

Appendix B: Financial Responsibilities Questions

The purpose of the additional questions is to garner a more complete understanding of the respondent's plan for the City of Bloomington partnership. Our goal is to get a sense of your approach to this public-private partnership through informative yet brief responses to the questions below. Unless otherwise noted keep all responses to under ½ page, consistent with the text boxes allowed for each question. **Appendix B must be submitted electronically in its native PDF format. Failure to follow these instructions may result in rejection of the response.**

Financing is any borrowing required or any investments provided. **Funding** is resources that can include subscriber revenues, taxes, or other sources that are used to cover operation, maintenance, debt service, and other expenses.

- (1) What, if any, financial requirements do you have of the City in order to enter into a partnership?

City of Bloomington RFI – Appendix B: Financial Responsibilities Questions

(2) How do you propose to finance the network build-out?

(3) How do you propose the financing be secured? By whom and with what guarantees?

City of Bloomington RFI – Appendix B: Financial Responsibilities Questions

- (4) Will the City be required to make any service payments to you, your partner(s), or a separate limited liability company (LLC) created for the partnership?

Yes

No

- 4a. If "Yes," will these payments be subject to a consumer price index (CPI) increase?

Yes

No

N/A

- 4b. If "Yes," what are the conditions of payment obligations from the City to you, your partner(s), or your LLC? (If "No," please enter "N/A" for Question 4b.)

- (5) Will you, your partner(s), or your LLC be required to make any service payments directly to the City?

Yes

No

- 5a. If "Yes," will these payments be subject to a CPI increase?

Yes

No

N/A

City of Bloomington RFI – Appendix B: Financial Responsibilities Questions

(6) How is the project funded?

(7) If subscriber revenues are projected to fund the project:

7a. Are these subject to CPI in your financial projections?

Yes

No (If "No," please enter "N/A" for Questions 7a through 7e.)

N/A (If "N/A," please enter "N/A" for Questions 7a through 7e.)

7b. What is your marketing approach to reach subscriber revenue projections?

City of Bloomington RFI – Appendix B: Financial Responsibilities Questions

7c. What would be your sales objectives (in subscribers) in years 1, 2, and 3?

7d. What take rate do your projections assume?

7e. What are the key themes of a marketing strategy you would implement in the partnership?

City of Bloomington RFI – Appendix B: Financial Responsibilities Questions

(8) Do you propose a basic free service?

Yes

No (If "No," please enter "N/A" for Questions 8a and 8b.)

8a. If yes, who is required to support the operating expenses of delivering the service?

8b. How are funds for support of the free service generated?