

Monday, February 3, 2020
6:00 pm



Town Hall Commission Chambers
247 Edwards Lane
Palm Beach Shores, FL 33404

**TOWN COMMISSION
SPECIAL CALLED MEETING AGENDA**

Mayor Myra Koutzen
Vice Mayor Gil Gilgallon

Commissioner Roby DeReuil
Commissioner Bob Stanton
Commissioner Brian Tyler

Town Attorney Keith Davis
Town Clerk Evyonne Browning
Assistant Clerk Gaudy Quesada

1. **CALL TO ORDER**
 - a. Pledge of Allegiance
 - b. Roll Call
2. **APPROVAL OF MEETING AGENDA** (Additions, substitutions, deletions)
3. **ACTION ITEMS**
 - a. Approval to appoint Gray/Robinson, Attorneys at Law as additional legal counsel to the Town of Palm Beach Shores regarding the Town's Undergrounding Project.
(Presented by Mayor Koutzen)
 - b. AT&T and Viking Underground Project Cost Estimates **(Provided by Danny Brannon with Brannon & Gillespie, LLC)**
4. **DISCUSSION ITEMS:**
 - a. Next Steps for Hotwire and QXC
5. **PUBLIC COMMENTS**
PUBLIC PARTICIPATION AND OPPORTUNITY TO BE HEARD (Resolution R-7-13)
6. **ADJOURNMENT**

PLEASE TAKE NOTICE AND BE ADVISED, that if any interested person desires to appeal any decision made by the Town Commission with respect to any matter considered at this meeting or hearing, such interested person will need a record of the proceedings, and for such purpose may need to insure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is based. The meeting/hearing will be continued from day to day, time to time, place to place, as may be found necessary during the aforesaid meeting.

IN ACCORDANCE WITH THE PROVISIONS OF THE AMERICANS WITH DISABILITIES ACT (ADA), THIS DOCUMENT CAN BE MADE AVAILABLE IN AN ALTERNATE FORMAT (LARGE PRINT) UPON REQUEST AND SPECIAL ACCOMMODATIONS CAN BE PROVIDED UPON REQUEST WITH THREE (3) DAYS ADVANCE NOTICE. FOR HEARING ASSISTANCE: If any person wishes to use a hearing device, please contact the Town Clerk.

GRAY | ROBINSON
ATTORNEYS AT LAW

301 EAST PINE STREET
SUITE 1400
POST OFFICE BOX 3068 (32802-3068)
ORLANDO, FLORIDA 32801
TEL 407-843-8880
FAX 407-244-5690

BOCA RATON
FORT LAUDERDALE
FORT MYERS
GAINESVILLE
JACKSONVILLE
KEY WEST
LAKELAND
MELBOURNE
MIAMI
NAPLES
ORLANDO
TALLAHASSEE
TAMPA
WASHINGTON, DC
WEST PALM BEACH

Thomas A. Cloud, Esquire

407-244-5624

THOMAS.CLOUD@GRAY-ROBINSON.COM

January 28, 2020

VIA EMAIL

Mayor Myra Koutzen
Town of Palm Beach Shores
247 Edwards Lane
Palm Beach Shores, FL 33404-5718

Re: Engagement Letter for Representation of Town of Palm Beach Shores

Dear Mayor Koutzen:

You have inquired as to whether our Firm is interested in representing the Town of Palm Beach Shores. You have asked that we assist the Town of Palm Beach Shores regarding the resolution of pole attachment and other issues related to the removal of utility poles and the undergrounding of utility lines. We are willing to represent the Town of Palm Beach Shores in these matters.

Over the years, it has been our experience that things go more smoothly if we have a clear understanding of your needs and the role we need to play. The purpose of this engagement letter is to confirm an agreement concerning representation and the payment of our fees and expenses. This engagement letter will govern all subsequent matters in which we may become involved on your behalf unless a separate arrangement is made.

We will do our very best to meet your needs in any matters we undertake for you, but as you know, we cannot and do not make any representations or warranties concerning the outcome. We will give you our best advice, render opinions, and seek to obtain the desired result. In this regard, it is most important that we communicate regularly.

We have attached a copy of the firm's Policy Regarding Expenses and Billing. All conditions in that document are incorporated by reference as part of this engagement letter. As we are sure you recognize, we have a legitimate business concern in being paid in a timely fashion.

The following arrangement is proposed regarding fees and costs:

Our firm will charge for services on an hourly basis. At the present time our rates vary from \$140.00 to \$750.00 per hour for attorneys and \$75.00 to \$195.00 per hour for paralegals. I will be responsible for all legal work performed. We will bill

Mayor Myra Koutzen
January 28, 2020
Page 2

for attorneys' time at a reduced flat rate of \$300.00 per hour. We reserve the right to utilize other members of the firm whenever, in our discretion, we deem it appropriate. Our hourly rates are subject to change in the future and are generally subject to review in August of each year. We will notify you in advance if this occurs to obtain your consent. Further, paralegal, staff, computer research, and other technology may also be utilized if and when appropriate and in your best interest; in this case, I don't expect to have such a need. You will be billed for the use of the same after we give you notice of these expenses and you consent.

Because of the relatively large size of our firm and our representation of many other clients, it is possible that there may arise in the future a dispute between another client and you. Our acceptance of the current representation of you will preclude us from accepting future representations adverse to you, which involve matters substantially related to the work we perform in the course of this engagement. However, as a condition to our undertaking the representation described in this letter, you and we agree that our acceptance of this engagement shall not preclude us from representing other clients in the future who may have interests adverse to you, with respect to matters not substantially related to the particular matters for which you have engaged our services as long as we give you notice and you consent.

If this engagement letter meets with your approval, please indicate by having the extra copy of this letter signed in the space provided below, and return it to our offices. Your approval of this letter will include our agreement regarding the fees and costs arrangement.

We appreciate the confidence and trust you have reposed in us in asking us to represent you and encourage you to communicate with me if at any time you have questions on the status or progress of your matters. I look forward to working with you and your staff on any matters you deem appropriate. If you have any questions, please do not hesitate to contact me.

Sincerely yours,



Thomas A. Cloud, Esquire

GrayRobinson, P.A.

[Signed in Mr. Cloud's absence to prevent delay]

Mayor Myra Koutzen
January 28, 2020
Page 3

TAC/jg
Enclosures
Cc: Keith W. Davis, Esquire

The terms of this representation are accepted
this _____ day of _____, 2020.

TOWN OF PALM BEACH SHORES, FLORIDA

By: _____

Print Name: _____

Mayor Myra Koutzen
January 28, 2020
Page 4

POLICY REGARDING EXPENSES AND BILLING

EXPENSES: You will be charged a reasonable rate for computerized document production, postage, reproduction, telecopies, couriers, express mail, long-distance telephone, travel costs and other costs. We may also use computerized research services to assist in handling your matters. This service will be used when we believe that it will save you money to do so. Expenses incurred or advanced on your behalf will be itemized on the statement.

BILLING: You will be billed periodically, usually monthly. In the event you should disagree with or question any amount due under an invoice, you agree to communicate such disagreement to us, in writing, within thirty (30) days of the invoice date. Any disagreement you may have with a bill that is not communicated to us within that period shall be deemed waived.

COMMENCEMENT OF REPRESENTATION: Our representation will not commence until we receive a signed copy of the letter to which this statement is attached, together with payment of any retainer specified therein.

WITHDRAWAL FROM REPRESENTATION: We reserve the right to withdraw as your counsel in the event you fail to honor your agreement with respect to our legal fees or for any just reason as permitted or required under the Florida Code of Professional Responsibility or as permitted by the rules of courts of the State of Florida. In the event of our withdrawal, you will promptly pay for all services rendered by us prior to the date of withdrawal.

DOCUMENT & FILE RETENTION: In representing the Town, our firm could be deemed to be a "contractor" under section 119.0701, Fla. Stat. In an abundance of caution, we have always complied in such representations with the letter and spirit of Florida's Public Records Act, Chapter 119, Fla. Stat., including specifically section 119.0701(2), which requires that our firm:

Mayor Myra Koutzen
January 28, 2020
Page 5

- (a) Keep and maintain public records that ordinarily and necessarily would be required by the Town in order to perform the service.
- (b) Provide the public with access to public records on the same terms and conditions that the Town would provide the records and at a cost that does not exceed the cost provided in chapter 119 or as otherwise provided by law.
- (c) Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law.
- (d) Meet all requirements for retaining public records and transfer, at no cost, to the Town all public records in possession of the firm upon termination of the contract and destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. All records stored electronically must be provided to the public agency in a format that is compatible with the information technology systems of the Town.

You should be aware of our document and file retention policy. Once your case is concluded, the file will be officially closed. Once the file is closed, it may be sent to off-site storage, and there may be costs associated with retrieval of information from the file. We retain stored and closed files for a period of ten (10) years after which time they may be destroyed. This period is twice as long as that provided under Florida law. Thus, if there are any documents which you need from the documents we possess, we recommend that you obtain them at the conclusion of your case.

Danny Brannon, P.E.
Brannon & Gillespie, LLC
Consulting Engineers

631 US Highway One, Suite 301
North Palm Beach, Florida 33408
Off: (561) 847-4435 * Cell: (561) 307-9454
Website: www.BnGEngineers.com

January 28, 2020

To: The Mayor and Commission
Town of Palm Beach Shores

Re: Estimates from AT&T and Viking

Mayor Koutzen and Commissioners:

Attached please find the estimates from AT&T and Viking.

- Lake Drive. Inlet Pedestrian walkway, and Ocean Ave: Conduits are in place.
- AT&T will install their wire and splice boxes. AT&T purchases the splice boxes in large volumes at a lower price point.
- Atlantic Ave: AT&T estimates are with and without the splice boxes.
- Viking was slightly higher with their adder for providing and installing the splice boxes due to AT&T purchasing them in large volumes at a lower price point.

Therefore, the totals are based on:

1. Viking installing the Atlantic Ave conduits per the price schedule in their contract
2. AT&T providing and installing the splice boxes and using their wire.

Viking Utility Inc.
8927 Hypoluxo Road
Lake Worth, FL 33467 US
561-742-7006

Estimate

ADDRESS
Palm Beach Shores

ESTIMATE # 1313
DATE 01/03/2020

P.O. NUMBER
PBS-Atlantic Ave Crossings

DATE	DESCRIPTION	QTY	RATE	AMOUNT
01/03/2020	Install 1-4" HDPE conduit via directional bore. (Includes labor, strings, caps and conduit)	1,506	18.00	27,108.00
01/03/2020	Install 1-4" HDPE additional conduit on existing bore. Includes labor, strings, caps and conduit)	1,506	8.00	12,048.00
01/03/2020	Directional Bore Machine Setup with pits complete (includes all pits and site restoration.	7	1,500.00	10,500.00
01/03/2020	Install Only- AT&T- 30" x 48" Splice Box	18	800.00	14,400.00
01/03/2020	Material: (Add only if needed): Supply 30" x 48" Splice Box 18 x \$1050 = \$18,900.			
TOTAL				\$64,056.00

Accepted By

Accepted Date

Estimate is based on current site conditions and can change if digging path is obstructed. Does not include MOT, permitting, staking, as-builts, compaction or density testing. Any change in scope will be processed and approved by change order. Trench price based on 36" of cover. Site must be within 6" of final grade. If delayed by developer or contractor a re-mobilization charge would apply.



AT&T Florida
120 N K Street
Lake Worth, FL 33460

T:561.540-9262

01/20/2020

Brannon & Gillespie, LLC
Attn: Danny Brannon, P.E.
631 US Highway One, Suite 301
North Palm Beach, Florida 33408

RE: Town Of Palm Beach Shores – Lake Dr & Ocean Ave Loop

AT&T has received a request from Town of Palm Beach to perform the following work:
Underground all AT&T unities identified for Town Of Palm Beach Shores - Lake Dr & Ocean Ave Loop.

Special construction charges apply. Advance payment based on the estimated cost of the special construction charges is required before work can begin. At the completion of the project additional payment may be required if cost exceed the estimated billing amount. Refunds will be executed if actual cost are less than the estimated bill amount.

The quote preparation fee of **\$5,000.00**, previously paid will be credited to the total amount of **\$63,013.73**. The balance due (Less the quote prep fee already paid) is **\$58,013.73**

This estimate is only valid for 90 days from the date of the letter. Please contact me with any comments regarding this response.

AT&T reference Job number **A019K56 / 9E831268B**
Thank you for contacting AT&T.

Sincerely,

Eddie Herron

Eddie Herron
MGR OSP PLNG & ENGRG DESIGN



AT&T Florida
120 N K Street
Lake Worth, FL 33460

T:561.540-9262

01/24/2020

Brannon & Gillespie, LLC
Attn: Danny Brannon, P.E.
631 US Highway One, Suite 301
North Palm Beach, Florida 33408

RE: Town of Palm Beach Shores – Lake Dr & Ocean Ave Loop

AT&T has received a request from Town of Palm Beach to perform the following work:
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The quote preparation fee of **\$5,000.00**, previously paid will be credited to the total amount of **\$75,562.18**. The balance due (Less the quote prep fee already paid) is **\$70,562.18**

This estimate is only valid for 90 days from the date of the letter. Please contact me with any comments regarding this response.

AT&T reference Job number **A019K56 / 9E831268B**
Thank you for contacting AT&T.

Sincerely,

Eddie Herron

Eddie Herron
MGR OSP PLNG & ENGRG DESIGN





AT&T Florida
120 N K Street
Lake Worth, FL 33460

T:561.540-9262

01/24/2020

Brannon & Gillespie, LLC
Attn: Danny Brannon, P.E.
631 US Highway One, Suite 301
North Palm Beach, Florida 33408

RE: Town of Palm Beach Shores - Atlantic Ave Job

AT&T has received a request from Town of Palm Beach to perform the following work:
Underground all AT&T unities identified for Town Of Palm Beach Shores - Atlantic Ave.

Special construction charges apply. Advance payment based on the estimated cost of the special construction charges is required before work can begin. At the completion of the project additional payment may be required if cost exceed the estimated billing amount. Refunds will be executed if actual cost are less than the estimated bill amount.

The quote preparation fee of **\$5,000.00**, previously paid will be credited to the total amount of **\$86,525.86**. The balance due (Less the quote prep fee already paid) is **\$81,525.86**

This estimate is only valid for 90 days from the date of the letter. Please contact me with any comments regarding this response.

AT&T reference Job number **A01R12J / OW831006B**
Thank you for contacting AT&T.

Sincerely,

Eddie Herron

Eddie Herron
MGR OSP PLNG & ENGRG DESIGN





AT&T Florida
120 N K Street
Lake Worth, FL 33460

T:561.540-9262

01/20/2020

Brannon & Gillespie, LLC
Attn: Danny Brannon, P.E.
631 US Highway One, Suite 301
North Palm Beach, Florida 33408

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The quote preparation fee of **\$5,000.00**, previously paid will be credited to the total amount of **\$54,488.69**. The balance due (Less the quote prep fee already paid) is **\$49,488.69**

This estimate is only valid for 90 days from the date of the letter. Please contact me with any comments regarding this response.

AT&T reference Job number **A01R12J / OW831006B**
Thank you for contacting AT&T.

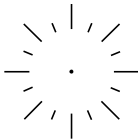
Sincerely,

Eddie Herron

Eddie Herron
MGR OSP PLNG & ENGRG DESIGN

ATTSE

Construction
Work
Drawing



PROPRIETARY INFORMATION
Not for disclosure outside the AT&T family of
companies except under written agreement.

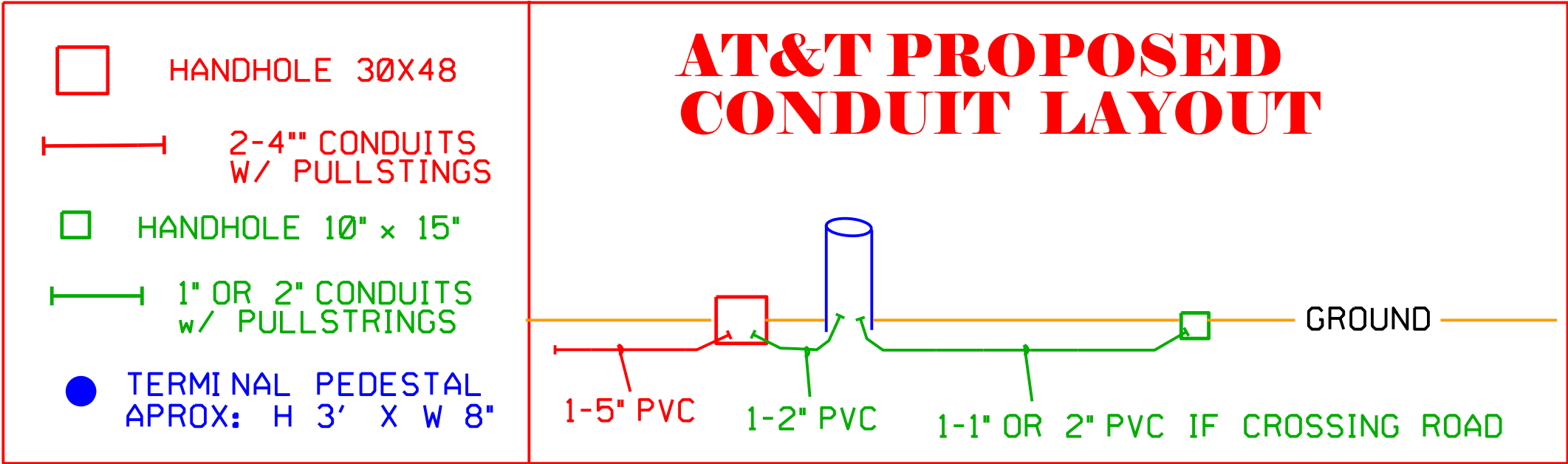
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District: SOUTH FLORIDA (WPB)
Exchange:
Wire Ctr: WPBHFLRB

Taper Code: 0
Tax District: 50075
RZ/CZ:
Permit Req'd:

Designer:

Phone:

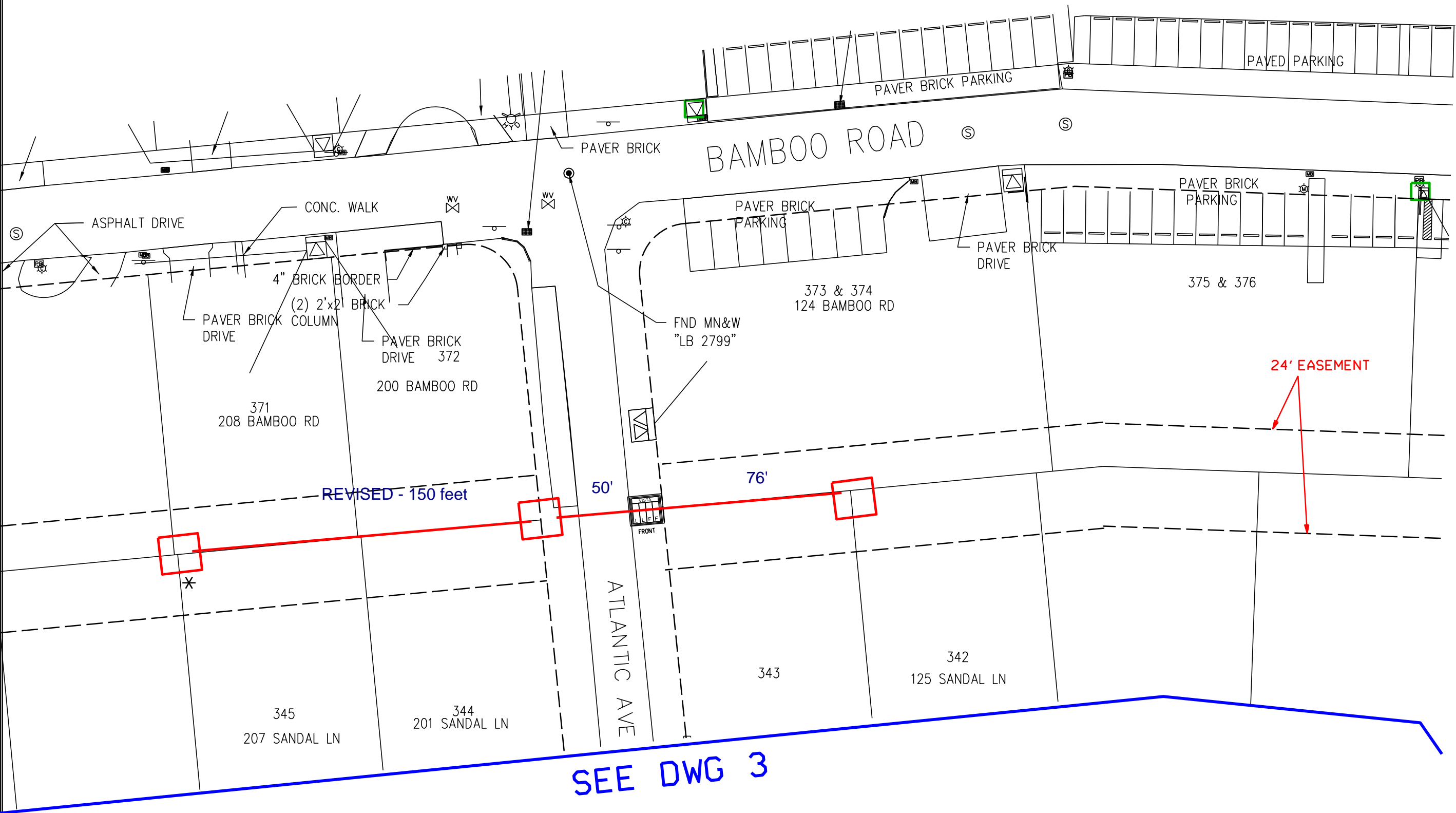
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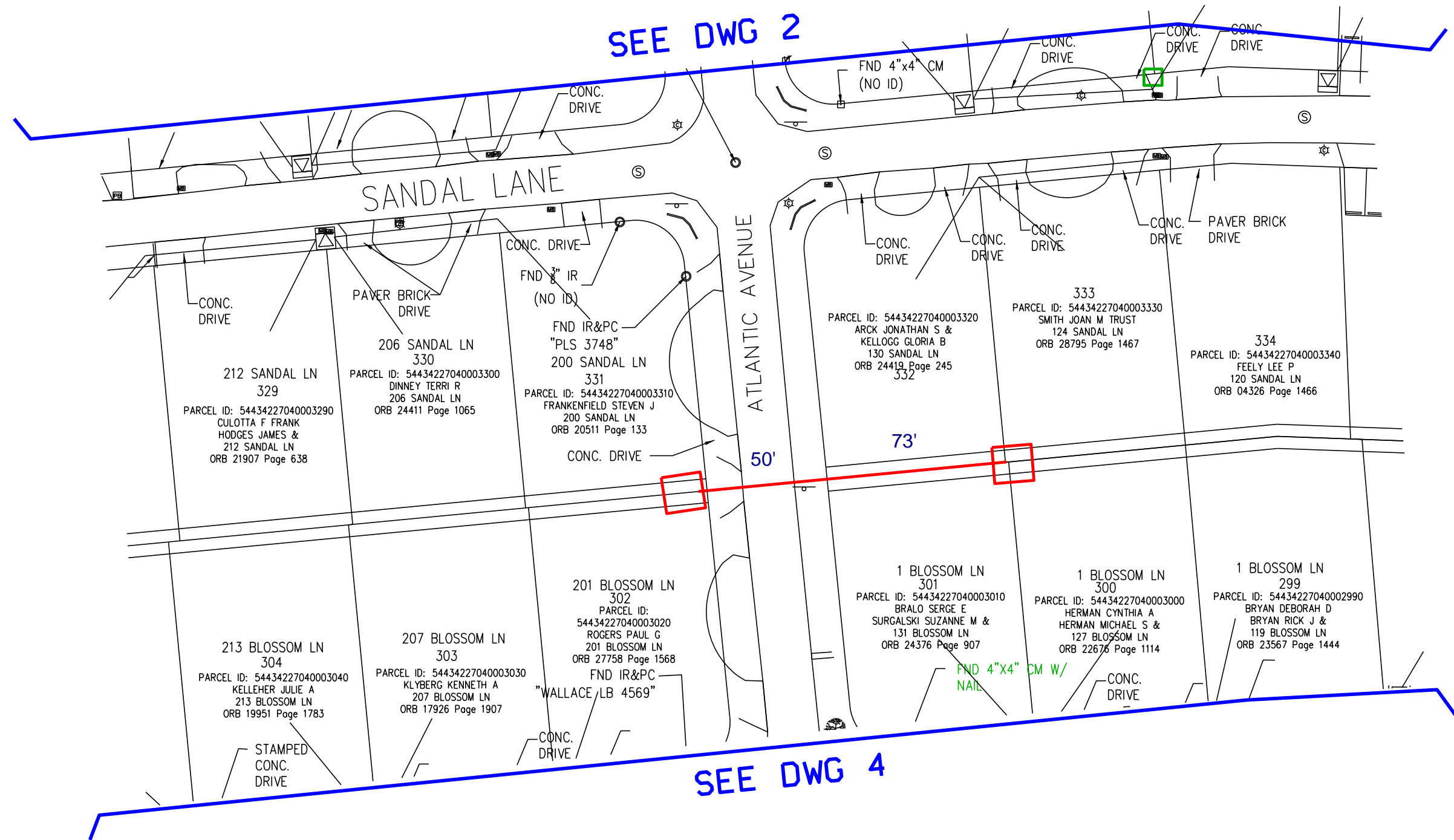
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Tax District: 50075
RZ/CZ:
Permit Req'd:

Records Ref:

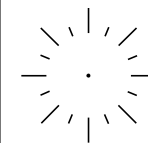


Bill: Town of Palm Beach
Shores Undergrounding
project. Atlantic

DWG 2 OF 10



ATTSE



Construction
Work
Drawing

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State: FLORIDA
District: SOUTH FLORIDA (WPB)
Exchange:
Wire Ctr: WPBHFLRB

Taper Code: 0
Tax District: 50075
RZ/CZ:
Permit Req'd:

Designer:

Phone:

Records Ref:

Job Description:

Bill: Town of Palm Beach
Shores Undergrounding
project. Atlantic

Job Number / CFAS Project Number:
OW831006B / AOIR12J

DWG 3 OF 10

PROPRIETARY INFORMATION
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Taper Code: 0
Tax District: 50075
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Records Ref:



Job Number / CFAS Project Number:
OW83I006B / A0IRI2J

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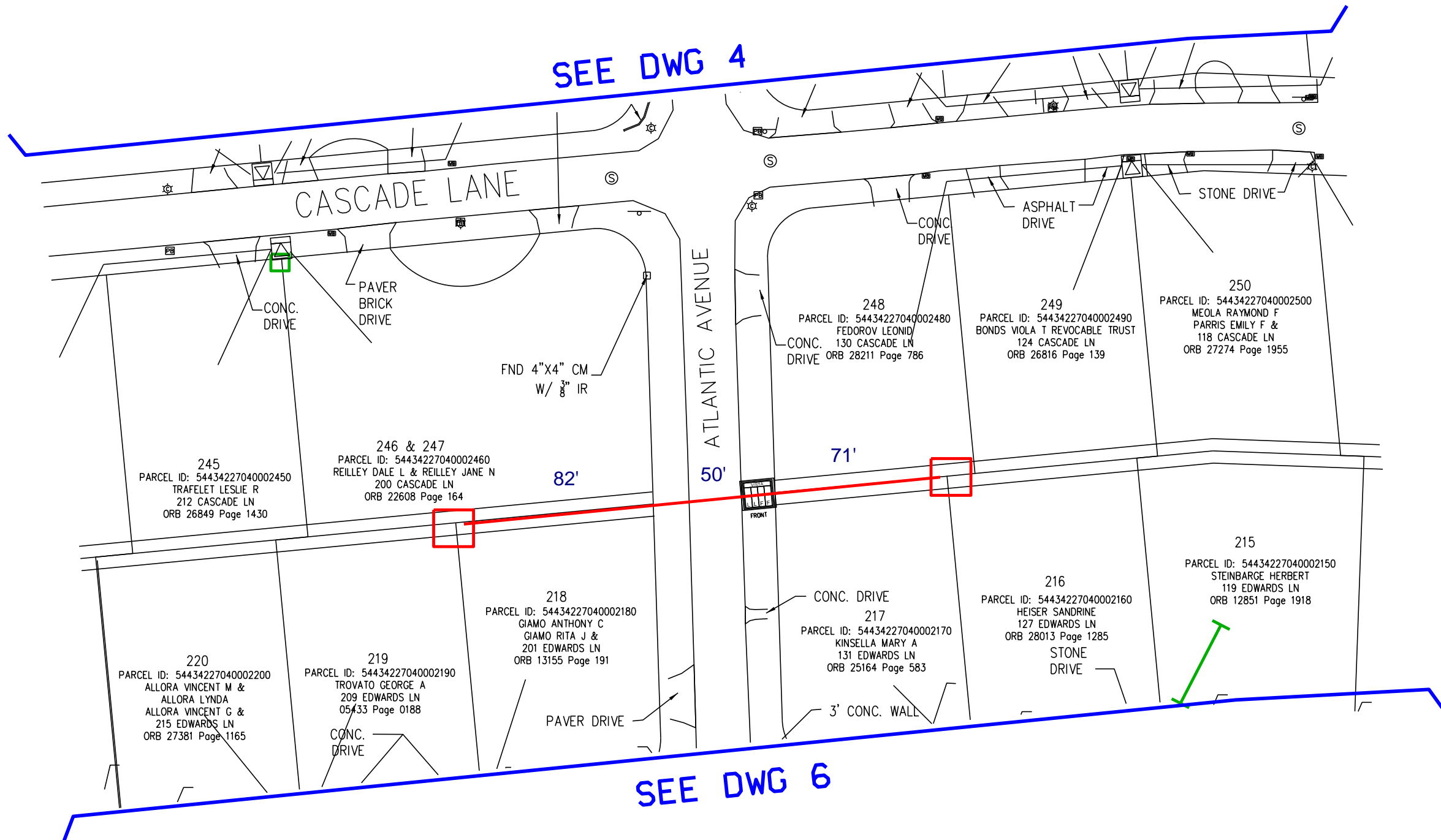
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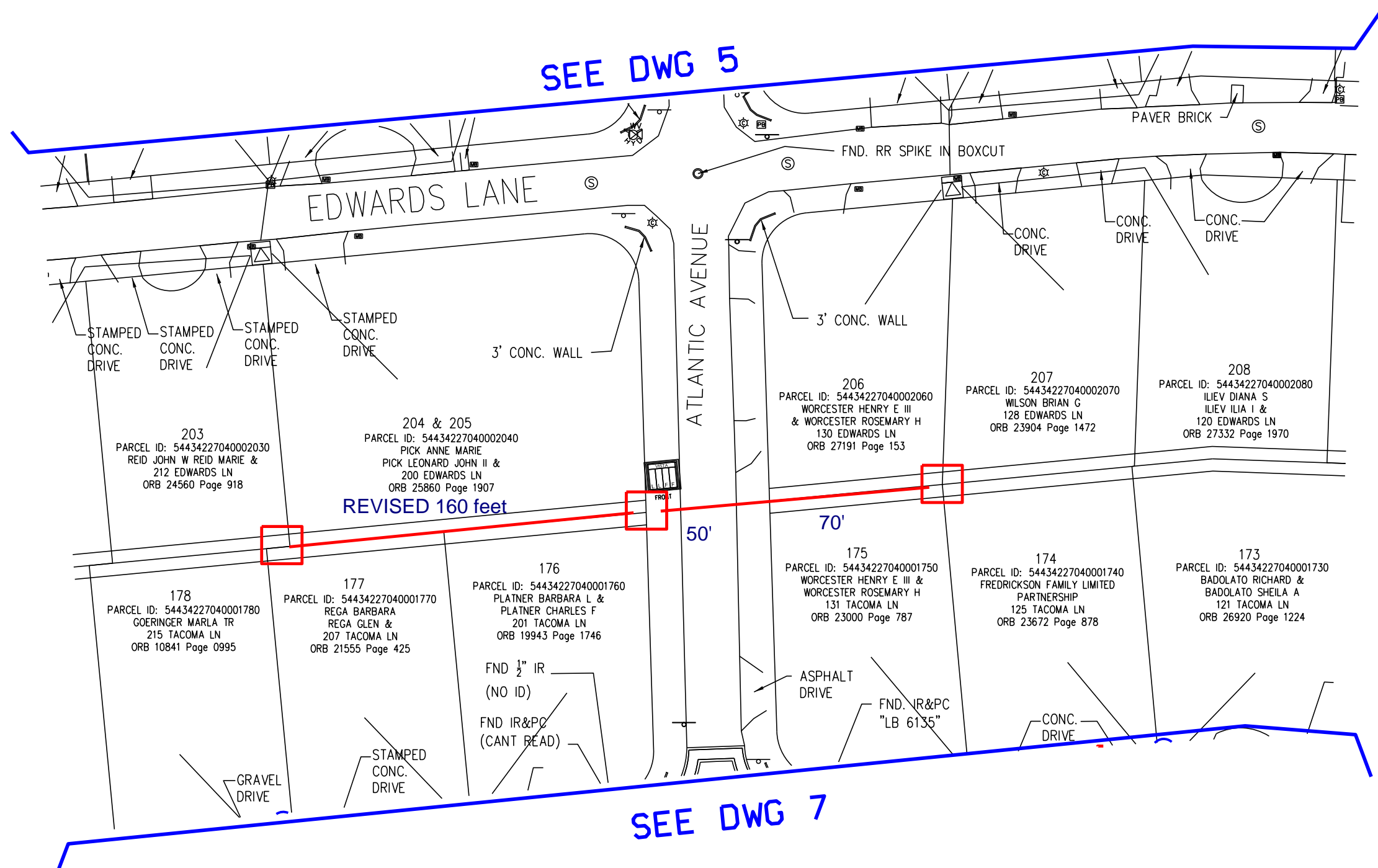
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Records Ref:

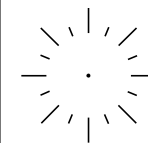
Bill: Town of Palm Beach
Shores Undergrounding
project. Atlantic

DWG 5 OF 10





ATTSE



Construction
Work
Drawing

PROPRIETARY INFORMATION
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State: FLORIDA
District: SOUTH FLORIDA (WPB)
Exchange:
Wire Ctr: WPBHFLRB

Taper Code: 0
Tax District: 50075
RZ/CZ:
Permit Req'd:

Designer:

Phone:

Records Ref:

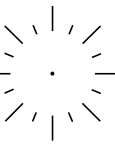
Job Description:

Bill: Town of Palm Beach
Shores Undergrounding
project. Atlantic

Job Number / CFAS Project Number:
OW831006B / A0IR12J

DWG 6 OF 10

ATTSE

Construction
Work
Drawing

PROPRIETARY INFORMATION

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District: SOUTH FLORIDA (WPB)
Exchange:
Wire Ctr: WPBHFLRBTaper Code: 0
Tax District: 50075
RZ/CZ:
Permit Req'd:

Designer:

Phone:

Records Ref:

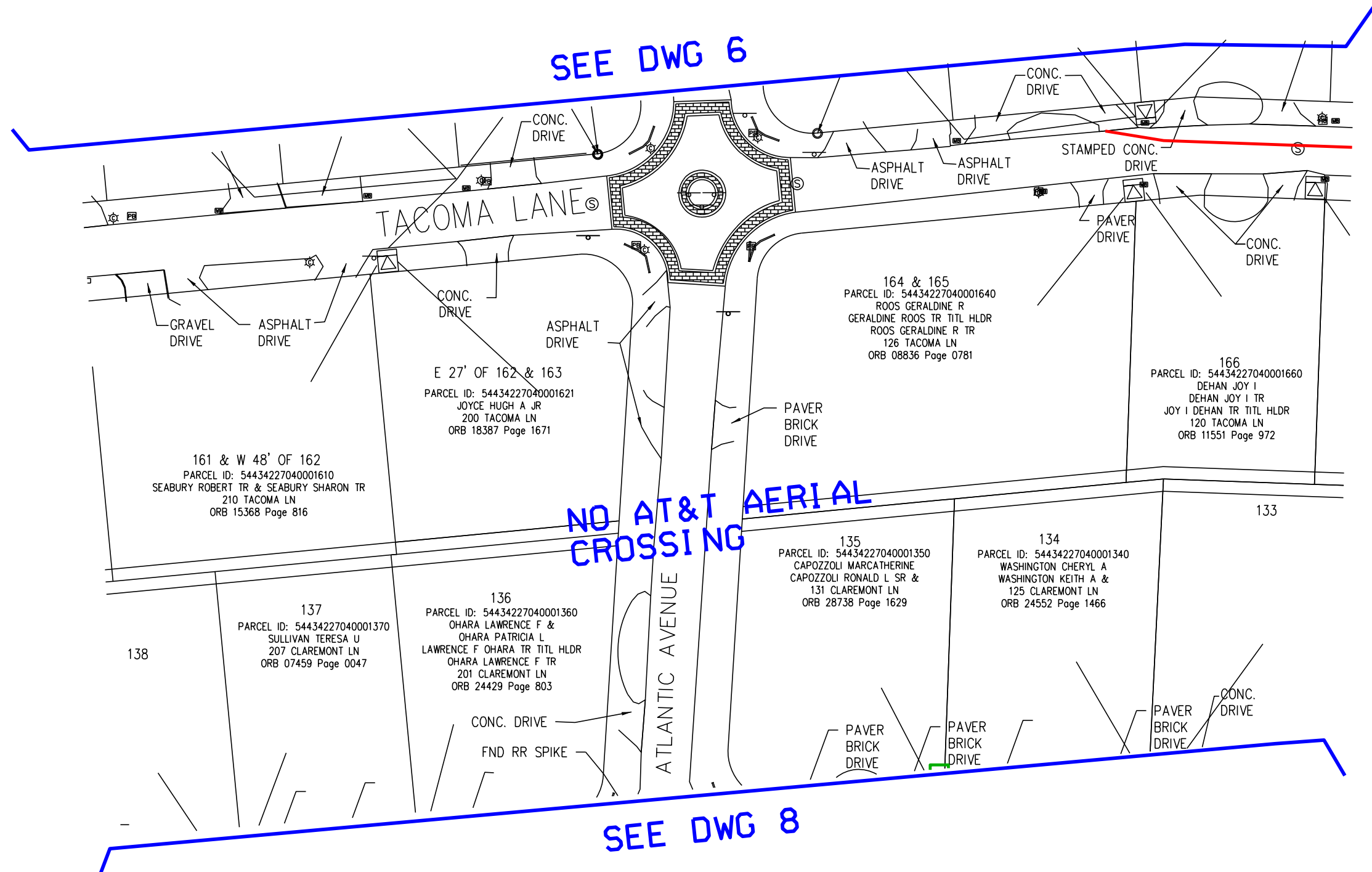
Job Description:

Bill: Town of Palm Beach
Shores Undergrounding
Project. Atlantic

Job Number / CFAS Project Number:

OW83I006B / AOIRI2J

DWG 7 OF 10



PROPRIETARY INFORMATION
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Taper Code: 0
Tax District: 50075
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Permit Req'd:

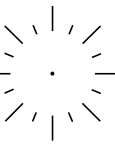
Records Ref:



Bill: Town of Palm Beach
Shores Undergrounding
project. Atlantic

DWG 8 OF 10

ATTSE

Construction
Work
Drawing

PROPRIETARY INFORMATION

Not for disclosure outside the AT&T family of
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District: SOUTH FLORIDA (WPB)
Exchange:
Wire Ctr: WPBHFLRBTaper Code: 0
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RZ/CZ:
Permit Req'd:

Designer:

Phone:

Records Ref:

Job Description:

Bill: Town of Palm Beach
Shores Undergrounding
project. Atlantic

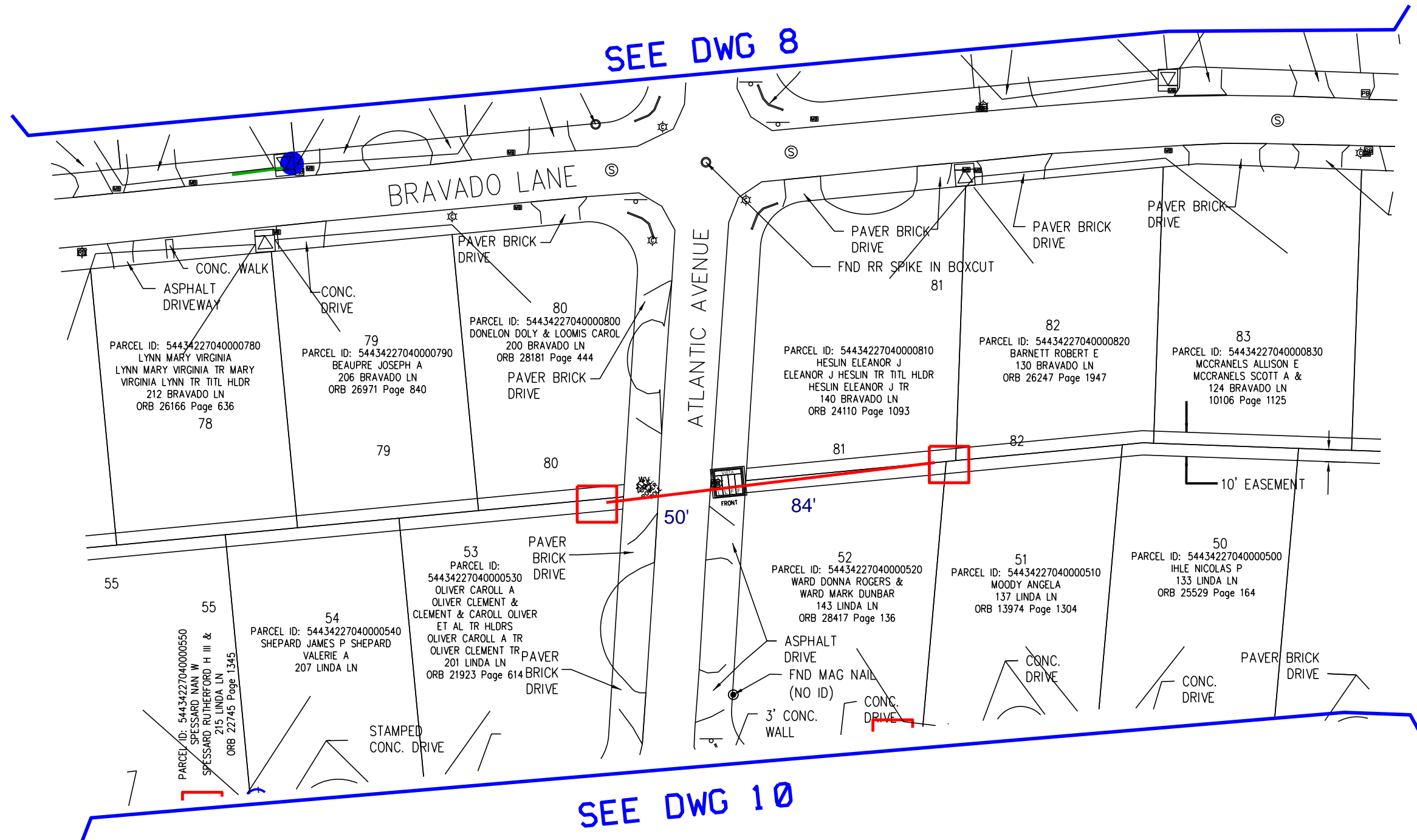
Job Number / CFAS Project Number:

OW831006B / A0IR12J

DWG 9 OF 10

SEE DWG 8

SEE DWG 10



PROPRIETARY INFORMATION
Not for disclosure outside the AT&T family of
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Taper Code: 0
Tax District: 50075
RZ/CZ:
Permit Req'd:

Records Ref:

SEE DWG 9

NO AT&T AERIAL
CROSSING

ATLANTIC AVENUE

INLET WAY

Bill: Town of Palm Beach
Shores Undergrounding
project. Atlantic

DWG 10 OF 10

ITEM 4a
Feb 3 2020 SP Called

Hotwire[®]
COMMUNICATIONS

Powering the Future Together





Who We Are

- We are a telecommunications company founded in 2000.
- We deliver customized fiber optic solutions to communities, businesses, student housing, and hotels across the nation.
- We own and operate a dedicated independent fiber optic backbone in all of our core markets through Fiber-to-the-Home technology.
- We provide Gigabit speeds with no data caps - possible through an end-to-end fiber optic infrastructure.
- We are the largest, privately held provider of communications services in Florida.

Ownership



KRISTIN JOHNSON KARP
Co-founder & CEO



MICHAEL KARP
Co-founder & Chairman



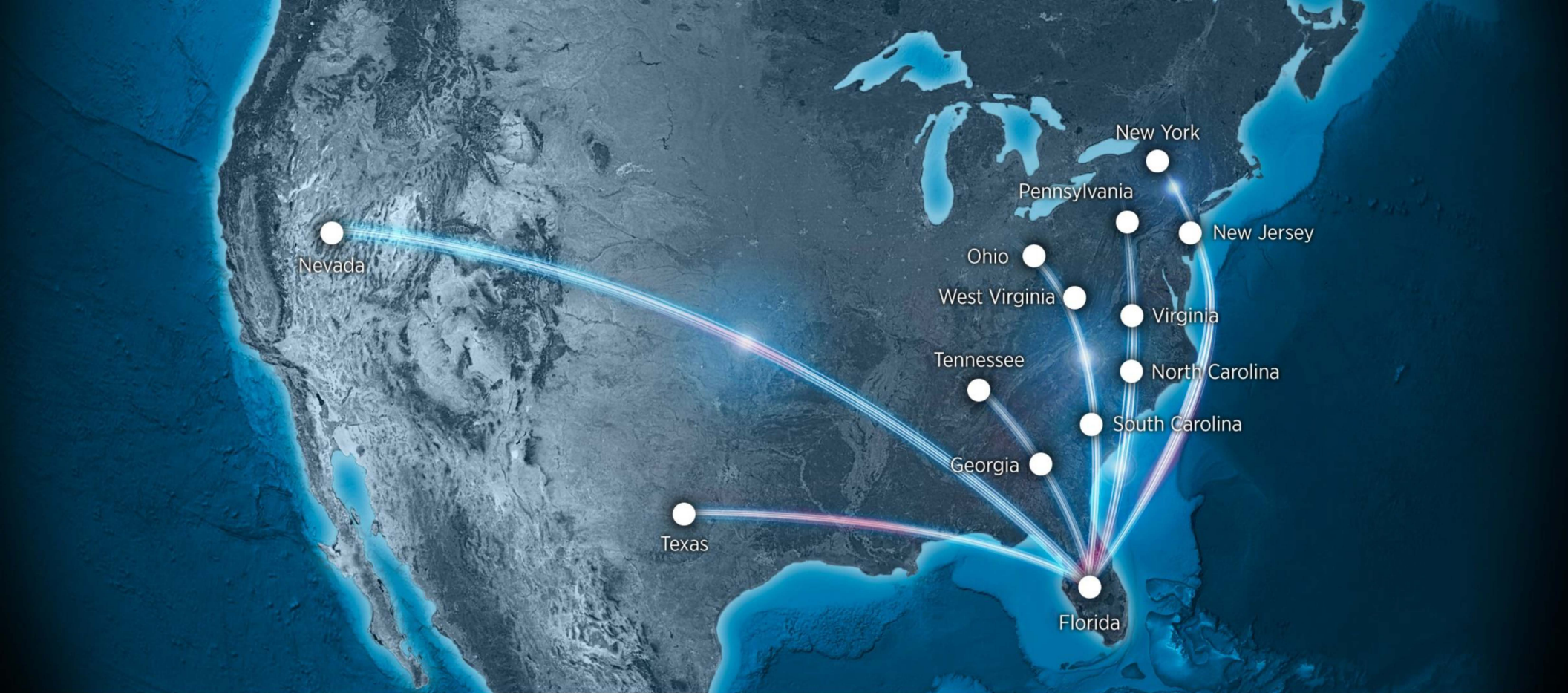
Technology Leadership & Innovation

Tecnology

- Multi-Terabit, redundant backbone
- 100% Fiber Optic network
- GPON architecture scaling to 10Gig
- In-home Ethernet upgrades
- Lowest Video compression rates
- Internet Protocol Television (IPTV)
- Fewest households per PON
- Two fibers to every home

Innovation

- First FL company to offer FTTH
- First FL company to offer IPTV
- First FL company to offer 1Gig internet
- First FL company to offer 10Gig internet
- Ability to support 4K video today
- Continuous development of Mediaroom platform
- Continuous investment in complementary technologies (e.g., DAS)



Fiber Footprint

Over...

- 1,100 Residential and Commercial Properties
- Over 100 Hotel Properties
- Thousands of Fiber Miles of Redundancy
- Over 1,200 On-Net Buildings
- Hotwire Communications owns and operates a Gigabit fiber optic network.
- Hotwire Communications designs, builds, and provides a full suite of bundled telecommunications services.
- Competitive Local Exchange Carrier (CLEC)
- Franchised Cable Operator for construction in Public Rights-of-Way.



Service, Quality, & Reliability

Technology Highlights

- We bring two (2) fibers into each house.
- GPON (Gigabit Passive Optical Network) architecture
- Ring architecture
- IPTV vs. Broadcast TV or RFoG technology
- Supports 4K OTT content today
- Fewest number of HHs served per PON port/node/split
- Lowest video compression ratios
- Common area Internet coverage via commercial-grade access devices
- Dual band 802.11ac wireless connectivity
- No Internet data caps

What does this mean?

- Future Proof
- Unmatched Capability
- Most Reliable
- Scalability
- Highest Quality of Service
- Interactivity
- Application-centric
- User-defined
- Sophisticated Platform

*Independent studies show FTTH is becoming a top priority for potential home buyers.



Local U.S. Based Call Centers

- SLA with every single order
- Dedicated Local Account Manager
- Installed and maintained by in-house technicians
- Call centers operating in FL, GA, and PA
- 24/7/365 with 100% U.S. employees
- Less than 60 seconds to answer calls



fisionTVSM

Current Fision TV Features

- Fast Channel Change
- Onscreen Guide
- Replay TV 48 Hrs
- Customize Channels in Guide
- Picture in Picture
- Pause Live TV
- Trickplay
- Search
- Favorites
- VOD
- Record four shows at a time
- Parental Controls
- Caller ID/Visual Voicemail
- Remote DVR
- Any Room DVR capable



Gigabit Internet



HOTWIRE COMMUNICATIONS

Gigabit
COMMUNITY

WIRED

Speeds up to 1 Gigabit

WIRELESS

Commercial grade, community-wide WiFi

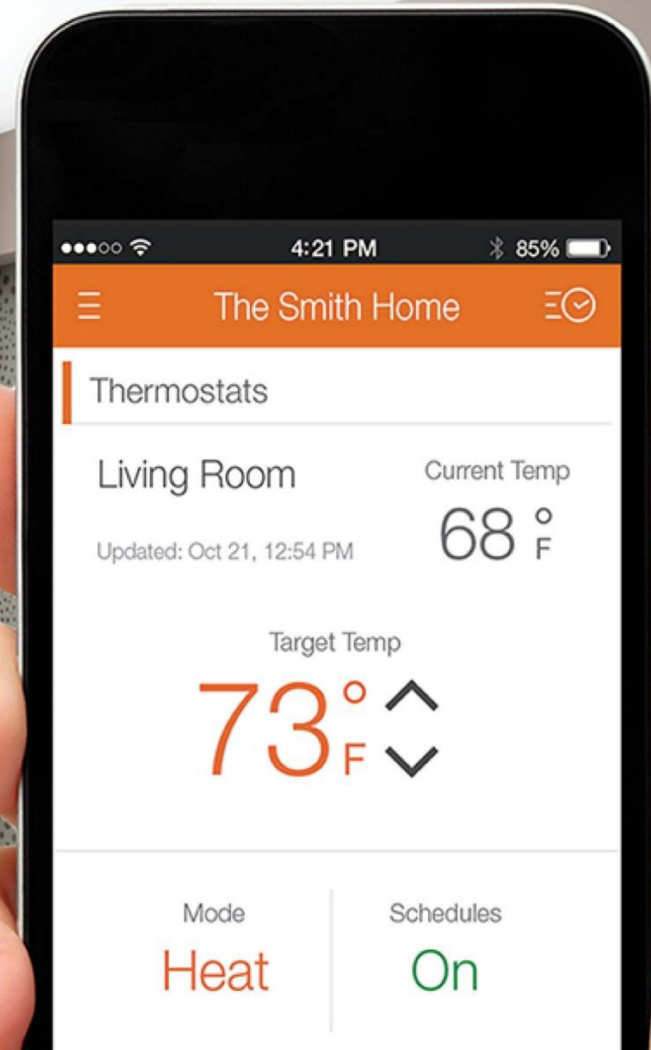
- Select from service levels from:
 - 100Mbps/25Mbps
 - To
 - 1000/200Mbps
- Wireless Connectivity
- No Data Caps
- Anti Virus protection



- Includes call waiting, caller ID, 3-way calling and many more standard features!
- Digital telephone service with unlimited local and domestic long distance calling to the contiguous U.S. and Canada.



Security



- Home Security
- Home Automation
- Smart Home Technology
- Wellness Monitoring

... and enhanced perimeter security in the community
via fiber feeds to all cameras.



White Glove Customer Service

- On-site commitment to customer experience- Dedicated project and launch mgmt.
- Resident communications via letters, e-mails, Town Hall meetings, launch events, welcome kits, customized web site, coordinated messaging via Association, and more.
- High-touch for residents throughout, by Hotwire employees
 - One-on-One Consultations
 - Installs
 - Quality Assurance
 - On-site education
- Dedicated Account Manager
- Sr. Executives local and engaged
- Support from across the organization
 - 60 second average speed of answer over most recent 8-months
 - 80%+ same day issue resolution



Internet | TV | Voice | WiFi

January 27, 2020

Town of Palm Beach Shores

"Best Little Town in Florida"

Town Hall Meeting:

- Fiber-to-the-Home/Condo (FTTH)
- Microwave Fixed-Wireless back-up
- QXC Internet
- QXC TV
- QXC Voice
- QXC WiFi

Infrastructure is Everything



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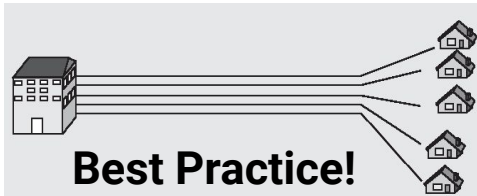
- **Expert Network Engineering:**

- Design & deploy fiber & fixed-wireless (microwave) internet connectivity
- Business, outdoor events, Federal/military & condo/HOA
- HQ in Boca Raton, FL

- **Future Proofed:**

- QXC's leading-edge (**AON**) Active Optical Network design, Fiber-to-the-Home (FTTH), **NO SPLITTERS**
- Dedicated fiber strand to each home
- No commingling of data. No privacy or security risks
- Symmetrical bandwidth (same upload as download capacity)
- Dramatically higher capacity & easy upgrade path

AON



PON



The Best Network = The Best User Experience!

Unique from QXC



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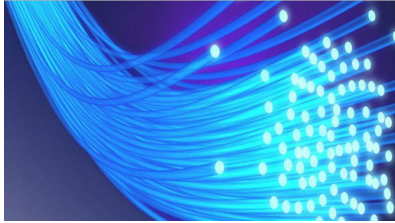
- **AON Network Architecture**
 - Most (all?) other providers use PON
 - **“Do It Right the First Time” (DRIFT)**
- **Back-up Connection**
 - Microwave connection from Town Hall to the mainland as a back-up to the main fiber connection --no outages
 - **Only QXC offers this high-availability connection**
- **Infrastructure Ownership Option**
 - Buyout Option at the end of the term --saves you money, you keep the wires
 - **Only QXC offers this ownership option**
- **Federal/Military/White House Certified:**
 - Extreme focus on Quality, Capacity, Scalability, Stability, Security, Privacy
 - **Leading-edge network engineering & best practices brought to FTTH deployments**
- **Selected by Goldman Sachs:**
 - QXC selected by Goldman Sachs into their SB10k program due to Business/Military/Events Customer Segments
 - Strategic Plan = Bring Superior Network Engineering & Best Practices to Residential Customer Segment
 - **QXC is the only Internet Service Provider (ISP) in Florida selected by Goldman Sachs**

Services Provided

qxc

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WiFi



Customers Served



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Business



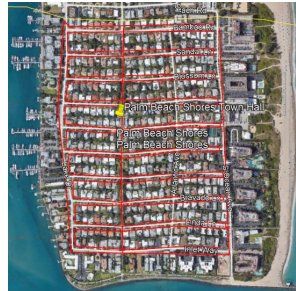
Big Events



Condos



Communities



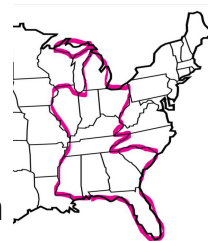
Military



Southern White House



Key West
to Michigan

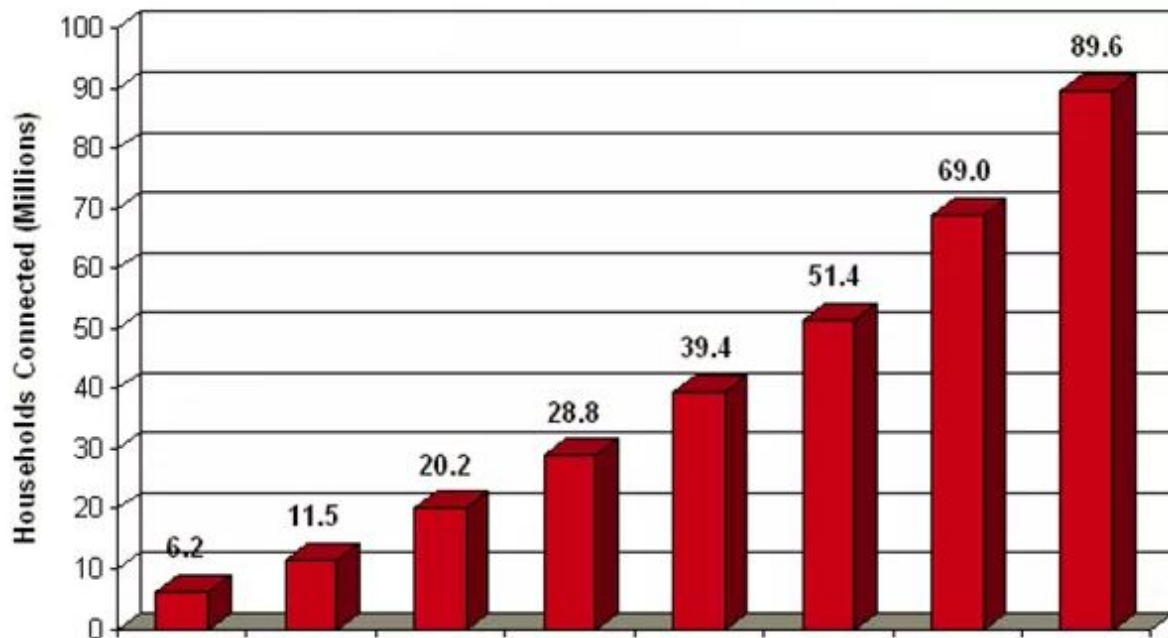


FTTH Trend



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Fiber to the Home (FTTH)

FTTH is where the Money is!



at the speed of *life*

Internet | TV | Voice | WiFi

Mounting evidence says: fiber is a big add



MDUs

MDU residents are willing to pay 2.8 percent more to purchase a condo or apartment with access to fiber optic service. Renters are willing to pay a premium of 8 percent (based on a \$1000 monthly rent) for access to fiber.



GDP

A 2014 study found higher per capita GDP (1.1%) in communities where gigabit Internet was available. Fiber communities enjoyed approximately \$1.4 billion in additional GDP over other similarly situated communities.



Home Values

Access to fiber may increase a home's value by up to 3.1 percent.

- Condo value +2.8%
- Home value +3.1%
- Rents +8%
- Fiber Communities +\$1.4b GDP

“More than 300,000 new residents are moving to Florida every year
We're basically adding a new Orlando every year.” — Orlando Weekly 7/29/2019

QXC Cornerstones



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1. **Quality:** Quality of service (QoS) is the measurement of the overall performance of a service as seen by the user of our services. The **Q** in QXC represents quality, which is what we stand for and what we offer, day in and day out.
2. **Capacity:** Capacity means providing the right amount of bandwidth at the right place and the right time. The **C** in QXC stands for capacity because without adequate capacity, your network would be overloaded and non-performant.
3. **Ingenuity:** QXC is the leading provider of network engineering solutions. We deliver innovative solutions that behemoth legacy providers simply cannot or will not. If you have a need for connectivity at any level, you can count on QXC to design the solution that best fits your needs, now and in the future.
4. **Value:** QXC specializes in providing ideal solutions cost-effectively. You no longer need to choose between price and performance. You can get the exact technology you need at a cost you can afford.

White House Communications Agency



Certificate of Appreciation

Presented To

John Von Stein

The members of the White House Communications Agency wish to express our sincere appreciation for the outstanding manner in which you provided support to the President of the United States during his multiple visits to Mar-a-Lago. Your unique abilities, coupled with your superb attitude and professionalism, enabled our Agency to provide critical communications for the President, the White House Staff and the United States Secret Service.



2017 - 2019

Year

Timothy Everetts
Presidential Second Residence



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QXC Is FirstNet Certified

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Q & A



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Thank You!

Looking forward to
Palm Beach Shores
joining the family of QXC customers soon!