

<b><u>Major Negotiation Milestones 2000-2005</u></b>		
<b>Date</b>	<b>Milestone</b>	<b>Result</b>
06/2000-10/2000	Council forms a Telecommunication working group to advise Council on negotiations	Working group recommends establishing a relationship with a Telecommunications consultant; consultant hired
12/2000	Consultant does community training about the renewal process and renewal issues advises initiation of needs assessment activities and initial development of a new ordinance	Consultant advises initiation of needs assessment activities and initial development of a new ordinance
03/2001-Present	Council forms a Telecommunications Task Force with representatives from the community, business, the University of California, Davis, Davis Community Television, Davis Community Network, and Davis Joint Unified School District	Task Force meets over 160 times, task force meetings and other subcommittee work contributes over \$120,000 in in-kind staffing to the renewal process.
1/2002	Task Force completes new Cable and Telecommunications Ordinance	Standards for customer service, community-wide service, and other performance obligations are set in the ordinance.
10/2001-1/2004	Needs assessment is comprehensively initiated and completed in Davis. Over 1500 local residents participated in surveys, focus groups and hearings.	Multiple surveys, focus groups, review of strategic plans and subcommittee research are combined to formulate a thorough statement of community needs. The Davis <i>Preliminary Cable-Related Needs Report</i> is recognized by Center for Digital Democracy as a model needs report.
March 2003-Present	Informal Cable negotiations begin: Primary Comcast negotiators from government affairs staff	Primary negotiating points developed,
November 2003-Present	Rebuild granted in Davis: Needs report sand active negotiations, including with the Telecommunications Task Force result in the city being granted a rebuild in advance of other cities in the region and the bay area.	Rebuild of the cable system allows services to entire community, including downtown, development of high-speed interests access throughout the city and an opportunity to lay fiber for a city-wide Institutional Network
February 2004	Comcast agrees to include an Institutional Network (I-Net) in the Rebuild project	39 I-Net sites to be developed with 6 strand fibers to each site. City and

		School District to share initial costs, estimated first to \$1,600,000 (Fiber + Equipment); cost negotiated down to \$650,000 for fiber and likely \$200,000-\$400,000 in equipment and staffing to begin I-Net operations.
July 2004	First deal points	Capital grant for new equipment, increased number of channels and ongoing capital funding charged to customers each month.
September 2004	Council declines proposal on primary deal points and asked for audit of franchise fees	Basic levels of support for capital and equipment, length of term and number of channels established by Council
March 2005	Audit report complete	Audit shows approximately \$9,200 in underpaid revenue in advertising and launch fees
May 2004	Franchise agreement presented to Telecommunications task Force; Task Force holds community hearing; Task Force settles major franchise issues related to revenues, I-Net maintenance and repair	Task Force settles major franchise issues related to revenues, I-Net maintenance and repair
July 2005	Franchise agreement	Council and Task Force standards add another \$290,000 to up front grants and per subscriber grants to the agreement since September 2005
August 2005 (projected)	Council approves franchise	
October 2005 (projected)	Franchise period begins	In approved, capital funding, settlement funding and one new channel will be granted immediately; I-net construction to be completed in February.