



**THE CITY COUNCIL OF WATERLOO, IOWA
SPECIAL SESSION TO BE HELD AT
Harold E. Getty Council Chambers
Thursday, June 29, 2023
10:00 AM**

**CITY OF WATERLOO
COMMUNITY VISION PLAN**

1. Fly the W: To develop a sense of pride and relationship between residents and the City of Waterloo, and then leverage that pride to communicate the City's attributes to external audiences.
2. Elevate Housing: Redevelop, renovate, or improve 800 residences in Waterloo in eight years by providing access to capital.
3. Celebrate and Connect Neighborhoods: To leverage Waterloo's rich tradition of neighborhoods by celebrating and connecting them with the community and region at large.
4. Waterloo Works: Grow a diverse and skilled workforce in Waterloo that connects people and employers for mutual growth.
5. Crossroads Doubledown: Re-energize Crossroads Mall area into a sports/recreation themed gravitational center.
6. Power Up Downtown: Keep Waterloos core downtown evolving to meet the needs of future generals, supporting and showcasing arts and cultural opportunities and creating an experience like no other.
7. Sportstown USA: To generate excitement, develop youth, and drive investment and economic impact from year-round visitors.
8. Community of Opportunity: Eliminate barriers that keep Waterloo residents, and the community as a whole, from reaching its true potential, creating an equitable, thriving, and sustainable community for future generations.
Waterloo is a Community of Opportunity, where everyone can prosper.

GENERAL RULES FOR PUBLIC PARTICIPATION SPECIAL SESSION AGENDA

- A. Iowa Code Chapter 21 gives the public the right to attend council meetings, but it does not require cities to allow public participation except during public hearings. The public is required to follow the rules listed in this article when speaking during any meeting of the city council.

- B. At the presiding officer's discretion, individuals may address the presiding officer by stepping to the podium, and after recognition by the presiding officer, shall state their name, address and group affiliation, if appropriate, and speak clearly into the microphone.
- C. Comments shall be germane and refrain from personal, impertinent, or slanderous remarks.
- D. Cell phones and electronic devices shall be set to silent prior to the start of the meeting.

GENERAL RULES FOR PUBLIC COMMENT

- A. Individuals shall speak one (1) time on only one (1) issue for a maximum of three (3) minutes During the public comment section of the agenda. The public shall not be required to pre-register to speak during public comment. Individuals shall only speak on matters not listed on the regular agenda for that date. Any matter presented shall be directed to the presiding officer and addressed, if necessary, after the meeting.
- B. Council members may speak during public comment portion of the agenda after the public has finished speaking
- C. City staff shall not be required to provide an immediate answer to a matter presented during a council meeting unless it specifically pertains to an item on the agenda

RULES FOR PUBLIC COMMENT DURING PUBLIC HEARINGS

Individuals may speak during the public comment portion of a scheduled public hearing for a maximum of three (3) minutes or may submit written comments to the city clerk by four o'clock (4:00) P.M. on the day of the public hearing. Groups of citizens with similar viewpoints are encouraged to select a representative to share the viewpoint of the group.

RULES FOR PUBLIC COMMENT DURING AGENDA ITEMS

At the discretion of the presiding officer, individuals may speak for a maximum of three (3) minutes when the council discusses agenda items. This section does not apply to businesses or parties directly involved in agenda items.

Roll Call.

Prayer or Moment of Silence

Pledge of Allegiance

Approval of Agenda

RESOLUTIONS

1. Resolution approving award of bid to ITG Communications, LLC of Hendersonville, TN in the amount of \$77,864,565.10, approving the contract, bonds, and certificate of insurance, in conjunction with the FY 2023 Fiber-to-Premise Feeder/Distribution and Backbone Network Project, Contract No. 1080, and authorizing the Mayor and City Clerk

to execute said documents.

Submitted by: Kelley Felchle, City Clerk

2. Resolution approving liability insurance with Chubb, Travelers, Arch, Allied, and Coalition for property, tort, employment practices, public officials, law enforcement liability, auto, cyber, umbrella, and excess liability insurance coverage, with a total premium of \$2,086,079 and authorize the City Clerk to execute necessary documents.

Submitted by:

ADJOURNMENT

Motion to adjourn.

Kelley Felchle
City Clerk



COMMUNICATION TO THE WATERLOO CITY COUNCIL

NAME AND DEPARTMENT

Kelley Felchle, City Clerk
City Clerk Department

MEETING DATE

June 29, 2023

AGENDA ITEM TITLE

Resolution approving award of bid to ITG Communications, LLC of Hendersonville, TN in the amount of \$77,864,565.10, approving the contract, bonds, and certificate of insurance, in conjunction with the FY 2023 Fiber-to-Premise Feeder/Distribution and Backbone Network Project, Contract No. 1080, and authorizing the Mayor and City Clerk to execute said documents.

RECOMMENDED COUNCIL ACTION

SUMMARY STATEMENT AND BACKGROUND INFORMATION

NEIGHBORHOOD IMPACT

DATA, ANALYSIS, AND STRATEGIES

IMPLEMENTATION, ACCOUNTABILITY, AND COMMUNICATION

COMMUNITY ENGAGEMENT METHODS

SOURCE OF EXPENDITURES

ALTERNATIVE ACTION

LEGAL DESCRIPTION

ATTACHMENTS

1. Attachment A-ITG Communications_STATEMENT OF BIDDER _6222023
2. Waterloo - Letter of Recommendation for Fiber Contract 1088
3. 6.15.23 - FY 2023 Fiber-to-Premise Feeder Distribution and Backbone Network Project,
Contract No. 1080

STATEMENT OF BIDDER'S QUALIFICATIONS

(To be submitted by the Bidder only upon the specific request of the City of Waterloo, Iowa.)

All questions must be answered and the date given must be clear and comprehensive. This statement must be notarized. If necessary, questions may be answered on separate attached sheets. The Bidder may submit any additional information he desires.

1. Name of bidder. **ITG Communications, LLC**
2. Permanent main office address. **152 Molly Walton Dr Hendersonville TN 37075**
3. When organized. **2013**
4. If a corporation, when incorporated. **2013**
5. How many years have you been engaged in the contracting business under your present firm or trade name? **10**
6. Contracts on hand: (Schedule these, showing amount of each contract and the appropriate anticipated dates of completion.)
 - **Comcast; \$XXm, continuous contract**
 - **Charter; \$XXm, continuous contract**
 - **Prentiss County Electric; \$10M (completed)**
 - **Coast EPA; \$8M**
 - **First Electric; \$15m (4 year project)**
 - **Tombigbee; \$20m (2 year project)**
 - **East Central Energy; \$250m (4 year project)**
 - **White River Valley; \$30m (3 year project)**
 - **Connect 2 First; \$15m (3 year project)**
 - **Singing River Electric; \$15m (3 year project)**
 - **Joe Wheeler; \$10m (3 year project)**
 - **Coosa Valley Electric; \$12m (3 year project)**
7. General character of work performed by your company.
 - **Fiber Construction; Aerial and Underground**
 - **Drop Bury; Aerial and Underground**
 - **Fulfillment / Home Installation**
8. Have you ever failed to complete any work awarded to you? If so, where and why? **No**

9. Have you ever defaulted on a contract? If so, where and why? **No**
10. List the more important projects recently completed by your company, stating the approximate cost for each, and the month and year completed. **See #6**
11. List your major equipment available for this contract.
- **Bucket Trucks; Insulated and Non-Insulated**
 - **Directional Drills**
 - **Truck Fleet**
 - **Other; Mini-Excavator(s), trencher(s), Plow(s), Splicing trailers**
12. Experience in construction work similar in importance to this project.
- **Comcast construction; Fiber Build Aerial and Underground**
 - **Charter Communications; Fiber Build Aerial and Underground**
 - **Frontier Communications; Fiber Construction**
 - **Electric Cooperatives; Fiber Construction Aerial & Underground, Drops, and Installation**
 - **Prentiss County Electric (MS)**
 - **Coast EPA (MS)**
 - **First Electric (AR)**
 - **Tombigbee (AL)**
 - **Pea River (AL)**
 - **East Central Energy (MN)**
 - **White River Valley Electric (MO)**
 - **Connect 2 First (AR)**
 - **City of Cabot Arkansas (AR)**
 - **Singing River Electric (MS)**
 - **Coosa Valley Electric (AL)**
 - **Joe Wheeler Electric (AL)**

13. Background and experience of the principal members of your organization, including the officers.

Executive Management





Michael Brooks
CEO, Partner

Mr. Michael Brooks is the Co-Founder and CEO of ITG Communications, LLC and is responsible for the daily operations of the Company. Prior to founding ITG, Mr. Brooks served as President of FTS USA, a division of UniTek Global Services, from 2008 to 2013 and was responsible for building it into a national cable fulfillment and construction service provider. Mr. Brooks has a 20-year history in the Cable industry, starting his career as an installer and progressively working his way into senior management positions. He ultimately founded and built Helm CATV Services, a company he owned and operated until it was sold to UniTek Global Services in 2008.



Chris Perkins
President, Partner

Mr. Christopher Perkins is the President for ITG Communications, LLC and is responsible for launching and integrating the Company's new fulfillment and construction operations. Prior to ITG, Mr. Perkins served as CEO of FTS USA 2006 to 2013 and was responsible for building it into a national cable fulfillment and construction service provider. Mr. Perkins founded FTS in 2005 and sold it to UniTek in 2006. Mr. Perkins has a 30-year history in the Cable industry, starting his career as an installer and progressively working his way into senior management positions at General Fiber Communications and LB&L Cable.



Troy McClendon
Executive Vice President, Partner

Mr. Troy McClendon is the EVP for ITG Communications, Inc. and is responsible for Business and Market development, where he brings over 30 years of management and sales experience. Prior to ITG, Mr. McClendon was the founder and President of EGIS Systems, LLC, a Compliance and Managed IT Security Services Company. From 1996 to 2009, Mr. McClendon served as co-founder and President of Everest Technologies, a consulting company that was an early adopter of the important role IT security was going to play in protecting companies' assets. Since 1996, Mr. McClendon has owned and strategically led service-based companies, successfully growing revenue and profitability. In 2013, Mr. McClendon sold EGIS Systems, LLC, known today as Fortified Health Security, to a nationally recognized Healthcare based consulting company.



Chris Hamill
Sr. VP of Operations

Mr. Hamill started in the communication industry 22 years ago as a premise installer, then splicer, and then to management. He began as a sole proprietor serving as a contractor on projects for CDE, Dalton Utilities, and Chattanooga EPB. Soon after, he began working on projects for larger companies including Verizon, Windstream, Comcast, and TDS Telephone. He served as a project manager on multiple projects across the southeast including the North Alabama Electric Cooperative FTTH project as well as many others, being almost 18 years of that experience solely in the FTTH market. He loves working in rural communities and started Heritage Communication to help bring high speed broadband access to underserved areas.



Tom Griffin
VP of Operations

Mr. Griffin started his 32-year career in the telecommunications industry as a consulting engineer for Independent Telephone Companies in November of 1989. In 2005, Tom received his Mississippi Professional Engineering License, returned to his hometown in Meadville, Mississippi, and then accepted a role as general manager at an RLEC serving twenty-six counties in rural Mississippi. Most recently Tom served as Chief Executive Officer of Heritage Communication, LLC, a construction company headquartered in Rossville, Georgia. In this role, Tom was responsible for managing growth, setting standards of excellence, and providing strategic vision for the company. As Vice President of Operations - Fiber for ITG, Tom will assist the team in developing the fiber deployment activities of ITG in the Electric Cooperative and Rural Telco space.

14. Credit available: \$ \$45m.
15. Give bank reference: Regions Bank.
16. Will you, upon request, fill out a detailed financial statement and furnish any other information that may be required by the City of Waterloo, Iowa?
Yes
17. The undersigned hereby authorizes and requests any person, firm, or corporation to furnish any information requested by the City of Waterloo, Iowa, in verification of the recitals comprising this Statement of Bidder's Qualifications.

Dated at _____, this 22nd day of
June, 2023.

Michael Brooks

(Name of Bidder)

By: [Signature]

Title: CEO

State of Tennessee)

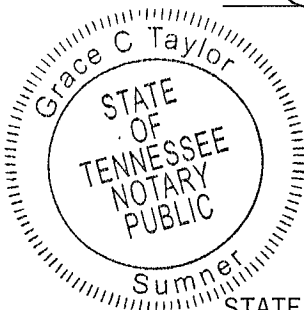
) ss:

County of Sumner)

Michael Brooks, being duly sworn deposes and says that he
is CEO of
ITG Communications
(Name of Organization)

and that the answers to the foregoing questions and all statements therein
contained are true and correct.

Subscribed and sworn to before me this 22nd day of
June, 2023.



Grace Taylor
Notary Public

My commission expires June 30th, 2026.

STATEMENT OF BIDDER'S QUALIFICATIONS

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Project Title: City of Waterloo 2023 Construction of a Fiber-to-the-Premise Feeder/Distribution and Backbone Network

Memo Title: Recommendation for the Fiber Contract 1088 Award

On June 1, 2023, the City of Waterloo solicited notice for sealed proposals for the F.Y. 2023 Construction of a Fiber-to-the-Premise Feeder/Distribution and Backbone Network. The objective was to contract with a qualified and experienced firm(s) to build the necessary components to create the high-speed FTTP (Fiber-to-the-Premise) XGS-PON (10 Gigabit Symmetrical-Passive Optical Network) communications Network (the Project) within the City's defined Service Area and prepare it to deliver backbone and fiber-to-the-home services. The Proposals were opened on June 15, 2023, and four (4) proposals received were qualified bidders. The responsive firms are as follows:

1. ITG Communications, LLC
2. Michels Power
3. MP Nexlevel, LLC
4. Quanta Telecom Solutions

After careful review and analysis by the Magellan/ENTrust Team, Magellan/ENTrust recommends an award of the Fiber Contract 1088, be made to **ITG Communication, LLC, with proposal of Base Bid (Division 1 + Division 2) with alternate "C" (1) 1' installed at 42" HDD and Vaults**, as the lowest responsible, responsive firm. Based on their Proposal and experience ITG Communications, LLC, is the most responsible and responsive firm to undertake the telecommunication fiber project outlined in support of the needs of the City of Waterloo.

Items of Consideration:

Change Order for Drop Installation:

Another compelling reason for ITG Communications, LLC, is their capability to manage fiber drop installations. By partnering with ITG, the City should address ITG's ability to manage fiber drops and provide pricing as a potential change order or an amendment to the contract for the project with fiber drop options. Also, request a scope of work (SOW) on the placement method of the installation of the fiber drops; small conduit, direct bury flat drop, etc.

Cost Reduction Opportunity:

The ability to optimize project resources and implement cost-effective solutions will undoubtedly contribute to significant cost reductions for this fiber contract. After evaluation of ITG's Bill of Materials (BOM) proposal, Magellan/ENTrust has identified a cost reduction opportunity, that the City should leverage during contract negotiations with material pricing proposed by ITG. Example: Item 243 – CommScope CSC150 Micro Closure – CSC150 - C5A1A1BA000

Ability to Work in Winter or Cold Weather:

It is critical to consider ITG's capacity to operate properly in wintry weather because the communications project will continue throughout the winter season. The City of Waterloo should request a plan/timeline, a detailed list of the equipment, upkeep, and inspection methods, security measures, and knowledge needed to reduce the hazards involved with winter operations. The success of this project depends on their dedication to producing high-quality outcomes on schedule regardless of the weather.

Attachment A: ITG Communications "Statement of Bidder's Qualifications"

If you have any further questions or need more information, please contact us. Thank you for your attention to this matter.

FY 2023 Fiber-to-Premise Feeder/Distribution and Backbone Network Project,
Contract No.1088 – June 15, 2023 Bid Tab

Bidder	Bid Security	Bid Amount
Quanta Telcom Solutions, Loganville, GA	5%	Division 1 Base Bid Work – FTTP: \$25,078,825.63 Division 1 Base Bid Total Price: \$25,078,825.63 Division 2 Base Bid Work – Backbone: \$17,778,688.69 Division 2 Base Bid Total Price: \$17,778,688.69 Base Bid Total (Div. 1 + Div. 2): \$42,857,514.32 Base Bid Total (Div. 1 + Div. 2) + Alternate A: \$75,741,806.40 Base Bid Total (Div. 1 + Div. 2) + Alternate B: \$72,783,523.50 Base Bid Total (Div. 1 + Div. 2) + Alternate C: \$81,676,917.39 Base Bid Total (Div. 1 + Div. 2) + Alternate D: \$78,718,634.49
MP Maple Lake, MN	5%	Division 1 Base Bid Work – FTTP: \$24,281,864.47 Division 1 Base Bid Total Price: \$32,093,975.71 Division 2 Base Bid Work – Backbone: \$17,583,127.35 Division 2 Base Bid Total Price: \$23,286,241.03 Base Bid Total (Div. 1 + Div. 2): \$55,380,216.74 Base Bid Total (Div. 1 + Div. 2) + Alternate A: \$96,862,423.38 Base Bid Total (Div. 1 + Div. 2) + Alternate B: \$96,862,423.38 Base Bid Total (Div. 1 + Div. 2) + Alternate C: \$104,874,457.18 Base Bid Total (Div. 1 + Div. 2) + Alternate D: \$104,874,457.18
Michels Power Neenah, WI	5%	Division 1 Base Bid Work – FTTP: \$29,851,646.71 Division 1 Base Bid Total Price: \$29,851,646.71 Division 2 Base Bid Work – Backbone: \$26,270,161.07 Division 2 Base Bid Total Price: \$26,270,161.07 Base Bid Total (Div. 1 + Div. 2): \$56,121,807.78 Base Bid Total (Div. 1 + Div. 2) + Alternate A: \$100,570,218.87 Base Bid Total (Div. 1 + Div. 2) + Alternate B: N/A Base Bid Total (Div. 1 + Div. 2) + Alternate C: \$106,871,767.66 Base Bid Total (Div. 1 + Div. 2) + Alternate D: N/A
ITG Communications, LLC Tullahoma, TN	5%	Division 1 Base Bid Work – FTTP: \$15,100,874.07 Division 1 Base Bid Total Price: \$21,244,963.93 Division 2 Base Bid Work – Backbone: \$13,281,835.68 Division 2 Base Bid Total Price: \$16,448,982.14 Base Bid Total (Div. 1 + Div. 2): 37,693,946.07 Base Bid Total (Div. 1 + Div. 2) + Alternate A: \$66,565,919.83 Base Bid Total (Div. 1 + Div. 2) + Alternate B: \$66,565,919.83 Base Bid Total (Div. 1 + Div. 2) + Alternate C: \$77,864,565.10 Base Bid Total (Div. 1 + Div. 2) + Alternate D: \$77,864,565.10

