



SANTA CRUZ FIBER

The Wait Is Over.

WHAT I DO





QUICK FACTS

62,864

Population

12.74

Square Miles

\$61,600

Median Household Income

\$700,000

Median Home Price

20,990

Households

2.49

Persons per Household

3-4 million

Visitors per Year

262

Days of Sun per year



QUICK FACTS



**Near Silicon Valley &
the SF Bay**



**Fresh Talent @ UC
Santa Cruz**



**Committed
Infrastructure Growth**



**An Accepting, Diverse
Community**



**Unparalleled Natural
Environment**

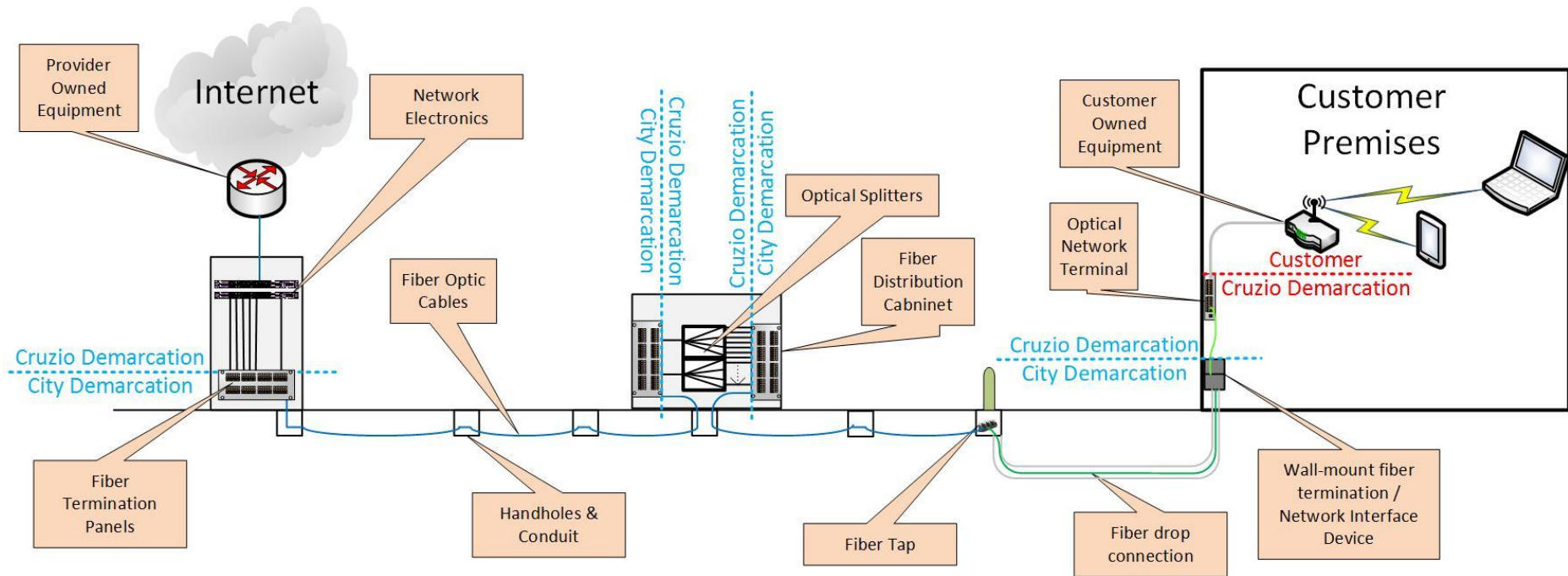




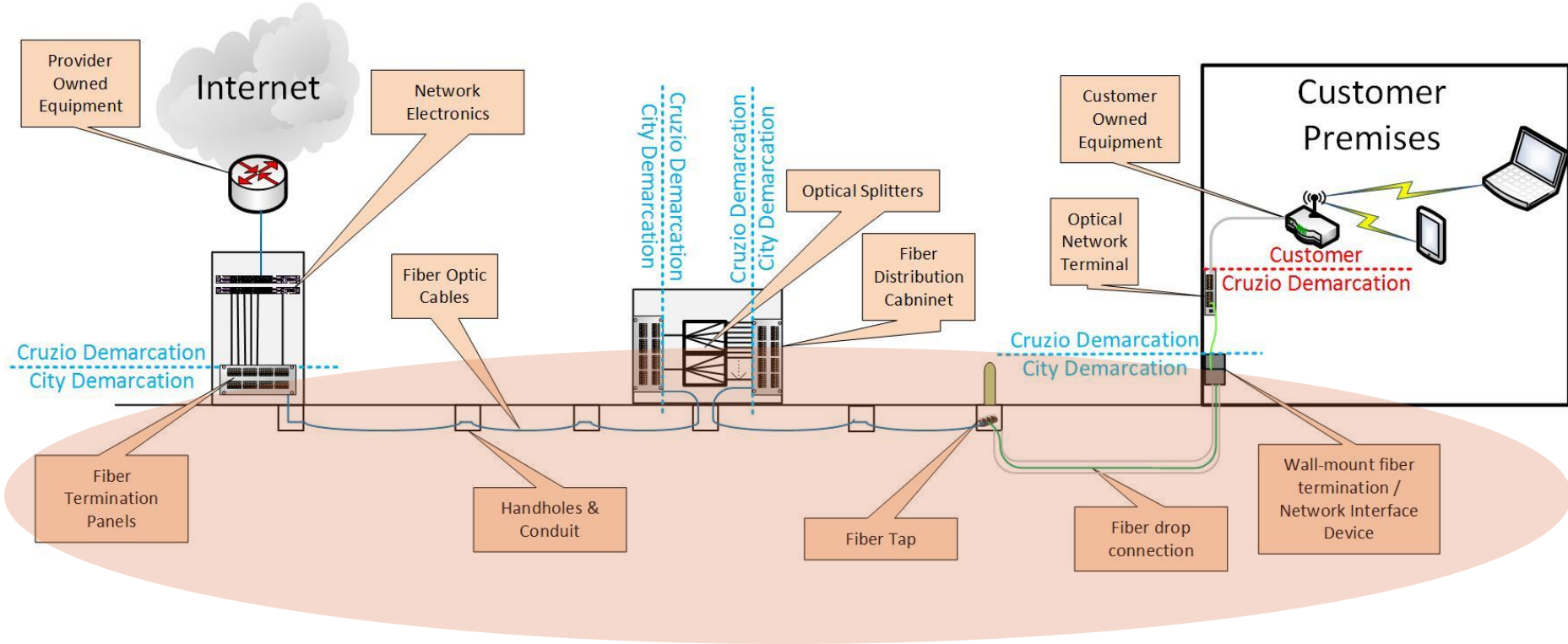
SANTA CRUZ FIBER

- Cost Estimate
- Financial Model
- Timeline

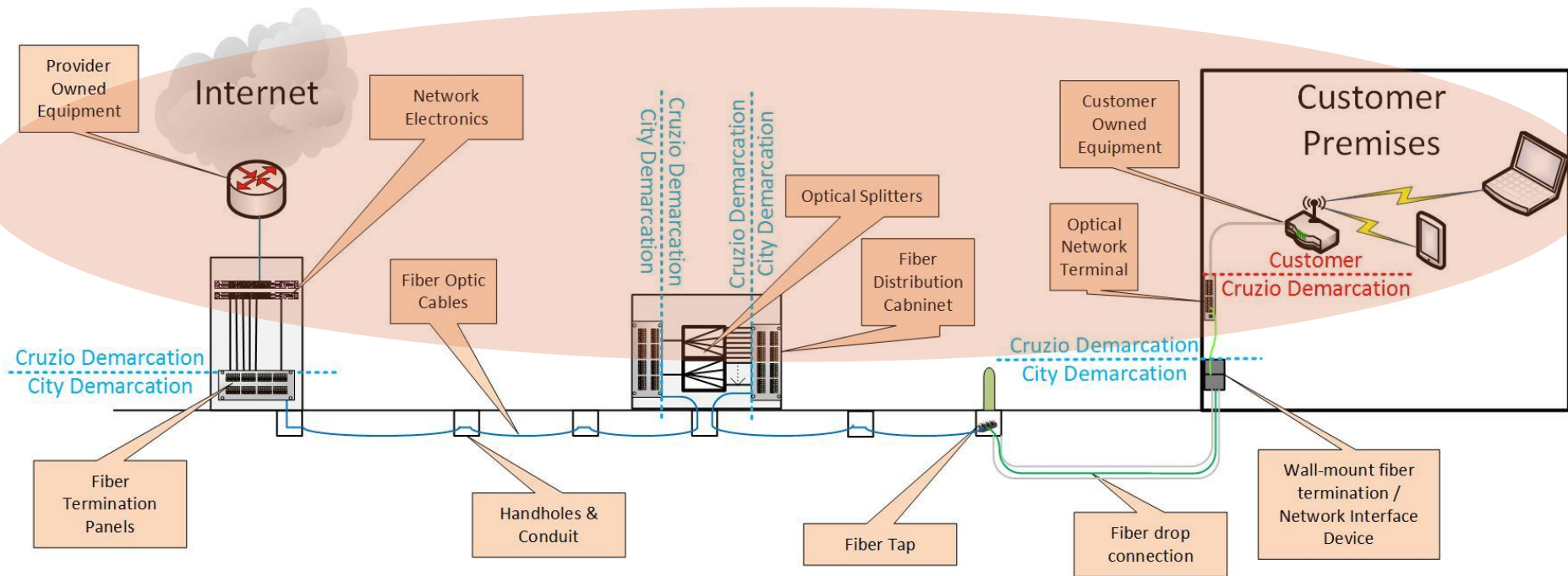




LAYER 1 – CITY



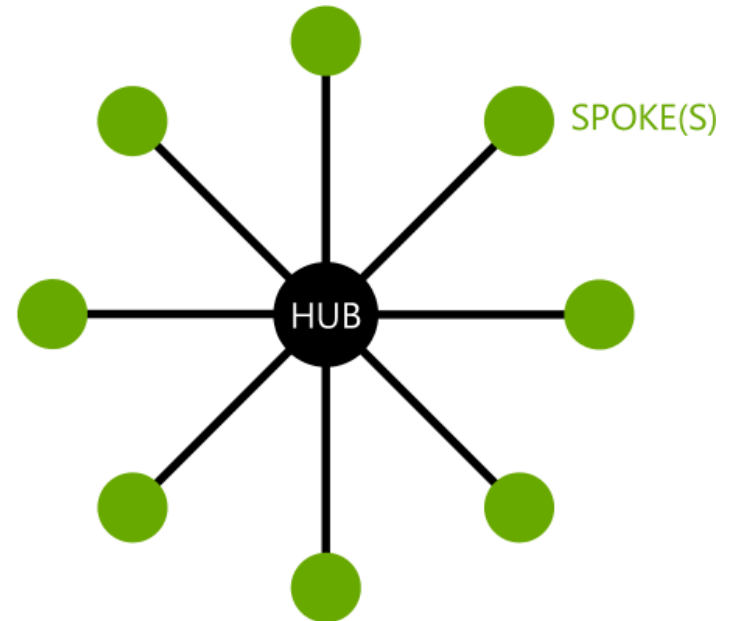
LAYERS 2 & 3 – CRUZIO



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- Cost Estimate
- Financial Model
- Market Survey

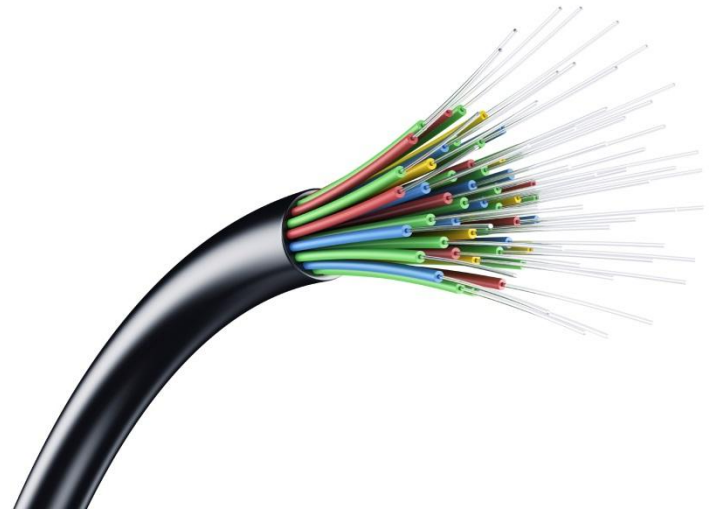
\$35-52 million



SANTA CRUZ FIBER

- Cost Estimate
- Financial Model
- Market Survey

- 34% “Take Rate”
 - Double Cruzio’s Market Share
 - Sustainable for City’s Debt & Maintenance



SANTA CRUZ FIBER

- Cost Estimate
- Financial Model
- Market Survey

Wholesale Rates

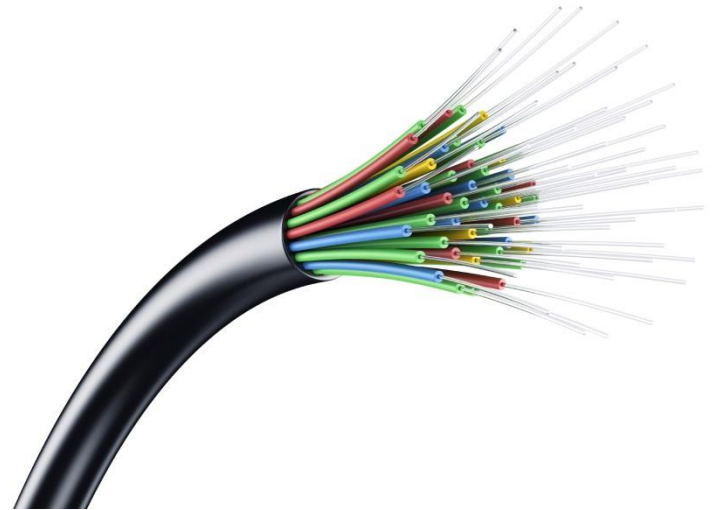
Table 1: Potential Discounts on Cruzio's Fees to City as Take Rate Rises

Take Rate	Per Passing (Years 1 – 4)	Per Passing (Year 5)	Per Subscriber (Years 1 – 4)	Per Subscriber (Year 5)
18%	\$6.00	\$6.00	\$37.25	\$37.25
34%	\$6.00	\$6.00	\$30.00	\$22.00
40%	\$6.00	\$6.00	\$30.00	\$19.25
50%	\$6.00	\$5.00	\$30.00	\$18.00
54%	\$6.00	\$4.40	\$30.00	\$18.00
60%	\$6.00	\$4.15	\$30.00	\$17.00
70%	\$6.00	\$4.00	\$30.00	\$15.50

SANTA CRUZ FIBER

- Cost Estimate
- Financial Model
- Market Survey

- 34% “Take Rate”
- Cruzio pays per passing & per subscriber
- Debt Guarantee 80/20



SANTA CRUZ FIBER



- Layer 1 - \$35 Million
- Bond Debt \$45-50 Million
- 20% debt backfill



- Layer 2 & 3 - \$1-2 Million
- Wholesale fee
- 80% debt backfill

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2016 – Contract, Engineering, Prepare Bonds

2017 – Bond Issuance & Construction

2018 – Complete Construction by Year 3





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