

## Special Meeting Agenda

### PUD Board of Commissioners

Monday, November 25, 2024 12:00 PM

310 Four Corners Rd. and per ZOOM

Port Townsend, WA 98368

and online via Zoom



**To join online go to:** <https://zoom.us/my/jeffcopud>. Follow the instructions to login. Meetings will open 10 minutes before they begin. TOLL FREE CALL IN #: 833-548-0282, Meeting ID# 4359992575#. Use \*6 to mute or unmute. \*9 to raise a hand to request to begin speaking.

#### 1. Call to Order

JPUD will be offering both virtual on-line meetings as well as in-person meetings, unless advance notice is provided. Online participant audio will be muted upon entry. Please unmute at the appropriate time to speak. If you are calling in, use \*6 to mute and unmute and \*9 to raise a hand to request to speak.

#### 2. Roll Call

Establishment of Quorum by confirming attendance of commissioners present.

#### 3. Agenda Review

Recommended Action: Approve a Motion to adopt agenda as presented

#### 4. Executive Session

Per RCW 42.30.110 (1) (g) to review the performance of a public employee

#### 5. Broadband Business Plan - with Doug Dawson

2 - 31

[Broadband Prez 2025.pdf](#)

[ALL County Fiber DD 20241125.pdf](#)

#### 6. Executive Session

Per RCW 42.30.110 (1) (a) (ii) Infrastructure and security of agency computer and telecommunications Network

#### 7. Adjourn

# Broadband Rate Changes

2025 Proposal

Will O'Donnell

Broadband & Comms Director

# Why Review Rates Today?

- Rates last updated Nov 2023
- Some products could use adjusting
- Transport rates need redesign
- Adjust Low Income Rates closer to BEAD scoring

# Proposed Broadband Rates for 2025

## COMMUNICATION TRANSPORT SERVICES

RETAIL PON INTERNET	Mbps	150	1000	3000	5000	10000
Residential	MRC	\$65	\$75	\$150	n/a	n/a
Residential LIPE	MRC	\$35	\$50	n/a	n/a	n/a
Business	MRC	n/a	\$95	\$175	\$300	\$500

WHOLESALE PON CONNECTION	Mbps	150	1000	3000	5000	10000
Residential	MRC	\$47	\$54	\$117	n/a	n/a
Residential LIPE	MRC	\$30	\$44	n/a	n/a	n/a
Business	MRC	n/a	\$70	\$140	\$250	\$430

VLAN TRANSPORT	Mbps	150	1000	3000	5000	10000
\$100 NRC per VLAN	MRC	\$100	\$600	\$1,000	\$1,500	\$2,200

INTERNET ACCESS (per Mbps)	MRC	NRC
DEDICATED	\$0.50	\$100
METERED (billed at 95th Percentile)	\$0.60	\$100

## OTHER BROADBAND PRODUCTS

Dedicated IP (each, limited)	MRC	\$10
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Snowbird Residential Rate	MRC	\$15
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RETAIL MESH WIFI ROUTER RENTAL	1st Unit	Addtl
Indoor MRC	\$10	\$5
Outdoor MRC	\$20	\$15

RETAIL WIFI CONTROL APP	SmartBiz	Connect
MRC	\$40	\$10

Battery Backup (each) (limited availability)	MRC	\$5

## COLOCATION

charged per item per facility	MRC	NRC
Full Rack	\$400	\$100
Half Rack	\$250	\$100
One Quarter Rack	\$150	\$100
DC Power	\$18	\$100

Additional 20-amp AC circuits      By request. Cost to be determined if available.

## FIBER LINE EXTENSION CHARGES

See Broadband tab of JPUD website for published maps of project areas.

AREA	w/n Footage Limit	Past Footage Limit
UNFUNDED SERVICE AREA	All construction charges billed to customer.	All construction charges billed to customer.
GRANT FUNDED SERVICE AREA	No charge to eligible customers for fiber construction and equipment installation. Limited to ~1000 ft.	A portion of construction charges beyond 1100 ft billed to customer.
BUSINESS DISTRICT LOAN PROJECT AREAS (Requires UBI#)	\$1,200 to eligible customers for fiber construction and equipment installation. Limited to ~500 ft.	A portion of construction charges beyond 550 ft billed to customer.
UNFUNDED SERVED AREA PASSING (During Construction Only)	\$750 to eligible customers for fiber construction and equipment installation. Limited to ~500 ft.	A portion of construction charges beyond 550 ft billed to customer.

## LABOR CHARGES

Applies to any requested work not included in installation, or for work on non PUD facilities

DURING OFFICE HOURS	\$150 per hour	30 minutes minimum
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8am to 4:30pm, Monday through Friday, excluding holidays.

AFTER HOURS	\$200 per hour	1hr. minimum
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4:30pm to 8am, Monday through Friday and anytime weekends and holidays.

# CTS COMPARISON 2025 vs 2024

## COMMUNICATION TRANSPORT SERVICES

RETAIL PON INTERNET	Mbps	150	1000	3000	5000	10000
Residential	MRC	\$65	\$75	\$125	n/a	n/a
Residential LIPE	MRC	\$35	\$50	n/a	n/a	n/a
Business	MRC	n/a	\$95	\$155	\$300	\$500

WHOLESALE PON CONNECTION	Mbps	150	1000	3000	5000	10000
Residential	MRC	\$47	\$54	\$98	n/a	n/a
Residential LIPE	MRC	\$30	\$45	n/a	n/a	n/a
Business	MRC	n/a	\$67	\$115	\$250	\$430

VLAN TRANSPORT	Mbps	150	1000	3000	5000	10000
\$100 NRC per VLAN	MRC	\$100	\$600	\$1,000	\$1,500	\$2,200

INTERNET ACCESS (per Mbps)	MRC	NRC
DEDICATED	\$0.50	\$100
METERED (billed at 95th Percentile)	\$0.60	\$100

Proposed 2025

## COMMUNICATION TRANSPORT SERVICES

### RETAIL PON INTERNET

Internet + WiFi  
Internet + WiFi Low income Program Enrolled (LIPE)

residential only					
	150/150 Mbps	1/1 Gbps	3/3 Gbps	5/5 Gbps	5/5 MTU NRC
MRC	\$65	\$75	\$150	\$350	\$150
MRC	\$45	\$55	n/a	n/a	

### WHOLESALE PON CONNECTION

(requires internet access, network transport, or both)  
Wholesale PON  
Wholesale PON LIPE

residential only				
	150/150 Mbps	1/1 Gbps	3/3 Gbps	5/5 Gbps
MRC	\$47	\$54	\$117	\$287
MRC	\$37	\$44	n/a	n/a

### NETWORK TRANSPORT

Does not include internet.

### WHOLESALE NETWORK TRANSPORT

### RETAIL NETWORK TRANSPORT

### INTERNET ACCESS

DEDICATED PRODUCT (delivered at 95th Percentile)

### WHOLESALE DEDICATED INTERNET

### RETAIL DEDICATED INTERNET

METERED PRODUCT (Billed at 95th Percentile)

### WHOLESALE METERED INTERNET

### RETAIL METERED INTERNET

Core Port		End Point	
MRC	NRC	MRC	NRC
\$200	\$150	\$150	\$100
\$220	\$150	\$165	\$100

MRC NRC

Price/Mbps	
WHOLESALE DEDICATED INTERNET	\$0.45 \$100
RETAIL DEDICATED INTERNET	\$0.55 \$100

MRC	NRC
WHOLESALE METERED INTERNET	\$0.60 \$100
RETAIL METERED INTERNET	\$0.65 \$100

Current 2024

# CTS CHANGES PROPOSED & EXPLAINED

- Streamlined products and descriptions
  - Few changes to current popular residential products
  - Reduced price for 3Gig
  - Decreased LIPE rates due to end of ACP program
  - Elimination of “retail” and “wholesale” internet access. All of it is bought and resold by PUD.
  - Elimination of old Network Transport Model
  - New VLAN pricing replaces.
- 
- New “Business” PON Rate
  - Increased base costs covers additional service and after hours support provided to businesses
  - Unlike residential, businesses would not be required to take PUD WiFi equipment
  - Price is same for customers who take equip or don’t due to extra support costs for customers who don’t.
  - Base prices assume minimal equip.
  - New Snowbird rate

# What's a VLAN?

Virtual Local Area Network

Creates a private connection between two points  
across the JPUD network

# VLAN RATE COMPARISON BY DOUG DAWSON

100Mbps			
	1 Year MRC	3 Year MRC	5 Year MRC
Pacific PUD	90	90	90
Franklin PUD	125	100	100
Douglas PUD	143	143	143
Benton PUD	300	250	250
Mason PUD	300	225	200
Kitsap PUD	350	332	315
Clallam PUD	400	400	400
Okanogan PUD			
PUD	434	369	305
Grant PUD	500	300	200

Average PUD            294            245            223

Fairpoint General	532	455	432
Wave	612	510	493
Noel Communications	595	525	466
Fatbeam	823	580	-
OPALCO	750	750	750
Chelan PUD	999	849	799
Zayo	965	885	705
CenturyLink	1,124	1,046	-

Average Other            800            700            608

1000Mbps			
	1 Year MRC	3 Year MRC	5 Year MRC
Pacific PUD	225	225	225
Douglas PUD	400	400	400
Chelan PUD	499	499	499
Mason PUD	700	600	500
Franklin PUD	800	700	700
Benton PUD	800	700	700
Clallam PUD	800	800	800
Kitsap PUD	998	948	900
Grant PUD	1,150	900	650

Average PUD            708            641            597

Fatbeam	956	-	-
Noel Communications	996	893	750
Wave	1,004	916	733
Fairpoint General	1,008	1,156	-
CenturyLink	1,173	-	-
Zayo	1,233	1,189	1,084
Comcast	1,580	1,359	995

Average Other            1,136            1,103            890

10G			
	1 Year MRC	3 Year MRC	5 Year MRC
Chelan PUD	699	699	699
Clallam PUD	1,800	1,800	1,800
Douglas PUD	2,000	2,000	2,000
Franklin PUD	2,000	2,000	2,000
Kitsap PUD	2,217	2,106	2,000
Benton PUD	2,454	2,250	2,250
Okanogan PUD	2,630	2,315	2,021
Pacific PUD	4,800	4,608	4,080

Average PUD            2,325            2,222            2,106

Noel Communications	1,000	-	-
Fairpoint General	1,462	-	-
Fatbeam	1,899	-	-
Wave	2,625	2,250	2,000
Zayo	4,413	3,325	2,150

Average Other            2,280            2,787            2,075



Residential Rates	Mbps	Price	Mbps	Price	Mbps	Price	Mbps	Price
JPUD	150	\$ 65	1000	\$ 75	3000	\$ 125		
Beacon Broadband	500	\$ 55	1000	\$ 85	2000	\$ 120		
City of Anacortes	100	\$ 39	1000	\$ 69				
Rock Island	500	\$ 130	1000	\$ 185				
Hood River EC	100	\$ 40	1000	\$ 100				
EPB- Chatanooga	300	\$ 57	1000	\$ 67	2500	\$ 97	10000	\$ 300
Fairlawn Gig			1000	\$ 55			5000	\$ 99
NextLight Longmont, CO	100	\$ 40	1000	\$ 70				
Douglas Fast Net	250	\$ 50	1000	\$ 60	2500	\$ 125		
Plumas Sierra Coop	500	\$ 79	1000	\$ 99				
WhidbeyTel	100	\$ 80	1000	\$ 110	2000	\$ 135	5000	\$ 250
Yellowstone Fiber	250	\$ 65	1000	\$ 75			10000	\$ 250
City of Fort Collins			1000	\$ 70	2000	\$ 100	10000	\$ 200
Loveland Power + Water	250	\$ 60	1000	\$ 75	2000	\$ 100		
Jade internet	100	\$ 55	1000	\$ 80	2500	\$ 125		
SCTC Coop Oregon	100	\$ 70	1000	\$ 90	2500	\$ 130		
Toledo Tel (Lewis Co)	50	\$ 75	1000	\$ 214				
Tombigbee Fiber	300	\$ 55	1000	\$ 85				
average	228	\$63	1000	\$92	2333	\$117	8000	\$220
Business Rates	Speed	Price	Speed	Price	Speed	Price	Speed	Price
JPUD			1000	\$ 95	3000	\$ 155	5000	\$ 300
Beacon Broadband	500	\$ 55	1000	\$ 85	2000	\$ 120		
City of Anacortes	100	\$ 89	1000	\$ 149				
Rock Island	75	\$ 110	125	\$ 140	500	\$ 190	1000	\$ 230
Hood River EC	50	\$ 55	100	\$ 75	250	\$ 125	1000	\$ 200
Fairlawn Gig	100	\$ 150	1000	\$ 500			1000	\$ 500
NextLight Longmont, CO	25	\$ 60	50	\$ 120	100	\$ 200		
Douglas Fast Net	250	\$ 80	100/50	\$ 80	250/75	\$ 160		
City of Fort Collins	250	\$ 100	500	\$ 200	1000	\$ 400		
Plumas Sierra Coop	500	\$ 109	1000	\$ 185				
Tombigbee Coop Fiber	100	\$ 85	500	\$ 150	1000	\$ 300		

# Other Retail ISP Rates, Mostly Munis and Co-ops

# Kitsap PUD COS PORTAL

Filter: 100/100 | Single Family | Residential | All service providers | Apply

Sort by: Monthly cost

**NOPDC**

**KPUD 100**  
100Mbps Internet service. Multihomed with multiple upstream providers to keep you online when others can't.

Monthly cost: **\$54.95**  
Start cost: **\$0.00**  
Contract period (months): **0 month/s**  
Cancellation notice period (months): **0 month/s**

**Advanced Stream**

**High Speed Internet - 100/100 - Annual**  
100Mbps Up and Down. Fast, Friendly and Reliable Internet Service. High Speed Fiber Optic Connection. No data caps, throttling or over charges.

Monthly cost: **\$59.95**  
Start cost: **\$0.00**  
Contract period (months): **12 month/s**  
Cancellation notice period (months): **1 month/s**

**Advanced Stream**

**High Speed Internet - 100/100 No Contract!**  
100 Mbps Up and Down. -Fast, Friendly and Reliable Internet Service. -High Speed Fiber Optic Connection. -No data caps, throttling or over charges.

Monthly cost: **\$64.95**  
Start cost: **\$0.00**  
Contract period (months): **0 month/s**  
Cancellation notice period (months): **1 month/s**

**TELEBYTE NORTHWEST Internet Services**

**Residential 100**  
Basic High Speed Internet - No Contract.

Monthly cost: **\$65.00**  
Start cost: **\$125.00**  
Contract period (months): **0 month/s**  
Cancellation notice period (months): **0 month/s**

**NET253**

**High Speed Internet - Annual**  
100Mbps download and upload. Lowest Latency. No data overages. No installation fee for homes with KPUD already installed and no site visit required. Redundant paths out of county. Net253 supports net neutrality....

Monthly cost: **\$66.00**  
Start cost: **\$100.00**  
Contract period (months): **12 month/s**  
Cancellation notice period (months): **1 month/s**

**NET253**

**High Speed Internet - 100/100 - Monthly**  
100Mbps download and upload! Lowest Latency. No data overage fees. Net253 supports net neutrality. No installation fee for homes with KPUD already installed and no site visit required! Redundant routes out of Kitsap....

Monthly cost: **\$70.00**  
Start cost: **\$100.00**  
Contract period (months): **0 month/s**  
Cancellation notice period (months): **1 month/s**

**NOPDC**

**Gigabit Internet**  
Gigabit Internet

Monthly cost: **\$69.95**  
Start cost: **\$0.00**  
Contract period (months): **0 month/s**  
Cancellation notice period (months): **0 month/s**

**Advanced Stream**

**1 Gigabit Internet - Annual**  
1000 Mbps Up and Down. Fast, Friendly and Reliable Gigabit Internet Service. High Speed Fiber Optic Connection. No data caps, throttling or over charges.

Monthly cost: **\$74.95**  
Start cost: **\$0.00**  
Contract period (months): **12 month/s**  
Cancellation notice period (months): **1 month/s**

**Advanced Stream**

**1 Gigabit Internet - No Contract!**  
1000 Mbps Up and Down. Fast, Friendly and Reliable Gigabit Internet Service. High Speed Fiber Optic Connection. No data caps, throttling or over charges.

Monthly cost: **\$79.95**  
Start cost: **\$0.00**  
Contract period (months): **0 month/s**  
Cancellation notice period (months): **1 month/s**

**iFIBER Communications A Zply Fiber Company**

**New Customer Fiber Internet - Gig No Contract!**  
With next-generation iFIBER Gig Internet you can transfer data at 1000 Megabits per second. That's up to 50x faster than the average download speed in America!

Monthly cost: **\$81.00**  
Start cost: **\$0.00**  
Contract period (months): **0 month/s**  
Cancellation notice period (months): **0 month/s**

**TELEBYTE NORTHWEST Internet Services**

**1 Gbps Internet**  
1Gbps Residential Internet Access

Monthly cost: **\$85.00**  
Start cost: **\$125.00**  
Contract period (months): **0 month/s**  
Cancellation notice period (months): **0 month/s**

**NET253**

**Warp Speed Gigabit Internet**  
True 1000mbps download and upload. Extremely low latency. No monthly data cap fees. Net253 supports net neutrality. No installation fee for homes with KPUD already installed and no site visit required! Redundant routes out of Kitsap.

Monthly cost: **\$95.00**  
Start cost: **\$100.00**  
Contract period (months): **12 month/s**  
Cancellation notice period (months): **1 month/s**

# Lewis PUD

Filter All speeds Single Family Home (House/Townhome/Duplex) Residential All service providers Apply Sort by Unsorted

**PARAMOUNT FIBER** Residential Internet (Month-to-Month) 1000/1000 [Search address for availability](#)

Free installation, 1 Gb internet upstream & downstream with no contract. We offer a low-income rate for qualifying customers, please contact us for more information. Local, fast, & friendly service! 1-888-563-0044 | support@paramountfiber.com

Monthly Cost	\$79.99
Start Cost	\$0.00

**RFN** UNLIMITED 1Gbps/1Gbps with mesh WiFi 1000/1000 [Search address for availability](#)

Get connected with a 1GIG Symmetrical Lightning Fast Fiber Connection from Reach Fiber Network a locally owned and operated Company with top of the line support and the latest state-of-the-art technology, 2 Year Low Price Guarantee\* 855-596-2705 | rfninternet.com for more information.

Monthly Cost	\$49.00
Start Cost	\$269.00

**althea** Althea Residential with mesh WiFi installation 1000/1000 [Search address for availability](#)

Locally owned Althea has been delivering top-notch internet service to rural Lewis County since 2018. Enjoy Gigabit Fiber Speeds and a free Wi-Fi 6 home router with Wi-Fi 5 mesh routers included for expansive coverage. Experience unparalleled 24/7 customer support with real people. Plus, there are no contracts, equipment leases, or data caps. Sign up now for fast, reliable internet and exceptional coverage....

Monthly Cost	\$78.85
Start Cost	\$0.00

**PARAMOUNT FIBER** Residential Internet (12 Month Contract) 1000/1000 [Search address for availability](#)

Free installation, 1 Gb internet upstream & downstream. Local, fast, & friendly service! We offer a low-income rate for qualifying customers, please contact us for more information. 1-888-563-0044 | support@paramountfiber.com

Monthly Cost	\$69.99
Start Cost	\$0.00

**althea** Althea Residential 1000/1000 [Search address for availability](#)

Experience the best in rural internet with locally owned Althea, serving Lewis County since 2018. Enjoy Gigabit Fiber Speeds, a free Wi-Fi 6 home router, and amazing 24/7 customer support with real people. No contracts, no equipment leases, no data caps – just fast, reliable internet. Please call 1 (360) 228-2606 or email hello@althea.net...

Monthly Cost	\$68.85
Start Cost	\$0.00

**Advanced Stream** Advanced Stream 1 GIG / 1 GIG FREE INSTALLATION 1000/1000 [Search address for availability](#)

1 Gig Up and Down. Fast, Friendly and Reliable service. No Data Caps, Throttling or Hidden Charges. No Contract. Month to Month service. No Router Rental Required.

Monthly Cost	\$69.95
Start Cost	\$0.00

# Chelan PUD

## Service Provider

**509Fiber**  
*Se Habla Español*

**Fiopin**  
*Se Habla Español*

**iFiber Communications**  
*Se Habla Español*

**LocalTel & NWInternet**  
*Se Habla Español*

**Native Network**

**NCI DataCom**

## Contact

509-434-9011  
[www.509fiber.com](http://www.509fiber.com)

509-436-1716  
[www.fiopin.com](http://www.fiopin.com)

509-663-2600  
[www.ifiber.com](http://www.ifiber.com)





509-888-8888  
[www.localtel.net](http://www.localtel.net)





509-300-0116  
[www.nativenetwork.com](http://www.nativenetwork.com)





509-826-0300  
[www.ncidata.com](http://www.ncidata.com)





**Services Provided**





Data TV Voice VoIP









## PUD 3 Fiber Optic Retailers

We provide the pipe, they provide the services.

PUD 3 has retail service providers that are committed to bridging the digital divide in our community through the PUD's fiber optic network. Contact one of the retailers listed to learn more about their services.

### Retailers



Advanced Stream

 (360) 871-8100

[Advanced Stream Website](#)



Hood Canal Communications

 (360) 898-2481

[Hood Canal Website](#)



iFIBER Communications

 (360) 427-4000

[iFIBER Communications Website](#)

**Estimated Monthly Total \$20.00/mo**

### Broadband Facts

**Astound Broadband**  
300 Mbps

Fixed Broadband Consumer Disclosure

**Monthly Price \$30.00\***

The monthly price is an introductory rate for 24-months. After 24-months, the base monthly price will be \$40.00 and is subject to change.^ This monthly price does not require a contract.

\*Price excludes the autopay and paperless discount of up to \$10/mo.

#### Additional Charges & Terms

<b>Provider Monthly Fees</b>	
Internet Infrastructure Fee	\$16.93
Regulatory Administration Fee	\$0.60
Modem Service Fee	\$0.00

<b>One-time Fees at the Time of Purchase</b>	
Installation Fee	\$79.95
Activation Fee	\$14.99

**Early Termination Fee** None

**Government Taxes** Varies by Location

#### Discounts & Bundles

^[Click Here](#) for available billing discounts, introductory discount rate tier information, and pricing options for broadband service bundled with other services like video, phone, and wireless service, and use of your own equipment like modems and routers.

<b>Speeds Provided with Plan</b>	
Typical Download Speed	344 Mbps
Typical Upload Speed	13 Mbps
Typical Latency	15 ms

<b>Data Included with Monthly Price</b>	
Charges for Additional Data Usage	Unlimited GB \$0.00/GB

**Network Management** [Read our Policy](#)

**Privacy** [Read our Policy](#)

**Consumer Support**  
Contact Us: [astound.com/contact-us](mailto:astound.com/contact-us)  
1-800-427-8686

Learn more about the terms used on this label by visiting the Federal Communications Commission's Consumer Resource Center. [fcc.gov/consumer](http://fcc.gov/consumer)

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**Estimated Monthly Total \$45.00/mo**

### Broadband Facts

**Astound Broadband**  
1000 Mbps

Fixed Broadband Consumer Disclosure

**Monthly Price \$55.00\***

The monthly price is an introductory rate for 24-months. After 24-months, the base monthly price will be \$65.00 and is subject to change.^ This monthly price does not require a contract.

\*Price excludes the autopay and paperless discount of up to \$10/mo.

#### Additional Charges & Terms

<b>Provider Monthly Fees</b>	
Internet Infrastructure Fee	\$16.93
Regulatory Administration Fee	\$1.10
Modem Service Fee	\$0.00

<b>One-time Fees at the Time of Purchase</b>	
Installation Fee	\$79.95
Activation Fee	\$14.99

**Early Termination Fee** None

**Government Taxes** Varies by Location

#### Discounts & Bundles

^[Click Here](#) for available billing discounts, introductory discount rate tier information, and pricing options for broadband service bundled with other services like video, phone, and wireless service, and use of your own equipment like modems and routers.

<b>Speeds Provided with Plan</b>	
Typical Download Speed	933 Mbps
Typical Upload Speed	12 Mbps
Typical Latency	15 ms

<b>Data Included with Monthly Price</b>	
Charges for Additional Data Usage	Unlimited GB \$0.00/GB

**Network Management** [Read our Policy](#)

**Privacy** [Read our Policy](#)

**Consumer Support**  
Contact Us: [astound.com/contact-us](mailto:astound.com/contact-us)  
1-800-427-8686

Learn more about the terms used on this label by visiting the Federal Communications Commission's Consumer Resource Center. [fcc.gov/consumer](http://fcc.gov/consumer)

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### Broadband Facts

#### Jefferson County PUD

**Basic 150**

Fixed Broadband Consumer Disclosure

**Monthly Price \$65.00**

This Monthly Price **is not** an introductory rate.  
This Monthly Price **does not** require a contract.

#### Additional Charges & Terms

**Provider Monthly Fees** None

**One-time Fees at the Time of Purchase** None

**Early Termination Fee** None  
**Government Taxes** Varies

#### Speeds Provided with Plan

Typical Download Speed	150 Mbps
Typical Upload Speed	150 Mbps
Typical Latency	2-8 ms

#### Data Included with Monthly Price

<b>Unlimited MB</b>	
Charges for Additional Data Usage	\$0.00 / MB

#### Network Management

[Read our Policy](#)

**Privacy** [Read our Policy](#)

#### Customer Support

Contact Us: 3603855800 /  
[broadband@jeffpud.org](mailto:broadband@jeffpud.org) /  
<https://www.jeffpud.org/broadband-questions/>

Learn more about the terms used on this label by visiting the Federal Communications Commission's Consumer Resource Center.

[fcc.gov/consumer](http://fcc.gov/consumer)

F0026515742BASIC150JEFFPUD

### Broadband Facts

#### Jefferson County PUD

**Gig Basic**

Fixed Broadband Consumer Disclosure

**Monthly Price \$75.00**

This Monthly Price **is not** an introductory rate.  
This Monthly Price **does not** require a contract.

#### Additional Charges & Terms

**Provider Monthly Fees** None

**One-time Fees at the Time of Purchase** None

**Early Termination Fee** None  
**Government Taxes** Varies

#### Speeds Provided with Plan

Typical Download Speed	1 Gbps
Typical Upload Speed	1 Gbps
Typical Latency	2-8 ms

#### Data Included with Monthly Price

<b>Unlimited MB</b>	
Charges for Additional Data Usage	\$0.00 / MB

#### Network Management

[Read our Policy](#)

**Privacy** [Read our Policy](#)

#### Customer Support

Contact Us: 3603855800 /  
[broadband@jeffpud.org](mailto:broadband@jeffpud.org) /  
<https://www.jeffpud.org/broadband-questions/>

Learn more about the terms used on this label by visiting the Federal Communications Commission's Consumer Resource Center.

[fcc.gov/consumer](http://fcc.gov/consumer)

F0026515742GIGBASICJEFFPUD



[Internet](#)

[Services](#)

[New Fiber Locations](#)

Call 1.855.960.4435

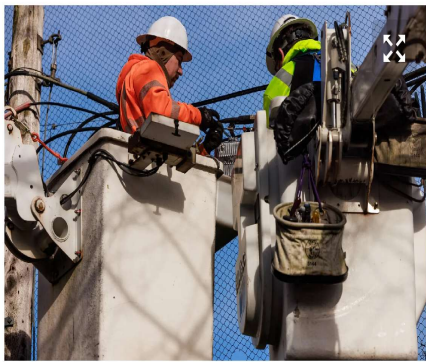
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Custer	Loomis		Zillah
Danville			

## Internet providers silent on Seattle-area outage numbers after storm

Nov. 22, 2024 at 3:05 pm | Updated Nov. 22, 2024 at 3:19 pm



Updates from power companies have been easy to get after the storm, but... (Erika Schultz / The Seattle Times) [More](#) ▾



By [David Gutman](#)

*Seattle Times staff reporter*

It is, perhaps, a small solace if you lost power and are sitting in the dark, unable to cook a meal or crank up the heat: At least you can

[seattletimes.com](https://seattletimes.com)

12:36



The Seattle Times



accessible information during storms on how many people lost power, where and when they might, maybe, get it back. That's how we know that half a million households lost power this week and about 130,000 remain without power as of Friday afternoon.

That's not the case with internet service providers, who are less regulated than electric utilities. Tens of thousands, perhaps hundreds of thousands, of people across Western Washington remain without internet service after this week's windstorm, but it is impossible to know how many.

Xfinity Comcast, Lumen and Verizon, three of the largest local internet providers, all refused Friday to say how many of their customers lost service this week and how many remained without service.

"We do not disclose specific numbers," Andy Colley, a Comcast spokesperson, wrote in an email. He said more than 60% of the (undisclosed number of) customers who lost service have had it restored.

[seattletimes.com](https://seattletimes.com)

# Connecting all PUD Customers with Fiber

- Quick review of the current business plan
- What's the capital cost to reach everybody?
- How much cash will the current business plan generate to help cover that cost?
- Is there anything else the PUD can do to improve the ability to fund fiber everywhere?

# Refresher on the Basic Assumptions for Fiber

- The business offers retail broadband, but also assumes significant wholesale revenue.
- The PUD has been extraordinarily successful with grant funding. Current financing of business is:
  - \$53.1 million grants\*
  - \$11.4 million in low-cost subsidized loans
  - \$ 3.8 million in PUD equity
- As an incremental add-on business, the current fiber business plan eventually grows to add 8 only new employees.
- The current fiber business is expected to be EBITDA and cash-flow positive by 2026.
- The forecasts shown below include the new proposed rates.

\*This includes a BEAD grant for the remaining pockets of the County.





# THE MAGIC FORMULA

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- THE FASTER WE GET TO FULL RECURRING REVENUE, THE BETTER THE RETURNS AND THE MORE SUSTAINABLE THE BUSINESS
- After that its about finding the lowest cost capital to add new subscribers
- While also slowly increasing return per subscriber and reducing costs
- (is there a way to say this?)

# The Current Forecast

<u>2024 – 2033</u>	<u>Current Forecast</u>
Revenue	\$36,939,625
Expense	\$26,528,500
EBITDA	\$10,411,124
Interest Expense	\$ 1,414,781
Net Income	\$ 8,996,344
Grants	\$53,110,297
Loans	\$11,440,411
PUD Equity	\$ 3,825,000
Assets	(\$69,298,351)
Principal	(\$ 5,581,663)
Ending Cash	\$ 2,492,038

This includes a BEAD grant for the remaining pockets of Jefferson County.



# Capital Costs to Connect all PUD Customers

	Current	Additional Needed
Fiber	\$55,049,193	\$61,372,250
Drops	\$ 8,413,798	\$ 5,175,878
Core Electronics	\$ 1,279,791	\$ 625,000
Customer Electronics	\$ 3,019,065	\$ 2,919,834
Operating Assets	<u>\$ 550,133</u>	<u>\$ 198,388</u>
Total	\$68,311,980	\$70,291,350



# How to Pay for Expansion?

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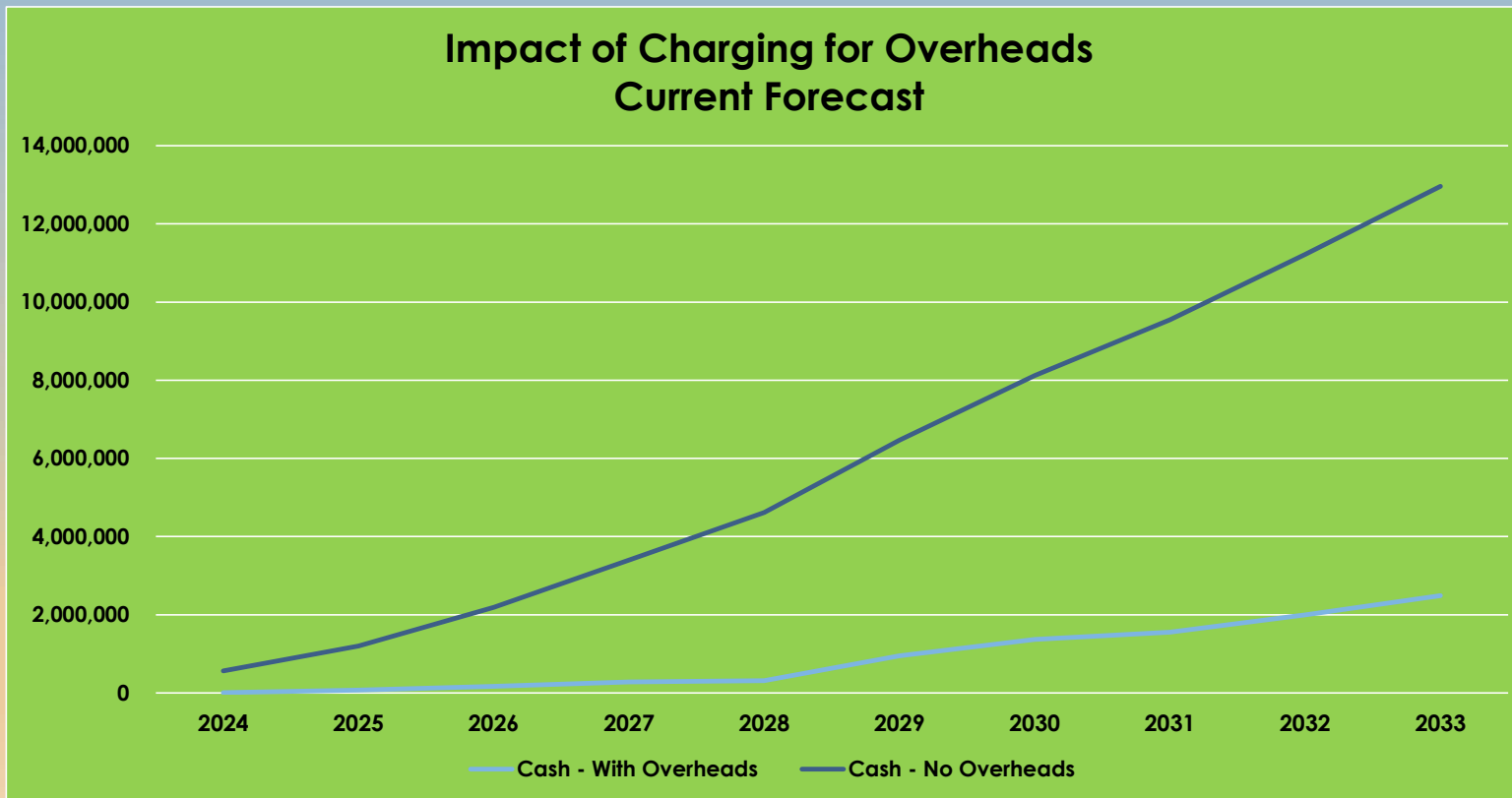
- Rate Revenue. (need a slide on this)
- Borrowing
- Increased Penetration (pretty good already)
- Reduced Overheads
- Reduced Costs?
- Low-Cost Subscriber Acquisition

It would take 30-100 years to build to  
all customers using rates alone

# Impact of Overheads on Current Budget

<u>2024 – 2033</u>	<u>Current Forecast</u>	<u>No Overheads</u>
Revenue	\$36,939,625	\$36,939,625
Expense	\$26,528,500	\$16,054,734
EBITDA	\$10,411,124	\$20,884,891
Interest Expense	\$ 1,414,781	\$ 1,414,781
Net Income	\$ 8,996,344	\$19,470,110
Grants	\$53,110,297	\$53,110,297
Loans	\$11,440,411	\$11,440,411
PUD Equity	\$ 3,825,000	\$ 3,825,000
Assets	(\$69,298,351)	(\$69,298,351)
Principal	(\$ 5,581,663)	(\$ 5,881,663)
Ending Cash	\$ 2,492,038	\$12,965,804

# Impact of Charging for Overheads



# Does the PUD Have to Charge Overheads?

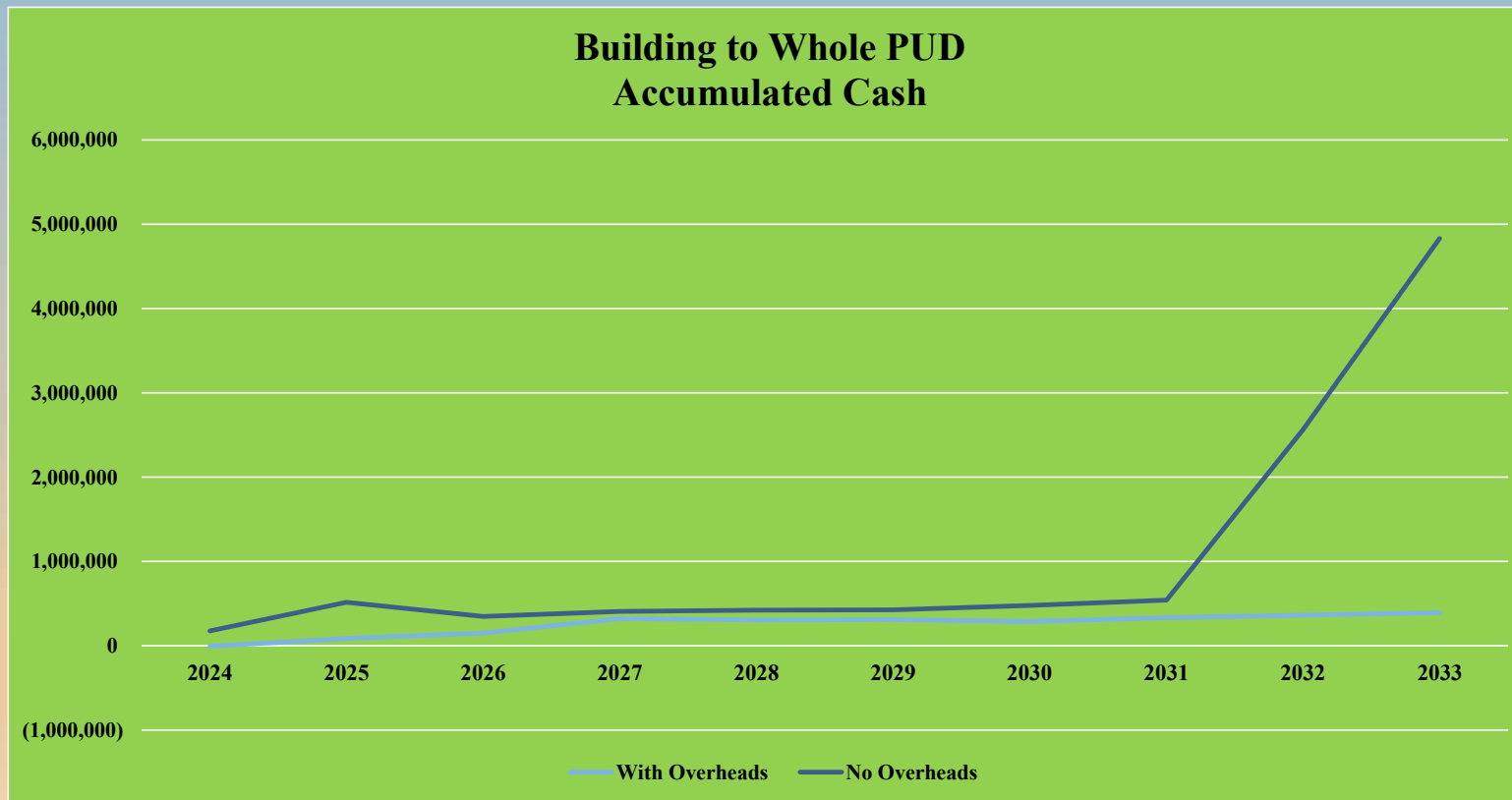
- In general, allocating costs is a good policy. Business ventures should carry their full weight.
  - One thing to consider is, for now, the fiber business is a department and not a standalone business. Businesses and governments often don't allocate overheads to departments.
  - Some States require muni fiber businesses to charge overheads (but also require them to be established as a standalone business).
- There are many exceptions to charging overheads.
  - Most commercial business don't charge overheads to new ventures until they area cash positive.
  - Many munis have elected to not charge overheads to departments.
- There is an alternative. Many munis charge overheads and then 'loan' the money back to the new fiber business to help it grow.



# Building to Whole PUD

<u>2024 - 2033</u>	<u>Pay Overheads</u>	<u>No Overheads</u>
Revenue	\$ 59,094,587	\$ 59,094,587
Expense	\$ 31,926,224	\$ 17,102,554
EBITDA	\$ 27,168,363	\$ 41,992,033
Interest Expense	\$ 17,225,092	\$ 15,437,830
Net Income	\$ 9,943,271	\$ 26,554,203
Grants	\$ 53,115,857	\$ 53,115,857
Loans	\$ 89,065,411	\$ 78,115,411
PUD Equity	\$ 4,000,000	\$ 2,125,000
Assets	(\$144,092,065)	(\$144,092,065)
Principal	(\$ 11,638,825)	(\$ 10,984,278)
Ending Cash	\$ 393,649	\$ 4,834,128

# Building to Whole PUD



# Building to Whole PUD

- The scenario of 100% debt funding would still require a new loan in 2033 – ten years from now.
- Not charging overheads significantly lowers the needed debt.
- Without overheads, fiber could be self-sufficient, and once fully built could begin to eventually fully cover overheads.

# Are There Any Other Improvements?

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- The only tool easy potential upside is to pursue a BEAD grant in Eastern Clallam County.

# Adding Clallam PUD (BEAD)

<u>2025 – 2034</u>	<u>Forecast</u>
Revenue	\$11,562,949
Expense	\$ 8,562,601
EBITDA	\$ 3,034,107
Interest Expense	\$ _____ 0
Net Income	\$ 3,034,107
Grants	\$21,037,544
Loans	\$ _____ 0
PUD Equity	\$ 1 ,225,000
Assets	(\$21,037,544)
Principal	\$ _____ 0
Ending Cash	\$ 3,917,099
Cash with No Overhead	\$ 8,219,340



# Why is Adding Clallam PUD Profitable?

- It would be funded with 100% grant.
- The previous forecast shows equity, but if done in conjunction with the current projects would not require equity.
- The new revenues significantly exceed the incremental new operating expenses.
- The business adds economy of scale to the entire fiber business, meaning lower costs and higher profits for existing customers.



# Conclusions

- Pursuing the Clallam County BEAD is a bottom winner regardless of any other decisions about fiber. This is a short-term opportunity.,
- The current business plan will be self-sufficient by 2026 and will not require additional PUD equity.
- The current business only spins off \$2.5 million over 10 years that could be used for expansion
- The internal business cannot begin to fund the \$70M of needed assets to reach everybody.
- Not charging overheads (or charging only some portions of overheads will spin off more cash.
- The same impact could be reached by 'lending' the overheads back to fiber – to be repaid eventually.
- It looks like there is a reasonable path to 100% debt fund expansion to everybody as long as you are willing to lessen the impact of overheads.
- You don't have to decide about the whole PUD now and should first fulfill the outstanding grant projects.

