
4	FTTP Technical Design Options				
5	Business Model Evaluation				
6	Broadband Financial Evaluation				
7	Action Plan and Next Steps				
8	Final Report and Deliverables				

Appendix A. Financial Modeling

Magellan Advisors' Broadband Financial Sustainability

Our tools provide deep analytics around broadband demographics, usage, adoption and growth. We use this information to evaluate potential broadband investments across regions to determine the financial and nonfinancial outcomes of public and private funding. This data enables policymakers to make clear delineations on what areas should be targeted for funding programs. Using a valuation-based approach, policymakers can easily determine the impact of broadband investments in specific geographies, at a census tract, city, county, regional or statewide level. We also aggregate data into our easy to use dashboard that tracks investments across jurisdictions, giving policymakers a high-level performance-tracking tool for their broadband programs.

- Demographic Analysis
- Business & Industry Evaluation
- Economic Development Analysis
- Community Anchor Analysis
- Underserved & Unserved Analysis
- Fiber To The Premise & Wireless Options

Our industry-leading Broadband Financial Sustainability Plans incorporate market, demand, cost, revenue, and funding factors to build a complete financial picture of investments for the policy organization. They provide important funding support tools that are many times utilized in federal, state and local grant applications. These tools also assist policymakers track the progress of broadband investments by monitoring their financial performance. This helps policymakers understand the impact of broadband investments in communities across their regions and where to focus future funding programs.

- ARPU Analysis
- Uptake and Growth Analysis
- Demand Aggregation Strategies
- Financial Return On Dollars Invested
- Community Value On Dollars Invested
- Regional Economic Impact Analysis

FTTH & Wireless Investment Decision Support

Magellan's broadband market & financial planning tools model large-scale wireline and wireless investments across diverse markets and varied demographics. Our models provide the decision support tools to determine how, when and where to finance broadband investments. They give policy makers, government organizations and private providers the insight needed to invest wisely and with the right financing strategies.

Our services enable policymakers determine the right mix of grant, loan and direct investment across their jurisdictions. Our models have helped state, regional and local government organizations across the country make sustainable investments in their communities that increase economic development improve educational services and support healthcare initiatives. Our plans have supported over $250 million in federal and state investment in broadband nationwide.

01

Financial Model & Assumptions

- Fiber & Wireless Costs
- Operational Budgeting
- Demand Forecasting
- ARPU Analysis
- Capacity Planning
- Revenue Forecasts
- Renewal, Replacement & Expansion Programs

02

Pro-Forma Development

- GAAP & GASB Compliant
- Revenue, Cost & Margin
- Depreciation & Amortization
- Dynamically Linked to Support Decision and Scenario Analysis

03

Sustainability Review & Planning

- Sensitivity & Scenario Analysis
- Financial Ratio Analysis
- Cost of Capital Evaluation
- Risk Analysis
- Reserve Requirements
- Capital Allocation

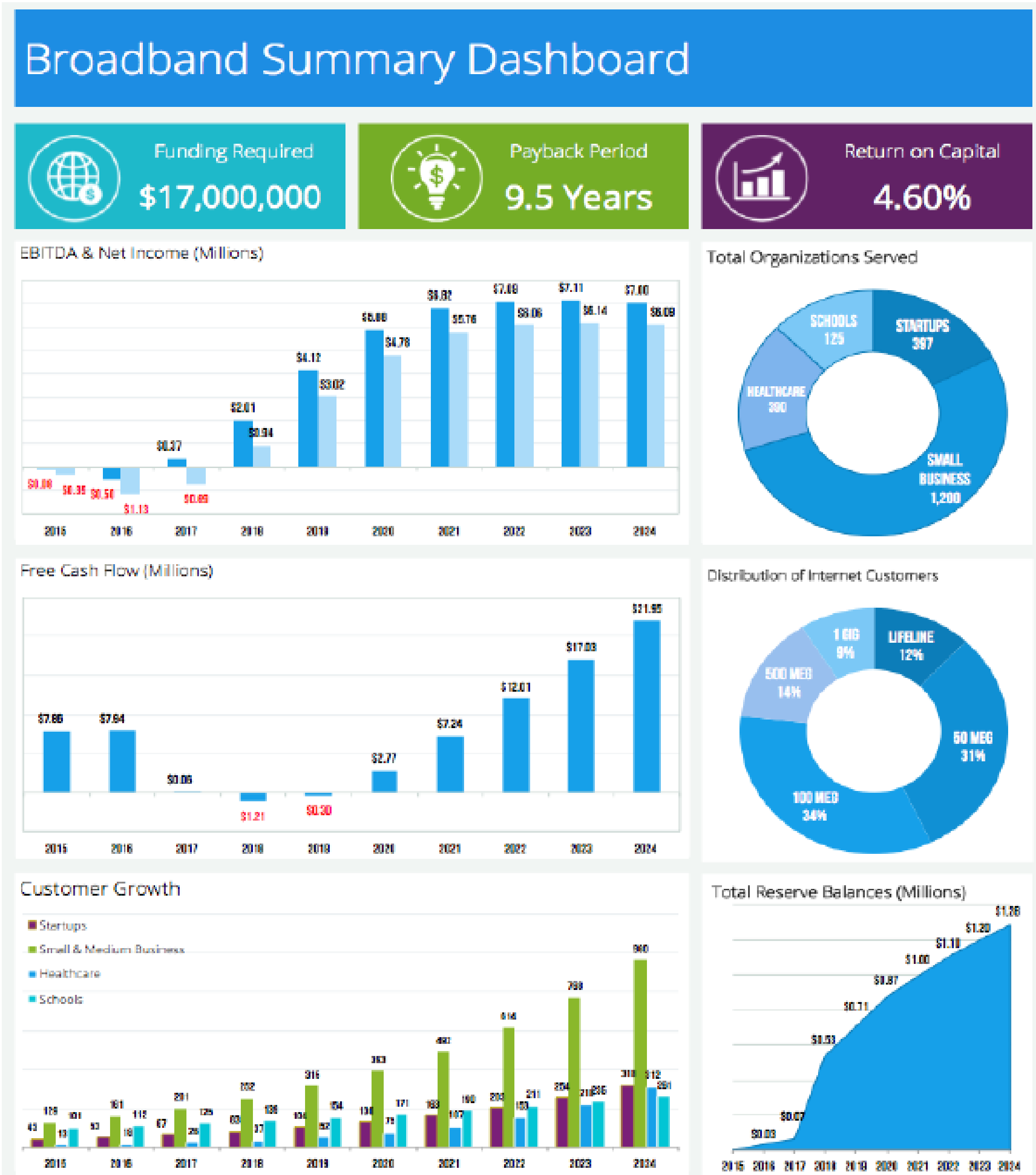
04

Funding-Ready Financial Plan

- Pro-Forma Support
- Project Valuation
- Support for Funding Options Include Public Grant and Loan Programs, Traditional Bank Financing and Public/Private Structures

Magellan Advisors' Broadband Financial Sustainability Model

Magellan's dashboard-driven, Broadband Financial Sustainability Model provides financial analysis of residential and commercial broadband projects and enables municipalities to determine a range of potential broadband investments and business model options. Our Broadband Financial Sustainability Model supports open access, public-private partnerships, retail services, wholesale and many more. Our tools enable a range of scenarios to be tested using hundreds of relevant assumptions for FTTH and wireless networks.



We will build all assumptions into the model, accounting for parameters listed above. We would suggest using a minimum of 10 years for the model, but ideally 15 to account for any long-term broadband initiatives.

- Customers Served
  - Underprivileged & Low-Income
  - Residential
  - Startup
  - Small Business
  - Enterprise
  - School
  - Healthcare
- Costs
  - Upfront Capital
  - Ongoing Capital
  - Renewal & Replacement
  - Capital Expansion
  - Operational
  - Internal staffing
  - Outsourcing
  - Non-Operational
  - Debt Service
  - Depreciation & Amortization
- Revenues
  - Monthly Recurring
  - Non-Recurring
  - Receivables
  - Rate structures
- Financial
  - Gross Profit
  - EBITDA
  - Net Income
  - Funding required
  - Free Cash Flow
  - Debt Service Coverage
  - Operating Coverage
  - Return on Invested Capital
  - Return on Equity
  - Revenue sharing percentages
  - Recapitalization

Our model will provide year-by-year analysis of all aspects of broadband deployment. Based on the scope provided, we believe that the following schedules should be included in the model.

- Financial Analysis Worksheet – dynamic analysis of key financial metrics
- Financial Dashboard – "Dashboard style" presentation of overall financial performance
- Demand Dashboard – "Dashboard style" presentation of total customers connected
- Pro Forma Income Statement, Balance Sheet, Cash Flows and Owner's Equity Statements
- Long-Term Capital Plan
- Depreciation and Amortization Schedules
- Incremental and Cumulative Demand Schedules
- One-Time and Recurring Revenue Schedules
- Staffing & Outsourcing Schedule
- Operating Cost Schedule
- Municipally-Owned Scenarios (Dark Fiber, Open Access)
- Public-Private Partnership Scenario
- Chart of Assumptions

Our models utilize dashboard-style interfaces that are designed to perform sensitivity analysis and "what if" scenarios. We maintain a list of approximately 100 assumptions in our models that can be changed dynamically to determine the impact to financial performance and feasibility. These assumptions generally fall into the following categories: demand, customer growth, revenues, capital costs, operating costs, financing costs and non-operating costs. CEL will be able to dynamically run any scenarios in the model and understand the net impact to the key financial metrics in the project with simple changes to these assumptions.

Appendix B. Staff Resume's

John P. Honker - President

Education:

Master in Business Administration, Executive Program
University of Miami – Miami, FL

Bachelor of Arts in Philosophy
Stetson University – Deland, FL

Strengths:

- *Strategic Planning*
- *Multinational Expansion*
- *Business Development*
- *Market Planning*
- *Business Strategy Formulation*
- *Financial Planning*
- *Investor Marketing & Identification*
- *P&L Management*
- *Operations Planning*
- *Investor Relations*
- *Technical Design*
- *Technical Implementations*
- *Operations Management*
- *Performance Management*

John has over ten years of executive management with new, growing and well-established firms, in the Telecommunications, Information Technology and Outsourcing sectors. Strong expertise in managing rapidly growing companies with responsibility for P&L, Business Strategy and Operations. Insightful execution of business strategy with a clear focus on achieving goals through concise management of people and resources. Significant entrepreneurial experience through the founding of several successful firms in the consulting and outsourcing sectors.

Magellan Advisors LLC – Denver, CO
President & CEO - *Magellan Advisors is a full service consulting and technology services firm, specializing in telecommunications planning, deployment and management for public and private sector organizations.*

Founding and current member of the firm, organized to capture strong demand from public and private sector clients requiring strategic telecommunications planning services. Responsible for core business strategy, P&L, operations, technology and finance. Leadership position that requires a unique combination of executive tactics, hands-on processes and a team-based orientation.

Clear Connect Inc. – Miami, FL
Chief Operating Officer - *Clear Connect is a contact center and business process outsourcing provider uniquely positioned to deliver vital business services at savings beyond what is seen in today's outsourcing market. Combining strong domain experience with a world-class workforce and adaptive technology, Clear Connect provides solutions to meet our customer's most challenging business needs.*

Founding member of the firm, specializing in contact center and business process outsourcing services for Fortune-200 based US companies. Built the firm's operations, finance and technology from greenfield into a 210-employee firm in 18-months, providing services to several large Fortune-200 companies. Responsibility for all departments, with 8 top-level manager reports.

Columbus Networks Inc. – Miami, FL
Director of Internet Services - *Columbus Networks is a telecommunications service provider that offers broadband and IP capacity services to telecom carriers, TV cable companies, Internet Service Providers and network integrators.*

Built Internet Service Provider business from greenfield into $50M business in 5 years. Multinational venture into 15 countries in Central/South America, The Caribbean and Mexico, to deliver services in new markets. Provided all operational planning, development and implementation for the business unit. Organized and lead cross-functional teams under strict timelines to deliver services.

Government Technology Resources Inc. – Orlando, FL
Principal Consultant - *GTR provides strategic consulting services to public sector clients, focused on leveraging emerging technologies to support the goals of local, state and federal government.*

Developed consulting practice for firm, focused on expanding existing services for local and state governments. Provided business development to build a book of business to include many local government clients.

Florida Hospital Inc. – Orlando, FL
Network Engineer - *Florida Hospital, comprised of eight Orlando hospitals provides a wide range of health services for the entire family, including many nationally and internationally recognized programs in cardiology, cancer, women's medicine, neurology, diabetes and rehabilitation.*

Information technology liaison for the Radiology/Radiation Oncology departments. Translated specialized departmental needs into Information Technology strategies and presented to Information Systems department heads. Provided network engineering services to the Radiology and Radiation Oncology departments at 8 metro-Orlando hospitals. Worked with cross-functional medical and non-medical teams, vendors and technology specialists to deliver projects.

Courtney Violette, CISSP - Senior Broadband Consultant

Education:

Masters in Information Technology Management
Webster University – St. Louis, MO

Bachelor of Science in Computer Science
Webster University – St. Louis, MO

Strengths:

- *Strategic Planning*
- *Broadband Deployment*
- *Market Planning*
- *Funding Strategies & Procurement*
- *Financial Planning*
- *Performance Management*
- *Contract Negotiations*
- *Operations Planning*
- *Technical Planning*
- *Technical Design*
- *Technical Implementations*
- *Operations Management*

Certifications:

- *CISSP – Certified Information Systems Security Professional*
- *ITIL v3 Foundation*
- *CCIO – Certified Chief Information Officer*
- *CCNA – Cisco Certified Network Associate*
- *MCSE – Microsoft Certified Systems*

Courtney has nearly fifteen years of executive management in telecommunications, consulting and government sectors. Experience in managing government telecommunication projects, strategic planning, technical architecture, implementation and operations.

Magellan Advisors LLC – Orlando, FL
Managing Partner/Senior Consultant - *Magellan Advisors is a full service consulting and technology services firm, specializing in telecommunications planning, deployment and management for public and private sector organizations.*

Senior Consultant focused on Technology, Broadband Deployment and Government Services. Performs technical consultations in the specific areas of network implementation and management, telecommunications services and information security. Assists organizations in the development of strategic management/technical plans focusing on alignment of technology initiatives with that of the business units. Coordinate and manage Data/voice/video projects for clients to include the negotiation and provisioning of carrier services from major telecommunications and upstream providers.

City of Palm Coast – Palm Coast, FL
CIO - *The City of Palm Coast located in North Florida serves a population of nearly 80,000. This full service city is a leader in Florida with investments in technology initiatives in commercialized broadband infrastructure geared toward providing business class services to regional anchor institutions and the Palm Coast business community.*

As Director of Technology and Communications/CIO, managed full services department of IT professionals in areas of Network/Telecommunications, Application Development, Geographic Information Systems and Video Broadcasting. Managed the implementation of Palm Coast FiberNET, Florida's first municipal owned "carrier-class" open-access network. Created departmental goals and objectives that directly aligned with the organization's vision, values and strategic plans. Responsible for risk management, information security audits, physical security and all federal regulations related to organizational data and infrastructure.

Valencia College – Orlando, FL
Associate Professor - *Valencia College ranks among the nation's top two year colleges and is considered a premier learning college that provides opportunities for academic, technical and life-long learning in a collaborative culture dedicated to inquiry, results and exIMUlence.*

Full-Time Professor of the Computer Engineering Technology Department specializing in instruction in areas of Telecommunications, Network Services and Information Security.

Kyle Hollifield – Senior Broadband Consultant

Education:

BS Degree, Business Management and Marketing University of Tennessee – Knoxville, TN

Strengths:

Community, Public Relations and Business Development Professional

- *Marketing execution and implementation*
- *Business Strategy Planner*
- *Project Sustainability Professional*
- *Capital Asset Management*
- *Financial Management*
- *Operations Planning and Execution*
- *Investor Relations*
- *Customer Relations*
- *IP Telephony Professional*
- *Fiber Optics Professional*
- *Business Analysis*

Innovative professional with 30 years of progressive management and marketing expertise in marketing, logistics, sales and distribution. Knowledgeable and successful in B2B environments, E marketing and establishing cross channel promotions in cyber space including "Cyber" communities. Expertise in strategic planning, strong customer relations, including both well established and new business start-ups, market plan execution, capital asset oversight, cost containment, budgeting/finance, training, supervision and mentoring. Vast knowledge in cutting edge technologies of community broadband, IP Telephony, FTTH/B, cable TV, video programming contracts and Unified Communications. Highly skilled in pricing strategies, competitor and market analysis. Contract negotiation, product specifications, testing, legal compliancy, staffing, purchasing and vendor relations. New product rollout, targeted marketing, and market segmentation. Expert in community relations, economic development and FTTH market penetration and sustainability. Thrives in both independent and collaborative work environments.

Participated in the following community broadband project: Vice President of Business Development for Bristol Virginia Utilities for the town of Bristol, VA. One of America's first community broadband networks beginning in 2001, growing to over 60 million dollar project. Senior executive in charge of a 92 million dollar broadband project for the cities of Mooresville, Davidson and Cornelius, North Carolina. Consulted for the Town of Morganton, N.C. broadband network in programming and market planning. Provided consulting and advise on all areas of community broadband projects to more than twenty communities.

Chairman of the Board of the FTTH Council; Vice-Chairman of Broadband Communities and Magazine. Both non-profit trade organizations promoting HSD broadband community networks.

BVU Authority – Bristol, VA.

Vice President - Responsible for all community, marketing and business development activities. Achieved penetration rates of over 68% of community customers both residential and businesses as an over-builder of incumbents. Achieved sustainability and growth for 10 consecutive years bring community broadband project to positive cash flow in 24 months and operational profits by year three. Manages and oversees the FOCUS division that provides consulting services for other community broadband projects. Won the National League of Cities Gold Award for the best sustainable community broadband network and the ICF 7 award for the best Community broadband network in America and top three in the world.

Alcatel-Lucent – White Plains, NY.

Vice President – Directed daily sales and marketing efforts, established under contract a large base of US distributors to bring the products to market. Managed advertising campaigns, reviewed products and established market penetration strategies to take market share from competitors. Managed an annual budget of over fifty million dollars in investment and expenditures, coordinated with corporate CFO from the home office in Paris, France in planning and business development issues and opportunities. Part of the corporate merger and acquisitions team. Approved sales plans, marketing efforts, new product roll outs, advertising and sales functions and product development.

The Proctor and Gamble Co. – Cincinnati, OH.

Product Brand and Marketing Manager - Worked to maintain and build the P&G business within the trade. Established local/national Ad campaigns, marketing campaigns, prepared product profit analysis for senior managers. Tracked and managed sales results by products and revenues. Managed over 40 million dollars in sales revenues helped grow the business at 8% YOY. Managed units marketing expense budget and on-going sales and marketing plan and training.

David Brevitz C.F.A - Senior Broadband Consultant

Education:

Chartered Financial Analyst, CFA Institute - Charlottesville, VA

M.B.A., Finance, Michigan State University Graduate School of Business, East Lansing

B.A., Justice, Morality and Constitutional Democracy, James Madison College, Michigan State University

Strengths:

- *Statewide Broadband Planning*
- *Telco Financial Analysis, Acquisition Cases*
- *Telco Management & Operational Analysis*
- *Telecom Market Analysis & Surveillance*
- *Telecommunications Trend Analysis*
- *Cost of Service, TELRIC, LRIC and FDC*
- *Stakeholder Interviews and Engagement*
- *Competitive Policy Development*
- *Telco Business Planning*
- *Competitive Pricing Analysis*
- *Interconnection Policy*

Certifications:

- *C.F.A Certified Financial Analyst*

Mr. Brevitz has over 30 years of experience in the telecommunications industry based on work for U.S. and international clients, and telecommunications regulatory agencies. This experience provides depth and capability in the subjects of broadband trends and planning, market analysis and surveillance, market liberalization and competitive policy implementation, telecommunications stakeholder engagement, wireless and wireless broadband trends and developments, industry financial reporting and analysis, telecommunications company operations, back office systems and business plans, interconnection and unbundled network element pricing, telecommunications service costing and pricing, and universal service goals and objectives.

Magellan Advisors LLC – Topeka, Kansas

Senior Broadband planner/Senior Consultant - *Magellan Advisors is a full service consulting and technology services firm, specializing in telecommunications planning, deployment and management for public and private sector organizations.*

Senior Consultant focused on Technology, Broadband Deployment and Government Services. Performs technical consultations in the specific areas of network implementation and management, telecommunications services and information security. Assists organizations in the development of strategic management/technical plans focusing on alignment of technology initiatives with that of the business units. Coordinate and manage Data/voice/video projects for clients to include the negotiation and provisioning of carrier services from major telecommunications and upstream providers.

Brevitz Consulting Services -Topeka, Kansas; 1994 – Present

Independent Telecommunications Consultant -*Mr. Brevitz has conducted numerous telecommunications engagements for national and international clients. Most recently, Mr. Brevitz completed work as the Project Leader for the State of Florida on Strategic Planning for Florida Governmental Broadband Capabilities. Mr. Brevitz has provided expert testimony on numerous issues including a number of telco local division spin-offs, acquisitions and combinations, broadband and broadband competition, telecommunications competition, industry and market structure, service bundles, substitutability of VoIP and wireless for local exchange service, resale, unbundled elements, TELRIC/cost studies, network modernization, access charges, rate design, cost allocations, universal service and other matters.*

University of Florida, Gainesville - 2009 to Present

Senior Fellow, Public Utility Research Center **-** *Mr. Brevitz has been designated as a Senior Fellow by the Public Utilities Research Center at the University of Florida. This designation is reserved for knowledgeable and experienced professionals who foster strong ties to academia, industry, and government, who embody PURC's values of respect, integrity, effectiveness and expertise, and who support PURC's mission to contribute to the development and availability of efficient utility services through research, education, and service.*

KCPR, Topeka -1987-1994

Director of Regulatory Affairs- *Duties included monitoring of and participating in state regulatory affairs on behalf of twenty independent local exchange companies in Kansas that compose the partnership of KCPR. Active participation in statewide industry committees in the areas of access charges, optional calling plans/EAS, educational interactive video, dual party relay systems and private line/special access merger*.

Appendix C. Letters of Reference

CITY OF OAKS AND AZALEAS
BARTOW
Est. 1851

CITY OF BARTOW

October 17th, 2012

To Whom It May Concern:

I am happily writing to you today to provide this letter of reference for Magellan Advisors. The City of Bartow has contracted with Magellan Advisors over the past several years so that they would provide broadband consulting services in the areas of Broadband Planning, Broadband Financial Planning/Sustainability, Broadband Architecture, Market Analysis and Demand Forecasting, Broadband Outreach and Intergovernmental Cooperation as it related to our broadband deployment. The projects they have completed with us always have exceeded our expectations and have added true value to our organization.

Magellan and its staff are exceptionally knowledgeable in what they do and always conduct themselves in a professional manner.

We have always been highly impressed with the quality of work they produce and look forward to working with Magellan in the future.

If you have any questions or concerns, please feel free to contact me at your earliest convenience.

Sincerely,

Frank Canovaca
IT Manager
City of Bartow
T: 863.534.0252
E: fcanovaca.cis@cityofbartow.net

450 N. WILSON AVENUE • P.O. BOX 1069 • BARTOW, FLORIDA 33830 • (863) 534-0100

DONALD C. DENNIS
Information Technology Director

352-241-7377
ddennis@clermontfl.org

Date: October 23, 2014

The City of Clermont is pleased to recommend Magellan Advisors.

It is with great pleasure that we provide this letter of reference for Magellan Advisors. Magellan and their team have worked with The City of Clermont for the past 3 years as a partner in Network Design, Implementation and Project/Construction Management for our Fiber Optic Network expansion. Magellan Advisors has exceeded our expectations as a planning and implementation partner. Magellan and its staff have continuously conducted themselves in a professional manner and we have been extremely pleased with their ability to surpass our expectations.
The City of Clermont has always been impressed with the high quality of work, on time delivery and creative approaches and vast experience Magellan has provided. We look forward to the opportunity to work with them in the future.

Sincerely,

Donald C. Dennis

Matawa

FIRST NATIONS MANAGEMENT

ISO 9001 Registered

October 8, 2014

To Whom It May Concern:

We are pleased to provide this letter of reference for Magellan Advisors. Magellan Advisors has been an integral partner for Matawa First Nations in developing a Broadband Connectivity Feasibility Study. Magellan's team has worked cohesively with Matawa to develop the Broadband Connectivity and Feasibility Study with the goal of bringing high-speed telecommunications services to our First Nations communities. Magellan Advisors' team is extremely knowledgeable in all aspects of the Study and has brought their extensive knowledge to the Matawa Broadband Development project.

Magellan Advisors staff is always professional and executes their work in a timely fashion. They have provided Matawa with professional guidance throughout the process of the Feasibility Study. We are pleased with the level of service we have received from Magellan Advisors at all times. Magellan's dedication to successful broadband projects is evident from the way they have guided Matawa throughout the entire project, and the fact that their consultants have real world experience in creating and implementing broadband networks in the public sector and specifically in rural areas.

Matawa First Nation has been incredibly pleased with the high quality of work received from Magellan Advisors. We look forward to the completion of the Feasibility Study and to the opportunity to work with them in the future.

Sincerely,

Jason Paul Rasevych
Economic Development Advisor

EAGLENET
CONNECTING THE FUTURE

December 1, 2012

To whom it may concern,

We are very happy to provide this letter of reference for Magellan Advisors. EAGLE-Net Alliance is a Colorado based Intergovernmental entity and Magellan Advisors has supported us over the past six months by providing professional consulting services in the areas of Broadband Business Planning, Broadband Financial Planning/Sustainability, Broadband Architecture, Market Analysis and Demand Forecasting, Broadband Outreach and Intergovernmental Cooperation as it relates to broadband deployment. Their services have always met or exceeded our expectations and have brought true value to our organization.

Magellan's staff is exceptionally knowledgeable in all areas of broadband and telecom consulting and has always added value to our organization through their services. We highly recommend Magellan Advisors and their broadband planning services for public and government organizations.

Sincerely,

EAGLE-Net Alliance

Perry Movick
Chief Operations Officer

EAGLE-Net Alliance ▪ 11800 Ridge Parkway, Suite 450 ▪ Broomfield, Colorado 80021
Phone: 720▪210▪9500 Fax: 720▪210▪9501
www.co-eaglenet.net

October 15, 2012
1101 East 1st Street
Sanford, FL 32771

To Whom It May Concern,

In 2009, Seminole County Government's Information Technology Department contracted with Magellan Advisors, LLC to perform a detailed analysis and recommendation for a "Telecommunications Enterprise Plan" and a "Strategic Telecommunications Plan". This effort defined the current state of our telecommunications network and supporting systems, integrated a series of "best practice" processes, systems, architecture and financials, and proposed a maturity path (with alternates) for our telecommunications services program.

Magellan Advisor's analysis and recommendation was very detailed, well supported, and provided an excellent foundation for improving and potential expanding telecommunications services within the county.

Security continues to be a critical component of our telecommunications infrastructure and Magellan Advisors performed an exemplary job of addressing our existing security processes, systems and architecture as well as suggestions for improvements.

Magellan Advisor's work was exemplary and well worth the cost. Please contact me at (407) 665-1148 or sfussell@seminolecountyfl.gov if you have additional questions.

Sincerely,

Stephen P. Fussell
Manger – Office of Organizational Development
Seminole County, FL

TOWN OF JUPITER

October 19, 2012

RE: ***Letter of Reference***

To Whom It May Concern:

We are pleased to provide this letter of reference for Magellan Advisors. They have contracted with the Town of Jupiter over the past several years providing broadband consulting services in the areas of Broadband Planning, Broadband Financial Planning/Sustainability, Broadband Architecture, Market Analysis and Demand Forecasting, Broadband Outreach and Intergovernmental Cooperation as it related to broadband deployment. The projects they've completed have always met or exceeded our expectations and have brought true value to our organization.

Magellan and its staff are exceptionally knowledgeable in all areas of broadband consulting and always conduct themselves in a professional manner.

The Town of Jupiter has always been highly impressed with the quality of their work and looks forward to working with Magellan in the future.

Should you have any questions, please feel free to contact me at (561) 746-5134.

Sincerely,

Melinda S. Miller
Director, Information Systems

210 Military Trail • Jupiter, Florida 33458 • www.jupiter.fl.us • Phone (561) 746-5134