



CITY OF LAWRENCE
REQUEST FOR INFORMATION (RFI) RESPONSE

March 12, 2014

Wicked Broadband
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Summary

Wicked Broadband has developed a plan to provide last-mile fiber to the premises (FTTP) services for the entire community in a way that promotes competition and facilitates public access.

The most important component of Wicked’s proposal is that the company will operate the resulting infrastructure as a wholesale common carriage system. All retailers in the community would be granted access to the system at a pre-agreed, publicly published wholesale price.

These services will be provided in a competitively neutral manner. Any and all service providers will be welcome to use the resulting infrastructure to provide competitive telecommunications services to the community.

This community oriented approach provides a level playing field where providers will compete to provide services to residents. Using this approach, everyone wins;

- **Residents** get access to a competitive marketplace where providers compete to provide the best quality service at the lowest price.
- **Providers** share capital costs and gain access to future proof fiber-optic infrastructure. This reduces their overhead and allows them to deploy next generation services to residents.
- **Local government** gets access to a growing revenue stream in the form of expanded franchise fee payments. All users of the network would be required to pay a 5% franchise fee on their gross Internet revenue.

The project, which is already under way, takes place in three phases:

1. **Pilot project** – the pilot project will provide service to around 1,000 homes in the neighborhoods selected during company’s pre-registration contest. Four (4) fibers will be pulled and terminated at each customer’s residence. Once funded, the total calendar time for this project is expected to be 9 to 12 months.

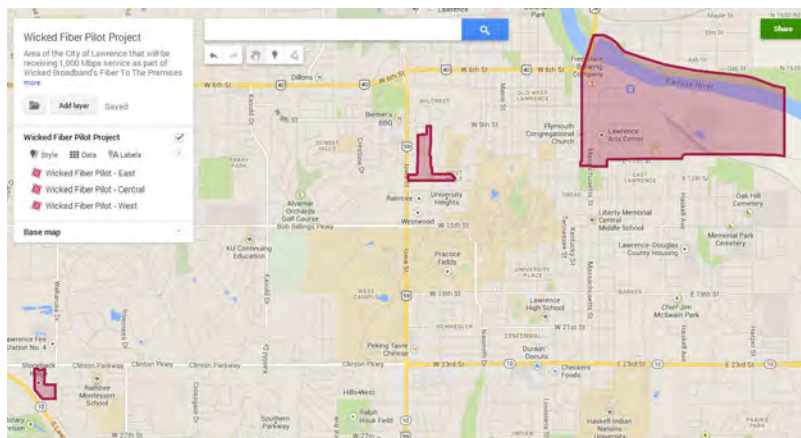


Figure 1: Neighborhoods self selected for Phase I pilot project

2. **Equity Expansion** – in 2015 and 2016 the company will pursue an equity investment on the order of \$10M to expand the pilot project to an additional 10,000 homes. This expansion is expected to take two years to implement.

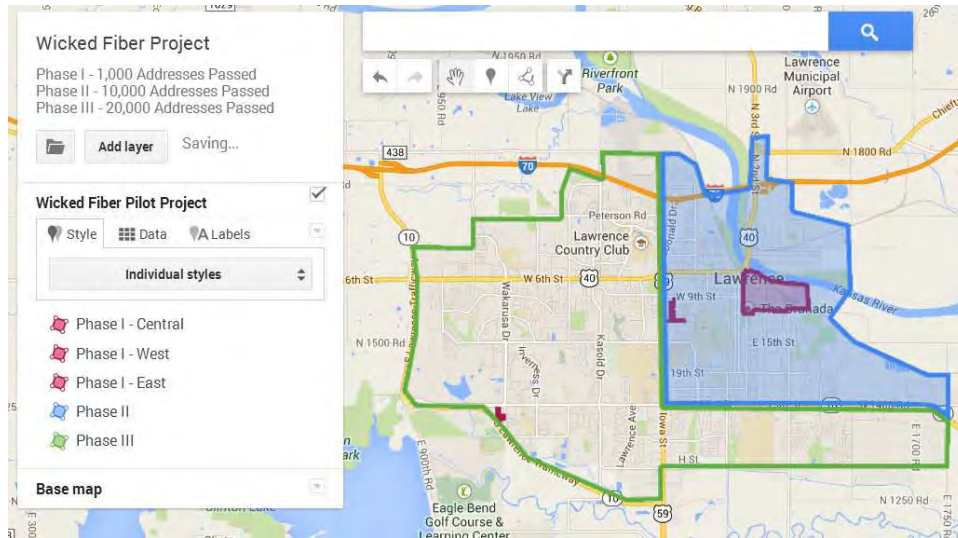


Figure 2: Phase II will bring fiber to another 10,000 homes

3. **Debt Expansion** – As part of the equity round, the company will secure follow-on funding to complete the network. This funding will likely take the form of \$20M in bonds or other long term debt obligation. This phase is also expected to take two years to implement. At the end of this project, Lawrence will have fiber installed or available to all of the households in the community.

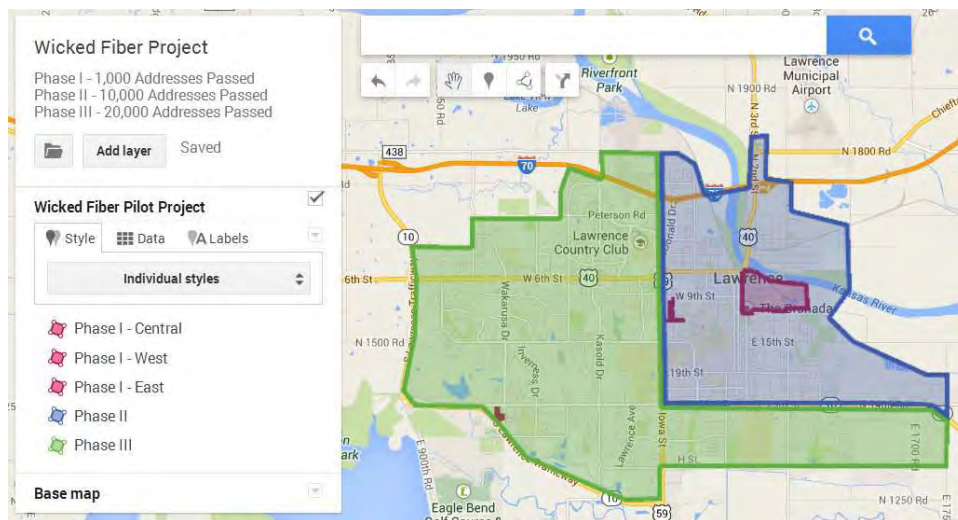


Figure 3: Phase III will provide complete coverage.

Under this model the private sector provides 98% of the \$30M needed to build a FTTP network in the community. The City of Lawrence “primes the pump” by participating in the pilot project and enthusiastically supporting the build out effort. Momentum from the successful pilot project is used to raise private equity for network expansion. During the final phase, revenue generated from subscriptions to the first two phases is used to secure debt financing for the final build out.

In exchange for its financial support (\$500K of the \$1M needed during the pilot phase), the City receives concessions on how the network is operated:

1. The network owner will be required to provide access to the network to any and all service providers on an equal basis. Pricing for wholesale access will be publicly available and all providers will be treated equally.
2. The City will receive 5% of the gross retail revenue from all services operated on the network system. This includes television, telephone and, most importantly, Internet revenues. It is important to note that **currently the City of Lawrence does not receive franchise revenue from the Internet services provided on incumbent networks.**
3. Wicked Broadband will deploy a WiFi network in conjunction with the fiber-optic roll-out. This network will allow anyone to access City of Lawrence, Douglas County, USD497 or University of Kansas network resources without a paid account. This means that all citizens will have access to local government resources from any WiFi enabled device.

It should be noted that there is not a single example of a fiber-optic system being deployed inside or outside the United States without extensive support from the municipality. In many cases this support takes the form of an exclusive franchise (as was the case with Sunflower Broadband and AT&T).

Even Google Fiber required extensive in-kind subsidies from Kansas City in the form of free office space, access to existing fiber-optic cable and discounted pole attachments. Of these subsidies, discounted pole attachments and expedited engineering were the single largest subsidy.

Since Lawrence does not own its utility infrastructure, the City's ability to provide in-kind subsidies is limited, so there will have to be some kind of financial subsidy to make any project feasible.

Any provider who proposes the construction of a system without substantial subsidies of some kind is destined for failure. This is especially true of providers who have little or no experience actually operating an Internet Service Provider.

Services & Pricing

Much like Google Fiber, Wicked Broadband will provide both Television and Internet service to fiber optic customers. The company will also continue to provide wireless services for WiFi enabled devices.

Television Services

Wicked Broadband has entered into an agreement to provide television services to Lawrence. The company is in the process of launching its first TV product which is expected to debut in June of 2014.

Service	Price	Device	Channels	Featured <small>Most channels provided in both standard and high definition.</small>
IPTV-1	\$19.99/Mo	Roku/WD TV	27	FOX, CBS, ABC, NBC, PBS, CW, BOUNCE TV, COZI, MY TV
IPTV-2	\$49.99/Mo	Set Top Box / DVR	94	IPTV-1 + CNN, HLN, FOX NEWS, CNBC, MSNBC, CSPAN, ESPN(1,2,U,Classic), NBC Sports, FOX Sports(1,2), Big 10, Home & Garden, Discovery, TLC, History, Disney, Cartoon Network, Nickelodeon, Comedy Central, E!, A&E, TBS, TNT, SyFy, USA, FX, AMC, Lifetime, Spike, VH1, MTV

A complete lineup of channels appears in Appendix A. At some future juncture Wicked plans to expand its TV service to include premium channels such as HBO, Showtime and Starz.

Internet Services

Wicked Broadband already provides services to many residents of Lawrence, KS including 1 gigabit per second (Gbps) fiber optic service. That is 100x faster than the service available at the average American home. Wicked provides this service to a variety of single family, multi family and business addresses.

Exempt Service

Wicked Broadband is proud to provide free service to hundreds of low income residents at dozens of sites throughout the community. All non-profit organizations in our community qualify for free service from the company¹. This service includes free installation, free Internet service and free maintenance.

Sites that qualify for exempt services are connected via the best technology available at the site. As the company expands its fiber presence, these organizations and individuals will be upgraded to 1 Gpbs fiber-optic service.

Table 1: Wicked provides free service to local charities and to individual low income households.



As part of this project, service will be extended to the Lawrence Art Center and the Habitat Restore facility as well as any other charitable or government organizations.

Residential Service

Wicked Broadband provides service to residential homes using a variety of technologies. Homes served under this FTTP initiative will be offered the option of subscribing via fiber-optic cable, but will also be able to access service via the accompanying WiFi network if they so choose.

¹ The company reserves the right to deny free service to any charitable organization for any reason at the sole discretion of management. That includes, but is not limited to organizations that engage in hate speech or discrimination based on age, gender, race, religion or sexual orientation.

Wicked’s residential service has no bandwidth caps. The company also provides 24x7 status monitoring for equipment providing service to single family homes via fiber. Often times, the company knows about outages or equipment failures before the home owner. This allows the company to contact the home owner and dispatch a technician without being prompted.

Finally, the company’s service is “reflective” meaning that most Wicked members get download speeds that are equal to their upload speeds. This makes Wicked’s service unique in the community and provides its subscribers with orders of magnitude better connectivity when uploading large files or engaging in video conferencing.

Bulk Service

The company has offered bulk rate service to other retailers and to the community at large for over five years. This service allows competitors or large customers to purchase accounts for multiple addresses and pay a single, heavily discounted invoice.

The company currently provides bulk service to over 3,000 Lawrence residents at apartment complexes and greek houses throughout the community.

Table 2: Wicked broadband provides bulk service to 24 of 29 greek houses in Lawrence.



Business Service

Wicked’s business service is second to none. The company provides managed connectivity and 24x7 monitoring to its business clients. Businesses have access to mobile phone contact information for the

company’s management and if they experience problems, they can get an expert on the phone in minutes.

The company’s business services are also “reflective” meaning that business customer’s upload speeds are identical to their download speeds. This allows businesses to push documents, images, videos and other large data files to the Internet several times faster than competing technologies.

Wicked’s business service is also priced differently than other providers. The company guarantees one Mbps of throughput for each \$59.98/month paid. With each dedicated Mbps of service, the company provides an additional 9 Mbps of best effort service. That means that businesses are guaranteed to have a certain level of connectivity, but a vast majority of the time they receive 10x more throughput than they are pay for.

Table 3: Wicked’s business customers represent a wide variety of industries. Here is a representative sample.



Delivery Technologies

Clients accessing the network on fiber generally achieve the full advertised rate.

It is important to note, however, that the quality of the company’s wireless connectivity is dependent on a host of factors including the quality of the client’s device, antenna type, line of site (i.e. walls, obstructions, tree coverage), background noise and proximity.

Though most clients get substantially more throughput than they pay for, certain clients are unable to achieve the full speeds offered by the company. These clients are distant from an antenna, have obstructions between their device and the antenna or are located in an area with a high level of background noise.

Table 4: Wicked Broadband Services & Pricing

	Advertised Speed	Typical Speed		Monthly Price
Fiber				
Flying Monkey	1,000 Mbps	1,000 Mbps		\$99.98
Tinman	100 Mbps	100 Mbps		\$69.99
Scarecrow	20 Mbps	20 Mbps		\$49.98
Business	1,000 Mbps	1,000 Mbps	\$59.98/Committed Mbps	
Bulk 100	100 Mbps	100 Mbps		\$12.00
Bulk 1,000	1,000 Mbps	1,000 Mbps		\$24.00
Wholesale Dark	-	-		\$25.00
Directional Microwave				
		Ideal Conditions	Adverse Conditions	
Advanced	10 Mbps	50 Mbps	15 Mbps	\$47.98
Business	1 Mbps	50 Mbps	15 Mbps	\$59.98/Committed Mbps
WiFi				
		Ideal Conditions	Adverse Conditions	
Advanced	10 Mbps	20 Mbps	8 Mbps	\$47.98
Pre-Paid	10 Mbps	20 Mbps	4 Mbps	\$38.00
Basic	10 Mbps	20 Mbps	4 Mbps	\$37.98
Daynet	10 Mbps	20 Mbps	4 Mbps	\$3.99/Day
Government Access	10 Mbps	20 Mbps	4 Mbps	Free
Mass St. District	10 Mbps	20 Mbps	4 Mbps	Free

Experience

Community Wireless Communications, Co. DBA Wicked Broadband has been providing service to residents of Lawrence since its founding in January 2006. The company has developed and implemented the largest open-source mesh network in the United States.

The company currently acts as the primary Internet service provider for thousands of residents here in Lawrence, KS. Wicked currently offers the fastest service available in Lawrence – 1,000 Mbps full duplex service delivered on active fiber. This service is on-par with services provided by Google Fiber and substantially exceeds the speed of services publicly offered by incumbent providers.

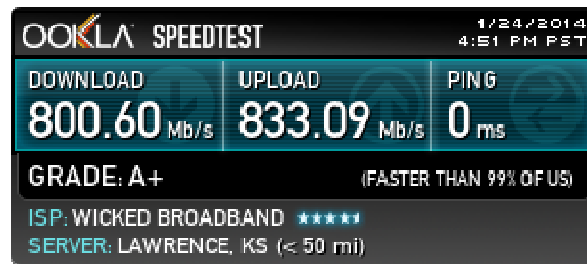


Figure 4: Speedtest.net speedtest for residential Gigabit customer.

The company is consistently rated as the best ISP in the community by Speedtest.net users. Over 4 dozen letters of reference and recommendation from local users are included in Appendix B, but here are some representative samples from current customers on Wicked’s fiber network:

“I would highly recommend you switch to Wicked”

- Shirley Goodburn, House Director at Alpha Delta Pi

“The students at Triangle are consistently able to rely on quality uninterrupted service and no limits on bandwidth or number of devices. The old contract prices we had with other companies offered little to no support, and terrible speed at double the cost.”

- Eric Bloom, Treasurer at Triangle Fraternity

“We were the first household to have access to the 1 Gbps Fiber services....With our previous provider, we constantly had difficulty streaming movies and such, but we have had zero issues since switchpot to Wicked Broadband”

- Kim Hirmas, 1503 Stratford Rd.

“[Wicked Broadband’s] customer service it tops, Internet service is excellent and the staff is always there to help”

- Nancy Combest, House Director at Sigma Kappa Sorority

“Sigma Nu places a very heavy load on our Internet service, as most guys in the house enjoy downloading a lot of music, movies and programs as well as streaming shows and movies from sites like Netflix and Hulu. This being said, our service is very fast and very reliable.”

- Jandon Riesenber, Chapter President at Sigma Nu Fraternity

“We went from daily drops in broadband bandwidth during high-use times to steady Internet service.”

- Judy Carpenter, House Director at Delta Upsilon Fraternity

“This new bandwidth allows us to be more competitive and this in turn should lead to job growth here at our company over time.”

- Tim Hunsinger, President of Scanning America, Inc.

Wicked’s staff includes network professionals with over a decade of experience in building and maintaining high speed networks. In addition to industry standard certifications like A+, Network+ and Security+, Wicked has staff that belong to the Air Force’s only National Security Agency (NSA) certified red team and are cleared for TOP SECRET information and granted access to sensitive compartmented information based on single scope background investigation.

Our Technology

Bringing fiber-optic Internet to our community is huge challenge. With over 1,000 members of the Greek system already using our fiber-optic service online, Wicked Broadband's staff has proven that they are up to the technical challenge.

Step 1: Dig a hole

As with any network project that we've ever been involved with the first step is to dig a big hole.

In our case this hole will be occupied by underground conduit. This conduit will be installed by a local contractor who is paid a fair price.

At the same time they are installing conduit, our underground contractor will be setting hand-holes. These holes are used to join separate conduit runs and to house enclosures where the fiber-optic cable is spliced together.

Step 2: Pull the fiber

After the conduit is in place, our underground crew will pull a fiber-optic cable through from the nearest hand-hole to your home. In some cases this will be housed in conduit, in others it will be "direct-buried" using a vibra-trencher.



Horizontal Drilling Eliminates Trenches



Hand Hole



Wicked Fiber Enclosure

Step 3: Terminate the fiber

Once the fiber is pulled to your site, the next step is terminating it. Fiber is terminated inside of a 12" x 12" x 6" galvanized steel NEMA 3R rain tight enclosure.

Inside of the enclosure we place an optical networking terminal (ONT). The ONT is also water proof and protects the connectors on the end of the fiber (the ferrules) from dirt, debris and damage. To connect the fiber-optic cable to the ferrules in the ONT, our technicians use Wicked's state-of-the-art fusion splicer.



Terminated Fibers

Expansion capacity

Notice that we are only using two (2) of the four (4) fibers that we are installing on each and every house. We actually only need one, but are using two because transceivers with both a send and receive fiber are less expensive than single fiber transceivers.

The result? We are installing enough capacity for other carriers to make use of it in the future. We are hoping that once we've built out the fiber network Google Fiber, or another provider, will make use of it to provide additional high-speed services in our community.

Unlike cable and phone providers who are moving mountains to keep competition out of the market, we believe that competition provides value for our customers and forces incumbents to innovate.

Step 3: Install the electronics

Rather than trying to re-invent the wheel, we've selected durable, time tested electronic components for our fiber demarcation points. Our electronics package includes:

- Five port managed switch with SFP Cage for fiber transceiver
- Flexible power over Ethernet (POE)/solar charge controller
- 12V/5V voltage converter
- Five amp hour battery backup

This state of the art electronics package allows us to connect up to five devices at each site to our gigabit network core.

- Port 1 - IPTV Segmented Network
- Port 2 - 1 Gbps Internet Access
- Port 3 - Managed wireless access point
- Port 4 - Spare (technician access)
- Port 5 - Spare



Electronics Installed

Notice that once again we have included expansion capacity in our enclosure. This future proofs the installation and ensures that there will be a data port available for future technologies - like 3D holographic basketball coverage.

You might also notice that we are using port 3 to provide "managed wireless access". What's that?

Managed wireless

Managed wireless access is one of the features that we are bringing to our members that other ISPs simply don't have. By installing a managed access point on each home and connecting it to our battery backup we are able to provide our members with:

1. Access to the Internet in the event of a power outage or emergency
2. Access to public information resources without a paid account
3. Roaming WiFi access throughout the community



Managed Wireless Access

Step 4: Install your wall port

Unlike legacy technologies (cable and telephone), our infrastructure is designed for 21st century telecommunications. You don't need a special modem to translate between your router and our service. Plug in and get online. It is as simple as that.

We install a single wall plate on an exterior wall. If the member only has one desktop computer (some people still do!), they can simply plug into the port and get online.

Most families are going to want to install a router to share their connection among multiple devices. A router allows you to connect your laptop, cell phone, desktop, tablet, set-top box and game console to the Internet, all at the same time.

Step 5: Connect your devices

To get the most out of your Wicked Fiber connection, we recommend you upgrade your home router to one that supports a Gigabit connectivity. We recommend the Netgear N740 Wireless Dual Band Gigabit Router.



100 Mbps Wall Plate



Netgear N750 Router

This \$119 router can be purchased from us, or directly from Amazon or another online retailer.

This router will allow all of your wireless devices to connect to the Internet using 802.11g, 802.11a, 802.11n and 802.11ac. That means legacy devices like old laptops can connect using 802.11g while you are simultaneously watching HD video on your Roku 3 using 802.11n.

The router also has advanced technologies like DLNA to share music and videos with your TV, wireless print sharing, wireless backups using Time Machine and a bunch of other features that are useful.

Most importantly, unlike older routers, it allows you to actually use the Gigabit service we are bringing to your home.

Connecting your Roku, Set Top Box or game console

Even though many modern TVs, game consoles and streaming media players have WiFi, you are going to get the best performance and lowest latency using wired technologies. That is why we recommend you connect your wired devices back to your router using ZyXEL PLA4211 HD Powerline Adapters.

These adapters cost around \$90 per pair and can be purchased from us, or directly from Amazon.

Using powerline networking technology, these devices allow you to connect the wired ports of your various computers and devices to your router by way of your electric power lines. Nominally rated to 500 Mbps, these devices make it easy to share data from your Wicked Fiber wall plate with devices in the basement or the attic.



ZyXEL Powerline Adapters

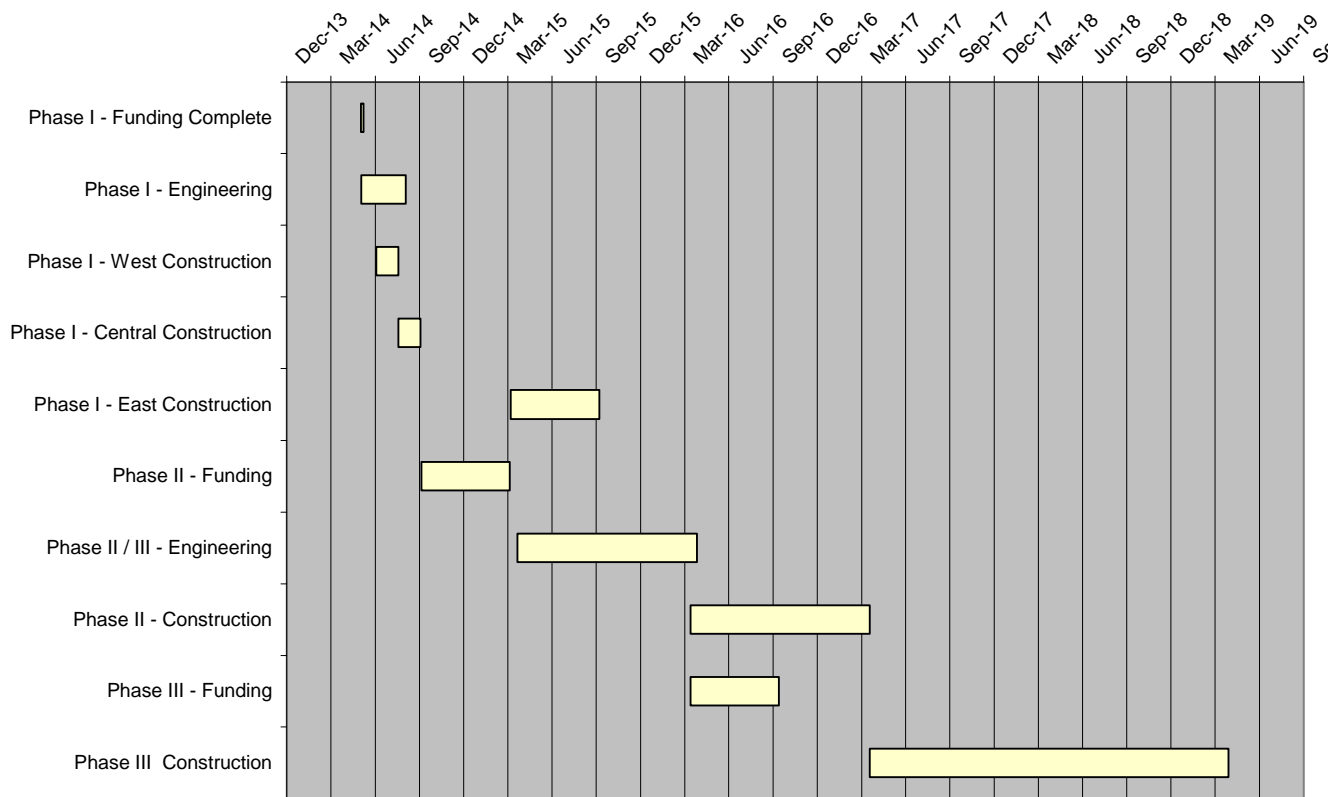
Quality of Service

Wicked Broadband uses a variety of technologies to ensure quality of service, including Cisco technologies such class-based weighted fair queuing, variable bit rate virtual circuits, pxf queuing and vlan tagging (for traffic segregation). The company also uses linux based systems to tag and filter traffic in memory at various different points of network consolidation.

Detailed discussion of the application of these technologies is proprietary. As can be seen in a number of the letters of reference and recommendation, however, the net effect of the company's application of bandwidth management is to provide most Wicked customers with access to substantially more bandwidth than they are actually paying for.

Timeline

Wicked Fiber Rollout Timeline



City of Lawrence Participation

To facilitate the project, Wicked has requested the following economic development incentives:

1. Waiver of first \$20K in franchise fees for 5 years. Wicked Broadband is currently the only ISP in Lawrence that pays a 5% franchise fee on its gross Internet revenue. The company would like to keep the first \$20K of these funds for the first 5 years of this project retroactive to the date the Wicked Fiber effort began (Q3, 2013)
 - Category: Tax Abatement
 - City Expenditure: \$0
2. Permission to co-locate splice cases in City hand holes. In places where Wicked fiber intersects City of Lawrence fiber, Wicked would like to keep its splice cases in the same hand hole as the City.
 - Category: Infrastructure
 - City Expenditure: \$0
3. Permission to splice into leased fiber under City supervision. Wicked has the skills and equipment necessary to do this work. Wicked can perform this work in house at a fraction of the cost of a contractor.
 - Category: Regulatory Change
 - City Expenditure: \$0
4. Thirty year leases of middle mile fiber. Wicked would like 12 count on each of the City's existing fiber runs, except where fiber is close to exhaustion. At those sites, Wicked would like a single fiber (i.e. from City Hall to the County Courthouse). When the City puts in new fiber for traffic or other purposes, Wicked would like for the City to include 24 fibers for Wicked's use.
 - Category: Infrastructure
 - City Expenditure: \$0
5. \$500K Infrastructure Grant & Loan Guarantee. Wicked would require a matching grant from the City in the amount of \$500K. The City will also be asked to underwrite Wicked's \$500K matching loan. This reduces the interest rate and extends the term of Wicked's financing.
 - a. Category: Loan/Grant
 - b. City Expenditure: \$500K

We are willing to discuss several variations of item five including a simple loan guarantee (i.e. eliminate the need for a grant), but to make it work we would need to develop an agreement in consultation with our lending partner, Emprise Bank.

Scope

The proposed network will be operated as a wholesale common carriage system. The installed capacity will be available to any retail provider for a fixed, publicly published price.

This is a very important distinction that differentiates our proposal from the typical FTTP proposal.

Under our proposal retailers will be encouraged to use the network to provide competing services to customers. Retailers will compete to provide the fastest, least expensive and highest quality service.

Since all retailers will have equal access to the infrastructure, this approach will eliminate the need to build duplicate overlapping networks. Competitors will no longer need to build and maintain expensive infrastructure in the rights of way. Since all of the fiber is owned and operated as a single system, the costs of building and maintaining the system will be spread amongst the providers. This will lower their costs of operation and allow them to lower prices for consumers.

Free market competition will encourage providers to innovate, cut costs and provide quality service. Consumers will win by getting faster service with better quality at lower prices.

Connectivity to each address on the network will be provided on four (4) separate fibers, meaning that each home can be served by multiple simultaneous providers.

Fiber will be provided to retail carriers "dark". Carriers will also have access to rack space and continuous power at the point of presence (POP) where the fibers from the individual homes are aggregated. Carriers will also be able to install the electronics of their choice on the homes of residents.

This approach makes it easy for multiple retailers to provide service at the same address. Each provider can access a single fiber, connect it to their equipment of choice and use the fiber to deliver whatever services customers demand.

Dark fiber will also be available to retailers to link each POP back to a central office (CO). The current location of the CO has not been selected, but it will likely be in the east Lawrence neighborhood selected for the pilot project. Several sites have indicated an interest in hosting the CO because makes the selected site very desirable to information technology companies that may want to access the fiber.

All in all this community driven, shared use approach benefits everyone. Regardless of what the community chooses to do to expand access to fiber, we encourage the City to select a proposal that is carrier neutral and promotes competition on a level playing field.

We also encourage the City to select a vendor with a proven track record of community service and a reputation for excellence. Wicked has been operating in Lawrence for 8 years now and has a proven track record of being able to develop and implement complex systems on tight budgets. We have been the driving force behind this process from the beginning and have proven our commitment to Lawrence over and over. The City will benefit greatly from partnering with us on this project.

Appendix A: Wicked Broadband Channel Lineup

IPTV-1		IPTV-2	
Channel	Programmer	Chan	Programmer
2	FOX	101	Weather Channel
3	FOX	120	CNN HD
4	FOX	121	CNN
5	CBS	122	HLN HD
6	PBS	123	HLN
7	CBS	125	Fox News
8	PBS	127	Fox Business News
9	ABC	130	CNBC HD
10	ABC	131	CNBC
11	MYTV	132	MSNBC HD
12	CREATE	133	MSNBC
19	PBS	135	CSPAN
20	PBS	137	CSPAN2
21	PBS Encore	200	ESPN HD
22	PBS Create	201	ESPN
29	CW	202	ESPN2 HD
30	CW	203	ESPN2
31	THIS	205	ESPN Classic
38	LND	206	ESPNU HD
39	LND	207	ESPNU
40	LIVEWELL	210	NBC Sports Network HD
41	NBC	211	NBC Sports Network
42	NBC	214	FOX Sports HD (REGIONAL)
43	COZI	215	FOX Sports (REGIONAL)
62	MYTV	216	Big 10 HD
63	MYTV	217	Big 10
64	BOUNCE TV	218	Fox Sports 1 (Speed) HD
		219	Fox Sports 1
		220	Golf Channel HD
		221	Golf Channel
		222	Fox Sports 2 HD
		223	Fox Sports 2
		300	Home & Garden TV (HGTV) HD
		301	Home & Garden TV SD
		303	DIY Network
		305	RFD TV
		310	Food Network HD
		311	Food Network SD
		313	Cooking Channel
		320	National Geographic Channel HD
		321	National Geographic Channel
		323	Animal Planet
		325	Discovery SD
		326	Outdoor Channel HD
		327	Outdoor Channel
		331	The Learning Channel (TLC)
		332	Travel Channel HD
		333	Travel Channel SD
		334	History Channel HD
		335	History Channel SD
		337	H2
		339	Bio
		401	Nickelodeon
		402	Cartoon Network HD
		403	Cartoon Network SD
		405	Disney
		407	Disney Jr.
		409	Disney XD
		411	ABC Family
		413	TV Land SD
		421	Trinity Broadcast Network
		501	Comedy Central SD
		502	E! Entertainment HD
		503	E! Entertainment
		505	MTV SD
		509	Game Show Network
		520	A&E HD
		521	A&E SD
		522	TBS HD
		523	TBS SD
		524	TNT HD
		525	TNT SD
		528	SyFy HD
		529	SyFy SD
		530	FXX
		531	FX SD
		532	USA HD
		533	USA SD
		534	G4
		535	Chiller
		539	FX Movie
		541	American Movie Classics
		543	Turner Classic Movies
		542	Turner Classic Movies HD
		550	Lifetime HD
		551	Lifetime SD
		552	Lifetime Movie Network HD
		553	Lifetime Movie Network
		555	Hallmark Channel
		561	Spike TV SD
		562	truTV HD
		563	truTV SD
		581	County Music Television
		583	VH1 SD

Appendix B: Letters of Reference, Recommendation and Support

ADPI

1600 OXFORD ROAD
LAWRENCE, KS 66044

To Whom It May Concern:

Before we contracted with Wicked Broadband, we had limited service at our sorority house. You weren't able to receive the internet at times and girls were getting dropped in the middle of a test, etc.

Now, I have heard little or no complaints regarding the service and on a single occasion we did have trouble, Wicked was right there to take care of the problem. If you are having any kind of trouble with your internet, I would highly recommend you switch to Wicked. You won't be disappointed in the service you receive and the students will be much happier.....which in turn makes me and the Board happy.

If you have any questions or concerns, feel free to contact me personally at 913-235-4584.

Shirley Goodburn
House Director @ ADPi Sorority



Mike Dever, Mayor
City Commission
The City of Lawrence
6 E. 6th St.
Lawrence, KS 66044

Dear Mayor Dever and City Commission Members,

I am writing in regard to Wicked Broadband and the request they are making to the City for support in bringing ultra high-speed Internet service to Lawrence. This type of service is very important for the future of Callahan Creek and other businesses. We rely heavily on online content and information to stay competitive and serve our clients. As the world keeps moving to higher resolutions, our success as a company depends on our ability to keep up.

We have been working with Wicked Broadband for the past year and have found them to be credible, reliable and focused on helping businesses in Lawrence grow and thrive. An investment in them to improve services for their customers and bring higher speeds to Lawrence will be a positive decision for the future of our community.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink that reads "Cindy Maude". The signature is fluid and cursive, with a long horizontal stroke at the end.

Cindy Maude
CEO

City Commission
The City of Lawrence
6 E 6th Street
Lawrence, KS 66044

Dear Commissioners,

I'm writing you to recommend approval for funds to Wicked Broadband. I've been a customer of theirs for 4 years now and have had only good experiences with their people and service they've provided. I'm much happier doing business with and spending my money with a local business than a large corporation that cares nothing for my satisfaction or value for my dollar.

I appreciate your consideration of this matter on behalf of Wicked Broadband.

Sincerely,

Darcy Gregory
2505 Ryan Ct
Lawrence, KS 66046

Benjamin C. Resch
2528 Winterbrook Drive
Lawrence, KS 66047

City Commission
The City of Lawrence
6 East 6th Street
Lawrence, KS 66044

12/22/2013

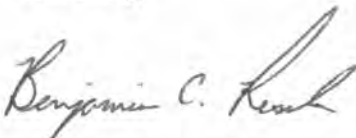
Dear Commissioners,

I have been a customer of and received internet access from Wicked Broadband for the past five years. They have provided the best customer service that I have ever received, and their broadband internet access is nearly impeccable. I am continually impressed with their transparency and integrity as a company.

One of the many incentives I have to continue to be their customer is that ten percent of my monthly subscription helps to bring internet access to low-income households in our community. Another more recent incentive I have to continue business with them is their current intention of bringing Fiber-based, ultra high speed internet access, similar to Google Fiber, to Lawrence. This is a unique, ambitious, and highly valuable project that will without a doubt improve what our city and community has to offer. I am excited at the thought of receiving Fiber-based internet access for myself and excited knowing the huge possibilities this offers to our city.

As a Lawrence resident it has and will continue to be a privilege for me to support this local business.

Sincerely,

A handwritten signature in black ink that reads "Benjamin C. Resch". The signature is written in a cursive style with a large, sweeping initial 'B'.

Benjamin C. Resch

Mayor Michael Dever
Chairman – Public Incentives Review Committee
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

RECEIVED

November 11, 2013

NOV 11 2013

CITY MANAGERS OFFICE
LAWRENCE, KS

Dear Mr. Mayor,

I am one of the citizens here in Lawrence that pre-registered for Wicked Fiber, I believe in the project strongly enough to have paid \$10 to pre-register for service.

I believe that the fiber-optic project being proposed by Wicked Broadband is the type infrastructure project we should be supporting here in Lawrence. I would much rather see our economic development dollars spent building competitive broadband infrastructure than subsidizing private real estate projects like hotels and apartments.

Wicked Broadband has committed to operating the system under a common carrier arrangement that will allow multiple providers to use the same lines. This type of common carrier system will eventually allow residents of Lawrence to have a choice of providers. It will promote competition and encourage innovation.

Wicked Broadband is a locally owned, locally operated company and a good public citizen. They provide a free WiFi hotspot that extends from 6th St to 11th St in Downtown Lawrence, free service for dozens of individual low income families, and free service for local charities including Headquarters Counseling Center, the Homeless Shelter, Judah Worship Center, Ecumenical Christian Ministries, Just Food, O'Connell Youth Ranch and residents at the Lawrence-Douglas County Housing Authority just to name a few.

Wicked Broadband is also the only local Internet provider that pays a 5% municipal franchise fee on Internet services. Neither AT&T nor Wide Open West Holdings, Llc pay this fee on Internet services. That amounts to millions of dollars in revenue being lost by the City as consumers move from subscription television and landlines to Internet TV and cellular phones.

I know that funding and building this network won't be easy. To build its network in Kansas City, KS Google needed subsidies like reduced attachment fees, access to existing fiber and free co-location in City facilities. In Provo, UT the City gave Google a \$40M fiber network as an incentive to provide service. Even little Baldwin City is issuing a local company \$5M in Industrial Revenue Bonds to build a fiber network just down the street.

Surely we can provide Wicked Broadband with a modest incentive to jumpstart their effort here.

Sincerely,


Dave Greenbaum
1834 VERMONT STREET
LAWRENCE KS, 66044

Dec.
12,
2013

City Commission
THE City of Lawrence
6^E 10th St
Lawrence, KS 66044

Dear Commissioners,

I want to thank you for taking the time to allow me to "Express" my feelings about how "Wicked Broadband" has helped in many ways for my family.

Lawrence was blessed for being able to have Wicked Broadband to start its internet services in our town and community. Wicked Broadband made it affordable for the middle & lower class families to be able to have internet access. Before "Wicked Broadband" there was many families in our community that could not afford internet access. Not only did those families complete access to World News & Events

But most importantly the children of these families suffered educationally! They were denied access to knowledge. All cause of high priced internet service providers. Wicked Broadband made it

2

to where Internet was affordable for everyone in our community.

With All of the children ~~learning~~ in our community having access to the internet, they have access to more knowledge which will allow their minds to soar! Education is a very important thing!

- These Children Are OUR FUTURE!!! -

It makes me proud to watch my 2 children get on the computer to learn & broaden their education, when I was a child internet wasn't even thought of... Children today have all the knowledge they want at their fingertips!

Yes we have the "basic Freenet Premium", which does run slow AT TIMES, but we are patient, cause it wasn't long ago we couldn't afford internet access at all.

Now I'm very excited to hear WICKED Broadband is looking to expand in our community! Lawrence would be caught up to speed with "internet technology" as the surrounding towns of ours already have.

Not to mention it would
add millions to our local Economy!
To Me:

It sounds like A:
WIN, WIN FOR LAWRENCE, KANSAS

Please Vote "YES" and continue
to ADD Future Knowledgeable
Residents to our Community!

CLICK "YES"

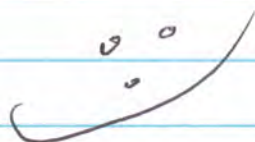
~~So~~ We Can Have
THE BEST INTERNET!

Wicken Broadband

Broaden our Internet

Broaden our MINDS!

Sincerely



Dawn M Davis
159 Comfort Ct
Lawrence, KS

785 842-3061

66044

**Judy Carpenter, House Director
University of Kansas Chapter of Delta Upsilon Fraternity
1025 Emery Road
Lawrence, KS 66044**

December 9, 2013

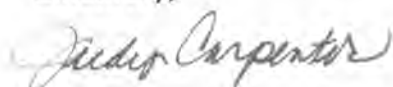
To Whom It May Concern:

What a relief it was when Delta Upsilon contracted with Josh's Montgomery's company four years ago for internet service. We went from daily drops in broadband width during high-use times to steady internet service. I am the House Director for a fraternity that is home to 72 men. Before we converted to internet through Wicked Broadband (formerly Lawrence Freenet) I could reliably access the internet only between 9 -11 in the morning and 1-3 in the afternoon. Since we subscribed to Wicked's service, I no longer lose my internet connection when the guys come back from class. Nor do they lose theirs when several people download large files at the same time. We are very pleased with our relationship with Wicked Broadband.

The internet feed is consistent, and the service is excellent. I am not a technophile: Josh and his staff are quick to respond to my questions, and take care of whatever is going on. Recently our UPS battery back-up aged out; they helped me identify what to order as a replacement, and were prepared to install it the day it arrived. They also tweak issues that they spot before I discover them (like a "hot spot" that was left unplugged in a study room over Thanksgiving). Typically I see them only when something external has happened to the system, like the squirrel that took out Phase 1 of our electrical service this fall. They are responsive and have become an integral part of the team that keeps this building running smoothly.

In my work, and as a property owner in Lawrence, I heartily recommend Wicked as a supplier for the kinds of projects I've heard are under consideration. Please contact me if you would like more information about my excellent experience with this firm.

Sincerely,



Judy Carpenter
Carpenter.Bogley@gmail.com
785-393-0377

December 12, 2013

City Commission
City of Lawrence
6 East 6th Street
Lawrence, Kansas 66044

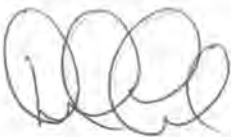
Dear Commissioners,

I am writing this on behalf of Wicked Broadband. I have been a customer of theirs now for almost 3 years now. During that time I have found their level of customer service to be almost beyond compare. When the power went out at our house last summer, the folks at Wicked Broadband contacted me to see why my service had gone down. I let them know about the power outage. I made a joke that my wife and kids were stuck at home in the heat with no power and no car, and they offered to go pick them up and bring them into town.

The attitude of appreciation and care that they display to me and my family is why I am always recommending people to give them a try. Those that have switched have been equally pleased. Not only that, but when is the last time you had a company take the initiative to fix a problem BEFORE you contacted them?

While I am not entirely aware of the minutia of their proposal to the city, I am confident in saying that Wicked Broadband is an asset to the residents and businesses in the city of Lawrence, and anything that helps them expand their ability to bring top notch service and product in our community will have positive results for all involved.

Respectfully,

A handwritten signature in black ink, appearing to read 'Derek Felch', with a stylized, cursive script.

Derek Felch

City Commission
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

Dear Commissioners,

I am writing to recommend that Wicked Broadband be provided funds to realize their high-speed Internet service. As a Lawrence-born citizen, small business owner and public school teacher in Lawrence, I believe that Lawrence benefits from supporting the efforts of its citizens to create local business and industries. It is these local efforts that are crucial to our city identity and concept of life quality. They strengthen our city in the areas of cultural innovation, self-sustainability, community confidence, and ultimately our vitality. We look to each other for inspiration, collaboration, support and growth.

I have no idea what exactly the process of decision making entails on your end, but I respect it and hope it devotes much time to doing the best for the Lawrence economy and its citizens. I do send my support for decisions that fortify Lawrence to be "outside the box," despite how convenient or cheap larger entities may offer against our own.

Thank you for your time,

Elliot Pees
126 Indian Avenue
Lawrence, KS 66046

City Commission,

I've been a resident of Lawrence for six years and I'd like to ^{ask} that you grant Wicked Broadband their request for funds. They are a company with pure intentions and fabulous customer service. They ~~are~~ deserve the same treatment and respect as the big boys like Knowledge.

As a resident of Lawrence, I'd like to have options. Wicked Broadband is a fabulous optional alternative to the monopolies that Knowledge & AT&T would otherwise own.

I'll be following this case from home.

Thanks for your time.

-Hannah Kincaid
1401 Massachusetts
Lawrence, KS

Headquarters, Inc.

211 E. 8th, Suite C
P. O. Box 999
Lawrence, KS 66044

Administration:
785.841.9900

November 11, 2013

Mayor Mike Dever
City Commissioners
City Manager Dave Corliss
City of Lawrence, Kansas

AWARENESS + TOOLS = CHANGE



Dear Mike,

As you consider the request to the City of Lawrence for \$500,000 in economic development money for Wicked Broadband, I would like you to be aware of our agency's experience with Joshua Montgomery and Wicked Broadband, formerly Lawrence Freenet.

Headquarters, Inc. has served this community since December of 1969 with free counseling available 24/7 to people of all ages. Thanks to a three-year federal award, we also serve the state with a variety of suicide prevention activities. However, the heart of our agency is the 24/7 counseling, which like any non profit program, must be supported through multiple funding sources and volunteerism.

Joshua Montgomery and his internet service have been generous supporters of our services since 2011. This support came at a critical time for our agency, when funding priorities for both the University of Kansas Student Senate and United Way of Douglas County were changing.

In January of 2013, Wicked Broadband began providing free high-speed internet to our agency. The donated services allow us to stretch our limited dollars to meet other needs. In addition, the quality of the internet service enhances our counseling and suicide prevention.

Our agency uses electronic record-keeping, an online database of health and human services for Douglas County residents, and a wide-range of pre-approved websites to provide information needed by our clients. We participate in and provide meetings and educational presentations using online services such as Skype and GoToMeeting. We are exploring the addition of live chat, text, and possibly video as additional technologies to provide our counseling to people who are more comfortable, or have more access to those communications tools.

Without the quality of internet service available to us through Wicked, and the donation of those services, Headquarters, Inc. would not be able to provide the quality of services available now, and in upcoming years. We urge you to consider this and the many ways that Wicked Broadband enhances the well-being of this community, as you consider their request for funding.

Sincerely,
Marcia Epstein, lmsw

Marcia Epstein, LMSW
Director

Board of Directors
David Moore
President

Allison Rose Lopez
Vice President

Will Katz
Treasurer

Michael Black
Secretary

Kathleen Ames-Stratton

Keith Floyd

John Stratton

Advisor
Rod Runyan

Management Staff
Marcia Epstein, LMSW
Director

Kristine Chapman, BS
Director of Volunteers

Jane Faubion, MA
*Kansas Youth
Suicide Prevention
Project Coordinator*

Chris Maxwell, BA
*Kansas Youth
Suicide Prevention
Resource Center
Coordinator*

785.841.2345
800.273.8255

www.HeadquartersCounselingCenter.org
www.KansasSuicidePrevention.org

75

December 16, 2013

City Commission
The City of Lawrence
6 East 6th St
Lawrence, KS 66044

Dear Commissioners,

I am writing to request that Wicked Broadband be considered for Public Incentive funding to improve the internet service they provide our community. They have delivered excellent service to our household for over three years; we are in a rural location and have few affordable options. Their personnel are courteous and professional. I highly recommend their service.

Best Regards,

A handwritten signature in black ink that reads "L Diepenbrock". The signature is written in a cursive style with a large, flowing initial "L".

Leigh Diepenbrock
18561 Northwind Rd
Lawrence, KS 66044

To: Lawrence City Commissioners

Public Incentives Review Committee

Date: December 14, 2013

Re: Wicked Broadband Request

We are writing to strongly support the service that Wicked Broadband has given us. They are prompt and highly qualified broadband providers. They provide courteous and helpful customer support and we are very satisfied with the quality of their technical services.

Please give this small, local group a chance to help our community. They deserve your support

Sincerely,

Handwritten signatures of Joleen and Bob Bechtel in cursive script.

Joleen and Bob Bechtel

December 12, 2013

City Commission
The City of Lawrence
6 East 6th Street

REC

DEC 12 2013

CITY MANAGERS OFFICE
LAWRENCE, KS

Dear Commissioners:

We have been customers of Wicked Broadband for several years and have been extremely pleased with the Internet service they have provided. Since we are in rural Lawrence, they are the only reasonably priced and consistent service available and we are really grateful they have provided this service to us.

I think it is an amazing opportunity for Lawrence to receive the same ultra high speed Internet service that Google Fiber affords users in the Kansas City area.

I endorse giving Wicked Broadband the funds they have requested to improve their service and to expand their customer base. It will be a great thing for Lawrence.

Sincerely,

Handwritten signatures of Judi and George Kellas. The signature on the left is 'Judi Kellas' and the signature on the right is 'George Kellas'.

Judi and George Kellas
18711 Jefferson Hills
Lawrence, KS 66044

**Judy Carpenter, House Director
University of Kansas Chapter of Delta Upsilon Fraternity
1025 Emery Road
Lawrence, KS 66044**

December 9, 2013

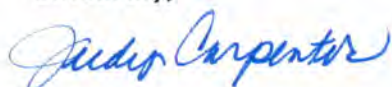
To Whom It May Concern:

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In my work, and as a property owner in Lawrence, I heartily recommend Wicked as a supplier for the kinds of projects I've heard are under consideration. Please contact me if you would like more information about my excellent experience with this firm.

Sincerely,



Judy Carpenter
Carpenter.Bogley@gmail.com
785-393-0377

City Commission
The City of Lawrence
6 E 6th ST
Lawrence, KS 66044

Dear Commissioners,

When we moved to Lawrence in August of 2012, we were looking for an Internet Service we could afford. We knew nothing of Wicked Broadband, but took a chance.

What a great payoff it was for us! We have enjoyed nothing but great service. Every question has been answered promptly and every time we needed them they were there. Great service and low price, exactly what we want, but more importantly, what we can afford. These are the guys you have been looking for.

Sincerely,

Patti & Ed Julian
545 Tennessee
Lawrence, KS 66044

Phi Delta Theta
Kansas Alpha
1621 Edgehill Road
Lawrence, KS 66044
(785) 843-6400

Josh,

I am writing this letter to thank you for the incredible work you and your team at Wicked Broadband have done for our Fraternity over the past few months. I hope you can share our story with others in the future, as I would strongly encourage them to make the switch that we contemplated for way too long.

Over the past few semesters, we had nothing but problems with the internet connection throughout the entire house. Members were constantly dropping the signal for the internet regardless of their location in the house, and they would be unable to reconnect for a few minutes or even hours. Most of the time, we would be forced to power cycle the entire system. As you can imagine, this was very problematic for our members trying to work on homework and study. Thankfully, your service and support has completely eliminated all of these problems.

With our experience, not only has the internet service been better, the customer service has truly been amazing. With an upcoming renovation project, we had planned to wait to switch internet providers until the new house was built in order to avoid any conflicts. But with far cheaper rates, free installation, quicker speeds, increase reliability, and a zero downtime installation over a Saturday afternoon just days before finals week, we simply could not hold off any longer. Your team went above and beyond to make sure we were pleased with the installation of the new internet.

With an estimated three hundred WiFi enabled devices throughout the house, our members demand a strong and reliable connection in many different scenarios. Today I am pleased to tell you that we have finally found a service provider that is able to satisfy our high demands. I would highly recommend Wicked Broadband to every fraternity, sorority, business, and home in the Lawrence area. The service has truly been second to none.

Sincerely,

A handwritten signature in black ink, appearing to read 'KH', followed by a long horizontal line that curves downwards at the end.

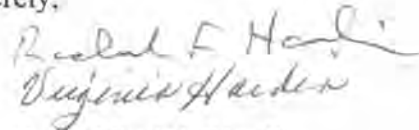
Kyle Heeney, Technology Chairman

Richard and Virginia Hardin
2401 Harvard Rd
Lawrence Ks 66049
Rhardin@ku.edu

City Commission
The City of Lawrence
6 E 6th Street
Lawrence KS 66044

We are happy to write this letter in support of Wicked Broadband in their quest to bring new higher-speed internet service to Lawrence. We have been with Wicked Broadband since they began operating years ago as Lawrence Freenet. We have had almost no interruptions in service, and when they have occurred they were brief. Their workers are reliable, courteous, and, if given city support, the firm is likely to achieve its goal of bringing Google Fiber-like speed to everyone in our community.

Sincerely,

Handwritten signature of Richard F. Hardin and Virginia Hardin in cursive script.

Richard and Virginia Hardin

December 4, 2013

To Whom It May Concern:

Regarding our service with Wicked Broadband couldn't have been nicer. Their customer service is top, internet service is excellent and the staff is always there to help. No complaints.

Cannot compare with previous service since I was not here.

Sincerely,
Nancy Combest
House Director
Sigma Kappa



Nu Chapter
University of Kansas
Joshua,

Sigma Nu Fraternity

1501 Sigma Nu Place
Lawrence, Kansas 66044

The men of Sigma Nu fraternity at the University of Kansas would like to thank you and the Wicked Broadband family for the great service you provide our house. As you can imagine, eighty-three college men living under the same roof greatly value fast and reliable internet service. As a junior, I can remember the struggles we faced with our prior internet service provider. We often lost connectivity throughout the house that would take hours, if not a full day, to repair. Problems like these can be quite costly and frustrating to college students, as most professors now have online components to their classes. We also encountered problems with a very slow connection and being unable to download or upload large files quickly.

Since switching there has been a drastic improvement in the speed and reliability of the internet here in the house. We rarely encounter any problems with speed or connectivity, and the times we have you or your people have corrected the issues promptly and accurately. The reliability of our internet has given members peace of mind when it comes to online homework and assignments. We no longer have to worry about if the internet will be working fifteen minutes before an assignment is due, or if our connection will be fast enough to upload documents and large files in a timely manor.

Sigma Nu places a very heavy load on our internet service, as most guys in the house enjoy downloading a lot of music, movies and programs as well as streaming shows and movies from sites like Netflix and Hulu. This being said, our service is very fast and very reliable. I would highly recommend Wicked Broadband to any other fraternity, business, or home in the Lawrence, Kansas area.

Thank you and your company for the great service and customer support you provide us!

Sincerely,

Landon Riesenberg
Chapter President
Nu Chapter Sigma Nu
University of Kansas

Kim Hirmas

1503 Stratford Rd
Lawrence, KS 66044

T 806-535-0710

kimhirmas@yahoo.com

December 11, 2013

To Whom It May Concern,

Our household has been receiving internet service from Wicked Broadband for close to a year and the product and service have both been excellent. We were the first household to have access to the 1 Gbps Fiber services. The transition to this new service was very smooth. Communication with the company has always been quick, open and honest. Any time they have need to do maintenance they have notified us well in advance and warned of any potential short term interruption of service. Over the last year we have only had one instance where our service went down and just as I picked up the phone to notify them, someone from Wicked was calling me saying they noticed there was an issue and would be out shortly to fix it. It took no time to resolve and I was very impressed with how efficiently they dealt with the issue. With our previous internet provider, we constantly had difficulty streaming movies and such, but we have had zero issues since switching to Wicked Broadband. I highly recommend Wicked Broadband for their excellent service, but I also love that this is a local small business whose owners are personally invested in the community and that is the type of company our city should be supporting.

Sincerely yours,



Kim Hirmas

December 17, 2013

City Commission
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

Dear Commissioners,

I have been a customer of Wicked Broadband since 2009. I understand that Wicked Broadband is currently working to bring Lawrence an ultra-high-speed internet service, similar to that provided by Google Fiber, and that Wicked Broadband has requested funding from the City to support this project.

I'm writing to you to show my support for Wicked Broadband's endeavors in making this project possible. As a graduate student living in Lawrence, I have witnessed firsthand how important it is to support locally owned businesses, particularly in the current economy condition. I have witnessed how local businesses create employment opportunities and keep the local economy alive.

Moreover, I personally believe that having a local Internet Service Provider that can compete with Google Fiber will benefit a lot of KU students in particular and Lawrencians in general. Today, fast and reliable internet connection becomes increasingly important, especially at KU, where online classes are being gradually included in the curriculum. Without fast and reliable internet connection, it can be very difficult for faculty members and students to partake in online classes effectively, especially when they are working from home.

If and when Wicked Broadband expands its service which can benefit the KU community in its online academic activities, I believe that this will also become an excellent selling point for KU in particular, and Lawrence as a college town in general.

I would appreciate it if you could consider all these in your deliberation.

Thank you.

Sincerely yours,



Maria Maer
Graduate Student
University of Kansas

City Commission
The City of Lawrence
6 E 6th Street
Lawrence, KS 66044

Dear Commissioners,

I'm writing you to recommend approval for funds to Wicked Broadband. I've been a customer of theirs for 4 years now and have had only good experiences with their people and service they've provided. I'm much happier doing business with and spending my money with a local business than a large corporation that cares nothing for my satisfaction or value for my dollar.

I appreciate your consideration of this matter on behalf of Wicked Broadband.

Sincerely,

Darcy Gregory
2505 Ryan Ct
Lawrence, KS 66046

Tim Miller
620 Indiana
Lawrence, Kansas 66044

December 19, 2013

City Commission
6 E. Sixth Street
Lawrence, Kansas 66044

Dear Commissioners:

I just had a brief encounter with gigabyte broadband, and wow! Whatta deal! I hope we can get it in Lawrence.

The Wicked Broadband proposal has several things going for it:

It's from a small local company, not a corporate giant like Google.

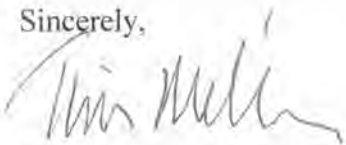
It pays for itself over time.

It keeps us from falling behind Kansas City.

We don't get ahead in the digital age by falling far behind our peers. I hope you'll approve the proposal.

Incidentally, I have no financial interest in Wicked Broadband.

Sincerely,



Tim Miller

November 11, 2013

Mayor Michael Dever
Chairman – Public Incentives Review Committee
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

Dear Mr. Mayor,

I am one of the citizens here in Lawrence that pre-registered for Wicked Fiber. I believe in the project strongly enough to have paid \$10 to pre-register for service.

I believe that the fiber-optic project being proposed by Wicked Broadband is the type ^{of} infrastructure project we should be supporting here in Lawrence. I would much rather see our economic development dollars spent building competitive broadband infrastructure than subsidizing private real estate projects like hotels and apartments.

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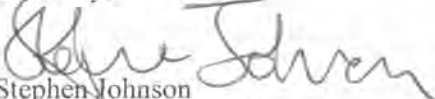
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I know that funding and building this network won't be easy. To build its network in Kansas City, KS Google needed subsidies like reduced attachment fees, access to existing fiber and free co-location in City facilities. In Provo, UT the City gave Google a \$40M fiber network as an incentive to provide service. Even little Baldwin City is issuing a local company \$5M in Industrial Revenue Bonds to build a fiber network just down the street.

Surely we can provide Wicked Broadband with a modest incentive to jumpstart their effort here.

Sincerely,



Stephen Johnson
3412 RIVERVIEW ROAD
LAWRENCE KS, 66049

CITY COMMISSION
THE CITY OF LAWRENCE
6 E 10TH ST.
LAWRENCE, KS 66044

DEAR COMMISSIONERS,

AS A SINGLE, WORKING MOTHER I RECEIVE FREE SERVICE FROM WICKED BROADBAND. THE REASON I HAVE THIS SERVICE IS TO RECEIVE EMAIL FROM MY DAUGHTER'S SCHOOL AND PAY BILLS. I VERY MUCH APPRECIATE THE SERVICE WE RECEIVE.

HOWEVER, I AM NOT ONE WHO LIKES TO SPEND MY TIME AWAY FROM WORK WITH MY COMPUTER, SO WHEN I HEARD ABOUT HIGH SPEED INTERNET IN KANSAS CITY, I HAVE TO ADMIT, I WAS ENVILOUS.

IT WOULD BE PRACTICAL & WONDERFUL IF WICKED BROADBAND COULD PROVIDE ULTRA HIGH SPEED INTERNET SERVICE. THANK YOU!

SINCERELY,
Kori Walker
Kori Walden

November 21, 2013

City Commission
The City of Lawrence
6 E 6th St
Lawrence, KS 66044

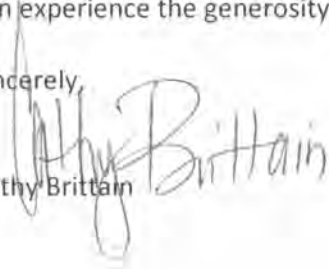
Dear Commissioners,

I am writing on behalf of Wicked Broadband. I am the proud owner of a Habitat for Humanity home. Joshua Montgomery, owner of Wicket Broadband has been so kind as to provide all Habitat Homeowners free wireless internet service. I cannot express to you the thoughtfulness of his generosity. Being a single mother of three children I struggle and live paycheck to paycheck. I have a budget to stick by and there is not much room for extras. Extras to me would include the internet. I have grown up in a time when you went to the library to research for a paper and school work, not relying on a computer for it. So with all school system requiring EVERYTHING to be done on computers and my tight budget, it makes the possibility for internet difficult. Thanks to Wicked Broadband, I don't have to worry about that. My children can fit in with other children in the school district and get work completed on time.

Please consider the request from Wicked Broadband for the grant so that more individuals in Lawrence can experience the generosity I have.

Sincerely,

Cathy Brittain

A handwritten signature in cursive script that reads "Cathy Brittain". The signature is written in dark ink and is positioned to the right of the printed name "Cathy Brittain".

City Commission
The City of Lawrence
6 E. 6th Street
Lawrence, KS 66044


William Rubin
842 E. 1450 Rd
Lawrence, KS 66046

I am writing this letter asking the Lawrence City Commission to support Wicked Broadband initiative to bring high speed data to the Lawrence and outlying communities. The Internet is the dominant platform for communications, Higher education, electronic commerce, and entrepreneurship. Higher speed data access at or near 1000 Mbs will become critical importance to our community to maintain demand and support community growth of the ever-evolving Internet.

Without Wicked Broadband my family and I would not have internet service. Wicked Broadband is the only local company that can provide high speed internet service in areas which do not support cable or DSL access. Internet access is no longer a luxury or convenience for my family since my children have High School assignments, and Higher education demands of live video classes with college. In addition we use the internet pay bills, for VoIP phone access and to support of our cellular phones limited range. We use an internet device which acts as a mini cell tower for us to use our phones and it uses high speed internet for access

Let's not be on a long term waiting list, let Lawrence be in the lead for a change. Wicked Broadband is willing to step up to this consumer demand and I believe the Lawrence Commission should foster fair market competition by supporting their efforts to bring this service to our community. Thank you.

Respectfully,

A handwritten signature in black ink, appearing to read 'William Rubin', written in a cursive style.

William Rubin

Triangle Fraternity

November 18, 2013

To Whom it May Concern:

I am a corporation board member of Triangle Fraternity in Lawrence, Kansas. The University of Kansas students whom we rent to immensely benefit daily from our internet access through Wicked Fiber. For several years we have been served by Josh Montgomery and his other employees in a personal and friendly manner. They offer a great service at the most reasonable cost we could obtain such a quality internet connection.



The students at Triangle are consistently able to rely on quality uninterrupted service and no limits on bandwidth or number of devices. The old contract prices we had with other companies offered little to no support, and terrible speed at double the cost. I greatly appreciate a family business who gives love to local charities and supports the community. Josh has consistently tried to push Lawrence into new and beneficial infrastructure and innovation.

Internet service can vary widely in these days. We don't have a paid network manager, mostly because even that part was installed by Wicked Fiber simply to benefit Triangle Fraternity. I have often spoke to friends and family about how much I appreciate this company and its services. I hope this letter of recommendation will serve to convince another to give them a try to find out for themselves.

While I don't understand how internet shaping directly applies to my internet connection, I know that the tangible service I am provided is no less than double the speed than previous local choices offer for similar cost. I get consistent, non-capped internet, and if there was a problem, I know the people to call on a first name basis.

Wicked Fiber is the kind of company you want to deal with. I will happily respond to anyone who has further questions regarding my letter at kusmurf@yahoo.com

Warm Regards,

A handwritten signature in black ink, appearing to read "Eric Bloom".

Eric Bloom

Eric Bloom

Triangle Fraternity, Lawrence, KS



City Commission
City of Lawrence
6 E 6th St
Lawrence, KS 66044

I am writing this letter in support of Wicked Broadband's services. I am the owner of Scanning America, Inc located here in Lawrence. We have been in business here for over 20 years and currently employ over 50 people.

We are in the business of electronic document conversion and we serve hundreds of customers from all over the US. High-speed broadband internet is a very important piece of infrastructure for our company and others like us. We moved into our current building in North Lawrence in 1999 and had to pay the cost for Sunflower Broadband to bring fiber to our building. But this fiber was very slow by our current standards, and was both expensive and inadequate as we grew. We stayed with them until last year when we made a deal with Wicked Broadband to bring high speed fiber to our office. Luckily we were not far from some of their current network so the cost was affordable spread out over multiple years.

This new bandwidth allows us to be more competitive and this in turn should lead to job growth here at our company over time.

Sincerely,

A handwritten signature in black ink, appearing to read "Tim Hunsinger", written over a light blue horizontal line.

Tim Hunsinger
President
Scanning America, Inc.

Dec.
12,
2013

City Commission
THE City of Lawrence
6 E 18th St
Lawrence, KS 66044

Dear Commissioners,

I want to thank you for taking the time to allow me to "Express" my feelings about how "Wicked Broadband" has helped in many ways for my family.

Lawrence was blessed for being able to have Wicked Broadband to start its internet services in our town and community. Wicked Broadband made it affordable for the middle & lower class families to be able to have internet access. Before "Wicked Broadband" there was many families in our community that could not afford internet access. Not only did those families complete access to World News & Events

But most importantly the children of these families - suffered educationally! They were denied access to knowledge. All cause of high priced internet service providers. Wicked Broadband made it

to where Internet was affordable for everyone in our community.

With All of the children ~~being~~ in our community having access to the internet, they have access to more knowledge which will allow their minds to soar! Education is a very important thing!

- These Children Are OUR FUTURE!!! -

It makes me proud to watch my 2 children get on the computer to learn & broaden their education, when I was a child internet wasn't even thought of... Children today have all the knowledge they want at their fingertips!

Yes we have the basic

"Freenet Premium", which does run slow AT TIMES, but we are patient, cause it wasn't long ago we couldn't afford internet access at all.

Now I'm very excited to hear WICKED Broadband is looking to expand in our community! Lawrence would be caught up to speed with "internet technology" as the surrounding towns of ours already have.

3
Not to mention it would
add millions to our local economy!
To Me:

It sounds like A:
WIN, WIN FOR LAWRENCE, KANSAS

Please Vote "YES" and continue
to add future knowledgeable
residents to our community!

CLICK "YES"

~~So~~ We Can Have
THE BEST INTERNET!

Wicken Broadband

Broaden our Internet

Broaden our MINDS!

Sincerely



Dawn M Davis
159 Comfort Ct
Lawrence, KS

785 842-3061

66044

Benjamin C. Resch
2528 Winterbrook Drive
Lawrence, KS 66047

City Commission
The City of Lawrence
6 East 6th Street
Lawrence, KS 66044

12/22/2013

Dear Commissioners,

I have been a customer of and received internet access from Wicked Broadband for the past five years. They have provided the best customer service that I have ever received, and their broadband internet access is nearly impeccable. I am continually impressed with their transparency and integrity as a company.

One of the many incentives I have to continue to be their customer is that ten percent of my monthly subscription helps to bring internet access to low-income households in our community. Another more recent incentive I have to continue business with them is their current intention of bringing Fiber-based, ultra high speed internet access, similar to Google Fiber, to Lawrence. This is a unique, ambitious, and highly valuable project that will without a doubt improve what our city and community has to offer. I am excited at the thought of receiving Fiber-based internet access for myself and excited knowing the huge possibilities this offers to our city.

As a Lawrence resident it has and will continue to be a privilege for me to support this local business.

Sincerely,



Benjamin C. Resch

Dec 27, 2013
City Commission
The City of Lawrence
6 E 6th St
Lawrence, KS 66044

Dear Commissioners,

My name is Raven Naranjo
and I am a Wicked Broadband customer.

I am extremely pleased by the Wicked Broadband company,
their customer service is top notch and they deliver a
great product. How exciting that Lawrence could be the
home of state of art High Speed internet, and that it
would be provided by a small Lawrence company. I
support whole heartedly the commissioners approving funding
to make this a reality.

Thank you for the work you do in our community.

Raven Naranjo

Paxton Rein
1630 Oxford Road
Delta Delta Delta
Lawrence, KS 66044
620.617.7469
p644r113@ku.edu

November 25, 2013

To Whom it May Concern,

I am honored to write in order to explain the incredible difference the Wicked Broadband Service has brought to our Sorority House.

Delta Delta Delta was experiencing many problems with the internet for the majority of the first half of the Fall 2013 semester. Many of the members would have problems with the internet disconnecting and reconnecting every few minutes all over the house, but especially in the bedrooms. The internet signal would disappear and would take 5+ minutes to appear and reconnect. This was very problematic for members who were trying to work on homework and study. The members of the house made a few different attempts to make the internet better until our House Corp director decided to contact Wicked Broadband.

At the beginning of November, Josh came to Delta Delta Delta to establish the new and improved internet connection. Many of the members were very excited to see if this new service would fix the poor connection. Needless to say, the internet connection is now fantastic. All of our members are able to access the internet anywhere in the house without any problems. We no longer have to worry about the connection errors interrupting our homework like before. The problems with internet service our chapter was facing are no longer a topic of heated conversation at our house.

We are nothing but grateful for Josh and the Wicked Broadband team for their service to our chapter house. I would highly recommend Wicked Broadband to anybody looking for exceptional internet service.

Sincerely,

Paxton Rein
The University of Kansas
Delta Delta Delta
Collegiate Alumnae Relations Chairmen



Nu Chapter
University of Kansas
Joshua,

Sigma Nu Fraternity

1501 Sigma Nu Place
Lawrence, Kansas 66044

The men of Sigma Nu fraternity at the University of Kansas would like to thank you and the Wicked Broadband family for the great service you provide our house. As you can imagine, eighty-three college men living under the same roof greatly value fast and reliable internet service. As a junior, I can remember the struggles we faced with our prior internet service provider. We often lost connectivity throughout the house that would take hours, if not a full day, to repair. Problems like these can be quite costly and frustrating to college students, as most professors now have online components to their classes. We also encountered problems with a very slow connection and being unable to download or upload large files quickly.

Since switching there has been a drastic improvement in the speed and reliability of the internet here in the house. We rarely encounter any problems with speed or connectivity, and the times we have you or your people have corrected the issues promptly and accurately. The reliability of our internet has given members peace of mind when it comes to online homework and assignments. We no longer have to worry about if the internet will be working fifteen minutes before an assignment is due, or if our connection will be fast enough to upload documents and large files in a timely manor.

Sigma Nu places a very heavy load on our internet service, as most guys in the house enjoy downloading a lot of music, movies and programs as well as streaming shows and movies from sites like Netflix and Hulu. This being said, our service is very fast and very reliable. I would highly recommend Wicked Broadband to any other fraternity, business, or home in the Lawrence, Kansas area.

Thank you and your company for the great service and customer support you provide us!

Sincerely,

Landon Riesenber
Chapter President
Nu Chapter Sigma Nu
University of Kansas

December 4, 2013

To Whom It May Concern:

Regarding our service with Wicked Broadband couldn't have been nicer. Their customer service is tops, internet service is excellent and the staff is always there to help. No complaints.

Cannot compare with previous service since I was not here.

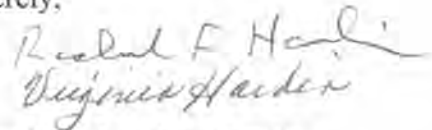
Sincerely,
Nancy Combest
House Director
Sigma Kappa

Richard and Virginia Hardin
2401 Harvard Rd
Lawrence Ks 66049
Rhardin@ku.edu

City Commission
The City of Lawrence
6 E 6th Street
Lawrence KS 66044

We are happy to write this letter in support of Wicked Broadband in their quest to bring new higher-speed internet service to Lawrence. We have been with Wicked Broadband since they began operating years ago as Lawrence Freenet. We have had almost no interruptions in service, and when they have occurred they were brief. Their workers are reliable, courteous, and, if given city support, the firm is likely to achieve its goal of bringing Google Fiber-like speed to everyone in our community.

Sincerely,

A handwritten signature in cursive script, appearing to read "Richard F Hardin" and "Virginia Hardin" on two lines.

Richard and Virginia Hardin

Judy Carpenter, House Director
University of Kansas Chapter of Delta Upsilon Fraternity
1025 Emery Road
Lawrence, KS 66044

December 9, 2013

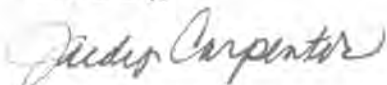
To Whom It May Concern:

What a relief it was when Delta Upsilon contracted with Josh's Montgomery's company four years ago for internet service. We went from daily drops in broadband width during high-use times to steady internet service. I am the House Director for a fraternity that is home to 72 men. Before we converted to internet through Wicked Broadband (formerly Lawrence Freenet) I could reliably access the internet only between 9 -11 in the morning and 1-3 in the afternoon. Since we subscribed to Wicked's service, I no longer lose my internet connection when the guys come back from class. Nor do they lose theirs when several people download large files at the same time. We are very pleased with our relationship with Wicked Broadband.

The internet feed is consistent, and the service is excellent. I am not a technophile: Josh and his staff are quick to respond to my questions, and take care of whatever is going on. Recently our UPS battery back-up aged out; they helped me identify what to order as a replacement, and were prepared to install it the day it arrived. They also tweak issues that they spot before I discover them (like a "hot spot" that was left unplugged in a study room over Thanksgiving). Typically I see them only when something external has happened to the system, like the squirrel that took out Phase 1 of our electrical service this fall. They are responsive and have become an integral part of the team that keeps this building running smoothly.

In my work, and as a property owner in Lawrence, I heartily recommend Wicked as a supplier for the kinds of projects I've heard are under consideration. Please contact me if you would like more information about my excellent experience with this firm.

Sincerely,



Judy Carpenter
Carpenter.Bogley@gmail.com
785-393-0377

Triangle Fraternity

November 18, 2013

To Whom it May Concern:

I am a corporation board member of Triangle Fraternity in Lawrence, Kansas. The University of Kansas students whom we rent to immensely benefit daily from our internet access through Wicked Fiber. For several years we have been served by Josh Montgomery and his other employees in a personal and friendly manner. They offer a great service at the most reasonable cost we could obtain such a quality internet connection.



The students at Triangle are consistently able to rely on quality uninterrupted service and no limits on bandwidth or number of devices. The old contract prices we had with other companies offered little to no support, and terrible speed at double the cost. I greatly appreciate a family business who gives love to local charities and supports the community. Josh has consistently tried to push Lawrence into new and beneficial infrastructure and innovation.

Internet service can vary widely in these days. We don't have a paid network manager, mostly because even that part was installed by Wicked Fiber simply to benefit Triangle Fraternity. I have often spoke to friends and family about how much I appreciate this company and its services. I hope this letter of recommendation will serve to convince another to give them a try to find out for themselves.

While I don't understand how internet shaping directly applies to my internet connection, I know that the tangible service I am provided is no less than double the speed than previous local choices offer for similar cost. I get consistent, non-capped internet, and if there was a problem, I know the people to call on a first name basis.

Wicked Fiber is the kind of company you want to deal with. I will happily respond to anyone who has further questions regarding my letter at kusmurf@yahoo.com

Warm Regards,

Eric Bloom

Eric Bloom

Triangle Fraternity, Lawrence, KS

December 11, 2013

City Commission
The City of Lawrence
6 East 6th St.
Lawrence, KS 66044

Dear Members of the Public Incentives Review Committee and Lawrence Commissioners,

As a more-than- 5 year customer of what is now Wicked Broadband, I would like to be a witness for the excellent quality service and the personal interest each and every Wicked team member gives to the constant improvement of their technical level of service, while also attending to the human support and education to customers, so as to achieve the best possible wifi service to our Lawrence and Douglas Co. community. We have, without fail, been provided the best quality, up-to-date service at the lowest possible price, given our needs and our ability to pay.

I mention our ability to pay because Wicked, and in it's previous Freenet name, is dedicated to helping low-to-no-income households access the internet, as well. They understand how necessary wifi and internet connectivity is to families and those who are struggling to gain a better foothold in the community. This group of talented, educated and dedicated individuals have made it part of their business's mission the strengthening our community.

Individually and as a group the team at Wicked represent the best in our leadership both today and into the future. Technically, they are striving to maintain the leading edge in engineering in a locally based service. I am pleased that, as a customer, I am supporting this effort. As a citizen in Lawrence, I hope to encourage you, our representatives and public servants, to view this local enterprise, which serves our citizens of all financial means, with equal generosity of spirit and vision for making Lawrence stronger.

There will me no trading up or off for this household, to drain our dollars away. Wicked has the quality, expertise, and care to get the best right here. Our challenge is to enable Wicked's evolution with access and development support, as they need it in order to continue their excellence.

Thank you.

Sylvie Rueff
818 Avalon Road
Lawrence

A handwritten signature in black ink, reading "Sylvie J. Rueff". The signature is written in a cursive style with a large, sweeping initial "S" and a distinct "J" and "R".

City Commission
The City of Lawrence
6 E 6th Street
Lawrence, KS 66044

To my City Commissioners,

My name is Jeff Morris and 3 years ago while I was trying to "tighten the belt" financially, I looked for ways to reduce spending. My teen and pre-teen children insisted that they needed internet service for "homework. I checked into Freenet and saw that my bill would be cut by about 50% and gave them a call. At the time, I remember thinking, you get what you pay for and was expecting dial up speeds and lots of problems. Nell assured me that wouldn't be the case but I was skeptical. I switched, and was pleasantly surprised to find my service even faster and more reliable than before. The first time I had an issue, I believed that now I would see what my savings would cost me. I called Nell and within minutes he had located the problem and dispatched a crew to fix it. I was a little surprised. I had expected to wait on hold, go through a bunch of prompts, and finally get some kind of "no customer service" type help, not so.

To this day, I have received excellent service and product. The thing I appreciate most, other than the savings, is the first-name, honest help that I get from the people at Wicked Broadband. I value the local, small-town feel of this company and what they do and would appreciate it if you would give them the consideration that they have always given me and my fellow citizens of Lawrence.

Sincerely,

A handwritten signature in dark ink that reads "Jeff Morris". The signature is written in a cursive style with a large, stylized "J" and "M".

Jeff Morris

Scott Robinson
850 N 1663 Road
Lawrence, KS 66049

December 13, 2013

City Commission
City of Lawrence
6 E 6th Street
Lawrence, KS 66044

R.E.: Wicked Broadband

Dear Commissioners,

I'm writing in reference to the tax incentives issue that is coming before the Incentives Review Committee for Wicked Broadband.

As a user of their service for many years, I would encourage the Commissioners to do all it can to encourage the growth and development of this company. They might not be a huge multi-national conglomerate, but they are a valuable asset to this community.

Like it or not, we are in an internet based "information age" and it takes high speed access to be competitive. Our community needs the type of expanded service and bandwidth that Wicked Broadband is trying to develop. Please support their efforts.

Sincerely,



Scott Robinson
785-766-7150

December 12, 2013

City Commission
The City of Lawrence
6 East 6th Street

Dear Commissioners:

We have been customers of Wicked Broadband for several years and have been extremely pleased with the Internet service they have provided. Since we are in rural Lawrence, they are the only reasonably priced and consistent service available and we are really grateful they have provided this service to us.

I think it is an amazing opportunity for Lawrence to receive the same ultra high speed Internet service that Google Fiber affords users in the Kansas City area.

I endorse giving Wicked Broadband the funds they have requested to improve their service and to expand their customer base. It will be a great thing for Lawrence.

Sincerely,



Judi and George Kellas
18711 Jefferson Hills
Lawrence, KS 66044

December 12, 2013

City Commission
City of Lawrence
6 East 6th Street
Lawrence, Kansas 66044

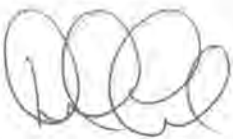
Dear Commissioners,

I am writing this on behalf of Wicked Broadband. I have been a customer of theirs now for almost 3 years now. During that time I have found their level of customer service to be almost beyond compare. When the power went out at our house last summer, the folks at Wicked Broadband contacted me to see why my service had gone down. I let them know about the power outage. I made a joke that my wife and kids were stuck at home in the heat with no power and no car, and they offered to go pick them up and bring them into town.

The attitude of appreciation and care that they display to me and my family is why I am always recommending people to give them a try. Those that have switched have been equally pleased. Not only that, but when is the last time you had a company take the initiative to fix a problem BEFORE you contacted them?

While I am not entirely aware of the minutia of their proposal to the city, I am confident in saying that Wicked Broadband is an asset to the residents and businesses in the city of Lawrence, and anything that helps them expand their ability to bring top notch service and product in our community will have positive results for all involved.

Respectfully,

A handwritten signature in black ink, appearing to read 'Derek Felch', with a stylized, cursive script.

Derek Felch

To: Lawrence City Commissioners

Public Incentives Review Committee

Date: December 14, 2013

Re: Wicked Broadband Request

We are writing to strongly support the service that Wicked Broadband has given us. They are prompt and highly qualified broadband providers. They provide courteous and helpful customer support and we are very satisfied with the quality of their technical services.

Please give this small, local group a chance to help our community. They deserve your support

Sincerely,

Handwritten signatures of Joleen and Bob Bechtel in cursive script.

Joleen and Bob Bechtel

12-15-13

Dear Commissioners,

Having checked Broadband as our
ISP has been a positive experience for
my wife and I. We appreciate
them as a local company and support
their goal for this proposed 5 year
project.

Sincerely,

Chris Hest

November 11, 2013

Mayor Michael Dever
Chairman – Public Incentives Review Committee
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

Dear Mr. Mayor,

I am one of the citizens here in Lawrence that pre-registered for Wicked Fiber. I believe in the project strongly enough to have paid \$10 to pre-register for service.

I believe that the fiber-optic project being proposed by Wicked Broadband is the type infrastructure project we should be supporting here in Lawrence. I would much rather see our economic development dollars spent building competitive broadband infrastructure than subsidizing private real estate projects like hotels and apartments.

Wicked Broadband has committed to operating the system under a common carrier arrangement that will allow multiple providers to use the same lines. This type of common carrier system will eventually allow residents of Lawrence to have a choice of providers. It will promote competition and encourage innovation.

Wicked Broadband is a locally owned, locally operated company and a good public citizen. They provide a free WiFi hotspot that extends from 6th St to 11th St in Downtown Lawrence, free service for dozens of individual low income families, and free service for local charities including Headquarters Counseling Center, the Homeless Shelter, Judah Worship Center, Ecumenical Christian Ministries, Just Food, O'Connell Youth Ranch and residents at the Lawrence-Douglas County Housing Authority just to name a few.

Wicked Broadband is also the only local Internet provider that pays a 5% municipal franchise fee on Internet services. Neither AT&T nor Wide Open West Holdings, Llc pay this fee on Internet services. That amounts to millions of dollars in revenue being lost by the City as consumers move from subscription television and landlines to Internet TV and cellular phones.

I know that funding and building this network won't be easy. To build its network in Kansas City, KS Google needed subsidies like reduced attachment fees, access to existing fiber and free co-location in City facilities. In Provo, UT the City gave Google a \$40M fiber network as an incentive to provide service. Even little Baldwin City is issuing a local company \$5M in Industrial Revenue Bonds to build a fiber network just down the street.

Surely we can provide Wicked Broadband with a modest incentive to jumpstart their effort here.

Sincerely,

Joshua Davis
846 NEW YORK ST
LAWRENCE KS, 66044

Joseph Caszia MD

*Joseph Caszia MD
1730 LAKE ALVAMAR DR
LAWRENCE, KS 66047*

November 11, 2013

Mayor Michael Dever
Chairman – Public Incentives Review Committee
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

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Surely we can provide Wicked Broadband with a modest incentive to jumpstart their effort here.

Sincerely,



Seth Cole
2732 LAWRENCE AVENUE
LAWRENCE KS, 66047

December 16, 2013

City Commission
The City of Lawrence
6 East 6th St
Lawrence, KS 66044

Dear Commissioners,

I am writing to request that Wicked Broadband be considered for Public Incentive funding to improve the internet service they provide our community. They have delivered excellent service to our household for over three years; we are in a rural location and have few affordable options. Their personnel are courteous and professional. I highly recommend their service.

Best Regards,

A handwritten signature in black ink that reads "Leigh Diepenbrock". The signature is written in a cursive, flowing style.

Leigh Diepenbrock
18561 Northwind Rd
Lawrence, KS 66044

November 20, 2013

To whom it may concern,

This is a letter of support for Wicked Broadband's expansion and request for ultra high speed internet service. I enjoy my service from Wicked Broadband.

Thank you,

A handwritten signature in cursive script that reads "Yolanda Fowler".

Yolanda Fowler

1600 Haskell Ave. #185

Lawrence, KS 66044

ADPI

1600 OXFORD ROAD
LAWRENCE, KS 66044

To Whom It May Concern:

Before we contracted with Wicked Broadband, we had limited service at our sorority house. You weren't able to receive the internet at times and girls were getting dropped in the middle of a test, etc.

Now, I have heard little or no complaints regarding the service and on a single occasion we did have trouble, Wicked was right there to take care of the problem. If you are having any kind of trouble with your internet, I would highly recommend you switch to Wicked. You won't be disappointed in the service you receive and the students will be much happier.....which in turn makes me and the Board happy.

If you have any questions or concerns, feel free to contact me personally at 913-235-4584.

Shirley Goodburn
House Director @ ADPi Sorority

December 2, 2013

Mayor Mike Dever
6 E 6th St
Lawrence, KS 66044

CC: Mike Amyx, Bob Schumm, Jeremy Farmer, Terry Riordan, David Corliss

Dear Mr. Mayor,

I am writing to support Wicked Broadband's request for City of Lawrence participation in building a gigabit fiber network here in Lawrence.

Fiber optic infrastructure will be to the 21st century what railroads were to the 19th and roads were to the 20th. I think we can all agree that the City has an important roll to play in building infrastructure.

In addition to bringing 21st century infrastructure to Lawrence, Wicked Broadband has offered to operate its network as a common carrier network. Common carriage will promote competition and lower prices. This is good for all consumers in our community and is worth a modest investment by the taxpayers.

Please vote in favor of Wicked Broadband's request.

Thanks,



Kent M.E. Andersson

Accounting Software & System Support

616 Vermont Street, Suite A

Lawrence, KS 66044

E-mail: kent@cpamcfadden.com

Phone: [\(785\)-843-9550](tel:(785)843-9550)

Fax: [\(785\)-843-9584](tel:(785)843-9584)

November 25, 2013

Dear Mr. Mayor, and City Commissioners:

I have forwarded the City of Lawrence my \$10 refund check from Wicked to support our need for Gigabit fiber in our city. Please accept my offer and consider supporting this project.

At issue is not cost of ramping up the project or whether the city could subsidize a project for residents, it's about the increasing cost of broadband access for businesses and residents. Cable companies are consolidating and these companies own the pipes carrying the internet into a vast majority of our homes - it's not the telcos and it's not the content providers. These cable companies are already starting to meter and put limits on the networks. The fewer cable providers there are, the more unified the rate structure becomes.

I do not consume much television, thus I have not had a need to pay for cable television in over 6 years, but I pay about \$100/month for access to broadband internet in my home. Both my wife and I telework from home three or more days each week, and our internet and cell phone bills are not subsidized by the companies who employ us. We stream programming for television via PBS, Hulu, ESPN3, C-SPAN, Netflix, etc.; and I subscribe to the MLB and NBA networks each sporting season. Some of this programming is free; some of this programming I choose to subscribe to. The cost of pipe access is what is inflated, not the programming.

Access to the appropriate amount of bandwidth is the crux for these experiences; not access to a cable provider throttling bandwidth through the most important pipe entering the dwelling (after power and water). The pipes and fiber are taxed with users and the plethora of devices they own and use at home, on the go, and across town when they dine or shuttle their children to activities.

Companies like Wicked and Google are driving down the cost of access to everyone's benefit: the City, residents and businesses.

<http://thenextweb.com/insider/2013/11/23/cable-industry-imploding-providers-must-stay-alive/>

<http://gigaom.com/2013/11/22/cable-consolidation-isnt-about-tv-its-about-broadband/>

Sincerely,

Mark Aaron
2801 Alabama Street
Lawrence, Kansas 66046-4528

November 11, 2013

Mayor Michael Dever
Chairman - Public Incentives Review Committee
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

Dear Mr. Mayor,

I am one of the citizens here in Lawrence that pre-registered for Wicked Fiber. I believe in the project strongly enough to have paid \$10 to pre-register for service.

I believe that the fiber-optic project being proposed by Wicked Broadband is the type infrastructure project we should be supporting here in Lawrence. I would much rather see our economic development dollars spent building competitive broadband infrastructure than subsidizing private real estate projects like hotels and apartments.

Wicked Broadband has committed to operating the system under a common carrier arrangement that will allow multiple providers to use the same lines. This type of common carrier system will eventually allow residents of Lawrence to have a choice of providers. It will promote competition and encourage innovation.


Wicked Broadband is a locally owned, locally operated company and a good public citizen. They provide a free WiFi hotspot that extends from 6th St to 11th St in Downtown Lawrence, free service for dozens of individual low income families, and free service for local charities including Headquarters Counseling Center, the Homeless Shelter, Judah Worship Center, Ecumenical Christian Ministries, Just Food, O'Connell Youth Ranch and residents at the Lawrence-Douglas County Housing Authority just to name a few.

Wicked Broadband is also the only local Internet provider that pays a 5% municipal franchise fee on Internet services. Neither AT&T nor Wide Open West Holdings, Llc pay this fee on Internet services. That amounts to millions of dollars in revenue being lost by the City as consumers move from subscription television and landlines to Internet TV and cellular phones.

I know that funding and building this network won't be easy. To build its network in Kansas City, KS Google needed subsidies like reduced attachment fees, access to existing fiber and free co-location in City facilities. In Provo, UT the City gave Google a \$40M fiber network as an incentive to provide service. Even little Baldwin City is issuing a local company \$5M in Industrial Revenue Bonds to build a fiber network just down the street.

Surely we can provide Wicked Broadband with a modest incentive to jumpstart their effort here.

Sincerely,



Kevin McComas
2025 NEW HAMPSHIRE ST
LAWRENCE KS, 66046

November 11, 2013

Mayor Michael Dever
Chairman – Public Incentives Review Committee
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

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Sincerely,

Souk Phimphasone
1008 JANA DR
LAWRENCE KS, 66049



November 11, 2013

Mayor Michael Dever
Chairman - Public Incentives Review Committee
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

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Surely we can provide Wicked Broadband with a modest incentive to jumpstart their effort here.

Sincerely,



John Seguin
804 FOLKS ROAD
LAWRENCE KS, 66049

City Commission,

I've been a resident of Lawrence for six years and I'd like to ^{ask} that you grant Wicked Broadband their request for funds. They are a company with pure intentions and fabulous customer service. They ~~are~~ deserve the same treatment and respect as the big boys like Knowledge.

As a resident of Lawrence, I'd like to have options. Wicked Broadband is a fabulous optional alternative to the monopolies that Knowledge & AT&T would otherwise own.

I'll be following this case from home.

Thanks for your time

-Hannah Kincaid

1401 Massachusetts

Lawrence, KS

November 11, 2013

Mayor Michael Dever
Chairman – Public Incentives Review Committee
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

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Surely we can provide Wicked Broadband with a modest incentive to jumpstart their effort here.

Sincerely,



Billy Mehojani
5813 ROBINSON DRIVE
LAWRENCE KS, 66049

November 11, 2013

Mayor Michael Dever
Chairman - Public Incentives Review Committee
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

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Surely we can provide Wicked Broadband with a modest incentive to jumpstart their effort here.

Sincerely,



dave oliver
914 E 13TH ST
LAWRENCE KS, 66044

November 11, 2013

Mayor Michael Dever
Chairman – Public Incentives Review Committee
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

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Surely we can provide Wicked Broadband with a modest incentive to jumpstart their effort here.

Sincerely,



Rabi Carrero
6317 W 22ND CT
LAWRENCE KS, 66049

City Commission
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

Dear Commissioners,

I am writing to recommend that Wicked Broadband be provided funds to realize their high-speed Internet service. As a Lawrence-born citizen, small business owner and public school teacher in Lawrence, I believe that Lawrence benefits from supporting the efforts of its citizens to create local business and industries. It is these local efforts that are crucial to our city identity and concept of life quality. They strengthen our city in the areas of cultural innovation, self-sustainability, community confidence, and ultimately our vitality. We look to each other for inspiration, collaboration, support and growth.

I have no idea what exactly the process of decision making entails on your end, but I respect it and hope it devotes much time to doing the best for the Lawrence economy and its citizens. I do send my support for decisions that fortify Lawrence to be "outside the box," despite how convenient or cheap larger entities may offer against our own.

Thank you for your time,

Elliot Pees
126 Indian Avenue
Lawrence, KS 66046



Mike Dever, Mayor
City Commission
The City of Lawrence
6 E. 6th St.
Lawrence, KS 66044

Dear Mayor Dever and City Commission Members,

I am writing in regard to Wicked Broadband and the request they are making to the City for support in bringing ultra high-speed Internet service to Lawrence. This type of service is very important for the future of Callahan Creek and other businesses. We rely heavily on online content and information to stay competitive and serve our clients. As the world keeps moving to higher resolutions, our success as a company depends on our ability to keep up.

We have been working with Wicked Broadband for the past year and have found them to be credible, reliable and focused on helping businesses in Lawrence grow and thrive. An investment in them to improve services for their customers and bring higher speeds to Lawrence will be a positive decision for the future of our community.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink that reads "Cindy Maude".

Cindy Maude
CEO

Hi:

I can't say enough good
about Thicket Broadband !

They in their good voice
gave me free internet because
I am 100% handicapped. I had
a traumatic brain injury.

Thicket is something you can
be proud to say you helped.

Thank Thicket is how I
keep in contact with my
son ~~son~~ who lives in India.

Again you can be proud
to say you helped a great
co like Thicket Broadband.

William S. J. Truitt

Scott Robinson
850 N 1663 Road
Lawrence, KS 66049

December 13, 2013

City Commission
City of Lawrence
6 E 6th Street
Lawrence, KS 66044

R.E.: Wicked Broadband

Dear Commissioners,

I'm writing in reference to the tax incentives issue that is coming before the Incentives Review Committee for Wicked Broadband.

As a user of their service for many years, I would encourage the Commissioners to do all it can to encourage the growth and development of this company. They might not be a huge multi-national conglomerate, but they are a valuable asset to this community.

Like it or not, we are in an internet based "information age" and it takes high speed access to be competitive. Our community needs the type of expanded service and bandwidth that Wicked Broadband is trying to develop. Please support their efforts.

Sincerely,

A handwritten signature in black ink, appearing to read "Scott Robinson", with a long, sweeping horizontal line extending to the right.

Scott Robinson
785-766-7150

December 11, 2013

City Commission
The City of Lawrence
6 East 6th St.
Lawrence, KS 66044

Dear Members of the Public Incentives Review Committee and Lawrence Commissioners,

As a more-than- 5 year customer of what is now Wicked Broadband, I would like to be a witness for the excellent quality service and the personal interest each and every Wicked team member gives to the constant improvement of their technical level of service, while also attending to the human support and education to customers, so as to achieve the best possible wifi service to our Lawrence and Douglas Co. community. We have, without fail, been provided the best quality, up-to-date service at the lowest possible price, given our needs and our ability to pay.

I mention our ability to pay because Wicked, and in it's previous Freenet name, is dedicated to helping low-to-no-income households access the internet, as well. They understand how necessary wifi and internet connectivity is to families and those who are struggling to gain a better foothold in the community. This group of talented, educated and dedicated individuals have made it part of their business's mission the strengthening our community.

Individually and as a group the team at Wicked represent the best in our leadership both today and into the future. Technically, they are striving to maintain the leading edge in engineering in a locally based service. I am pleased that, as a customer, I am supporting this effort. As a citizen in Lawrence, I hope to encourage you, our representatives and public servants, to view this local enterprise, which serves our citizens of all financial means, with equal generosity of spirit and vision for making Lawrence stronger.

There will me no trading up or off for this household, to drain our dollars away. Wicked has the quality, expertise, and care to get the best right here. Our challenge is to enable Wicked's evolution with access and development support, as they need it in order to continue their excellence.

Thank you.

Sylvie Rueff
818 Avalon Road
Lawrence

A handwritten signature in black ink that reads "Sylvie J. Rueff". The signature is written in a cursive style with a large, sweeping initial "S" and a distinct "J" before the last name.

Triangle Fraternity

November 18, 2013

To Whom it May Concern:

I am a corporation board member of Triangle Fraternity in Lawrence, Kansas. The University of Kansas students whom we rent to immensely benefit daily from our internet access through Wicked Fiber. For several years we have been served by Josh Montgomery and his other employees in a personal and friendly manner. They offer a great service at the most reasonable cost we could obtain such a quality internet connection.



The students at Triangle are consistently able to rely on quality uninterrupted service and no limits on bandwidth or number of devices. The old contract prices we had with other companies offered little to no support, and terrible speed at double the cost. I greatly appreciate a family business who gives love to local charities and supports the community. Josh has consistently tried to push Lawrence into new and beneficial infrastructure and innovation.

Internet service can vary widely in these days. We don't have a paid network manager, mostly because even that part was installed by Wicked Fiber simply to benefit Triangle Fraternity. I have often spoke to friends and family about how much I appreciate this company and its services. I hope this letter of recommendation will serve to convince another to give them a try to find out for themselves.

While I don't understand how internet shaping directly applies to my internet connection, I know that the tangible service I am provided is no less than double the speed than previous local choices offer for similar cost. I get consistent, non-capped internet, and if there was a problem, I know the people to call on a first name basis.

Wicked Fiber is the kind of company you want to deal with. I will happily respond to anyone who has further questions regarding my letter at kusmurf@yahoo.com

Warm Regards,

A handwritten signature in black ink that reads 'Eric Bloom'.

Eric Bloom

Eric Bloom

Triangle Fraternity, Lawrence, KS

COACH ENTERPRISES

WARREN A. ZIMMERMAN
1520 UNIVERSITY DRIVE
LAWRENCE, KANSAS 66044

January 11, 2014

City Commission
The City of Lawrence
6 E 6th St
Lawrence, KS 66044

Dear Commissioners,

We highly recommend Wicked Broadband. They installed broadband service in two of our apartment buildings, 1433 Ohio and 1430 Louisiana, and the service has been excellent. We were able to offer our tenants, students at KU, a much lower price for high-speed internet access.

We feel that they have provided a needed element of competition in the field of broadband internet service providers.

Sincerely,


Warren A. Zimmerman

Owner/Landlord

December 17, 2013

City Commission
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

Dear Commissioners,

I have been a customer of Wicked Broadband since 2009. I understand that Wicked Broadband is currently working to bring Lawrence an ultra-high-speed internet service, similar to that provided by Google Fiber, and that Wicked Broadband has requested funding from the City to support this project.

I'm writing to you to show my support for Wicked Broadband's endeavors in making this project possible. As a graduate student living in Lawrence, I have witnessed firsthand how important it is to support locally owned businesses, particularly in the current economy condition. I have witnessed how local businesses create employment opportunities and keep the local economy alive.

Moreover, I personally believe that having a local Internet Service Provider that can compete with Google Fiber will benefit a lot of KU students in particular and Lawrencians in general. Today, fast and reliable internet connection becomes increasingly important, especially at KU, where online classes are being gradually included in the curriculum. Without fast and reliable internet connection, it can be very difficult for faculty members and students to partake in online classes effectively, especially when they are working from home.

If and when Wicked Broadband expands its service which can benefit the KU community in its online academic activities, I believe that this will also become an excellent selling point for KU in particular, and Lawrence as a college town in general.

I would appreciate it if you could consider all these in your deliberation.

Thank you.

Sincerely yours,



Maria Maer
Graduate Student
University of Kansas

Dear Members of the the City Council,

I strongly support a public investment into and partnership with Wicked Fibers plan to install high speed fiber to homes in East Lawrence.

Access to high speed fiber is a game changer for residents of Lawrence. Unlike typical cable, DSL, ISDN and other products being provided, high speed fiber allows subscribers to not just consume media, but start to produce it.

Investment in Lawrence's future must be broad based, but unlike many of the other development projects, high speed fiber does not change the "nature or character" of the city, it allows us to magnify and enhance it. Small content providers can thrive here creating new small and creative businesses pushing content back into the network into other communities who are also benefitting from project like Google Fiber across the nation.

Please support Wicked Fiber's plan to install high speed fiber in East Lawrence, it's not only good for the economy it can help amplify our unique character as we use it to broadcast our creativity across the world from our living rooms, dorm rooms, garages, art galleries and businesses all over the city.

Sincerely,
Greg Thompson

1119 Oregon Street
Lawrence, KS 66044

RECEIVED

NOV 20 2013

November 11, 2013

Mayor Michael Dever
Chairman - Public Incentives Review Committee
The City of Lawrence
6 E 6th St.
Lawrence, KS 66044

CITY MANAGERS OFFICE
LAWRENCE, KS

Dear Mr. Mayor,

I am one of the citizens here in Lawrence that pre-registered for Wicked Fiber. I believe in the project strongly enough to have paid \$10 to pre-register for service.

I believe that the fiber-optic project being proposed by Wicked Broadband is the type infrastructure project we should be supporting here in Lawrence. I would much rather see our economic development dollars spent building competitive broadband infrastructure than subsidizing private real estate projects like hotels and apartments.

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Surely we can provide Wicked Broadband with a modest incentive to jumpstart their effort here.

Sincerely,



John Wilson
1923 OHIO STREET
LAWRENCE KS, 66046

Would love to see this in our community! Happy to talk.
785.218.7288

RECEIVED

DEC 20 2013

CITY MANAGER'S OFFICE
LAWRENCE, KS

December 14, 2013

Dear Commissioners,

We are writing as residents of Lawrence to urge the City of Lawrence to support the project proposed by Wicked Fiber to bring fiber internet service to our city.

High-speed internet is the infrastructure that will drive the next 50 years of economic growth in America. Just as the City supports essential economic infrastructure, such as roads, sewers, and water that benefit all her citizens, fiber internet will likewise benefit all the citizens of Lawrence, but, like any major infrastructure project, it requires a partnership between the City and private business. Wicked Fiber has stepped forward to start building this network, and has pledged to make the fiber network open and available to other companies wishing to offer service -- thereby laying groundwork for more investment by other companies and creating a competitive environment for valuable information resources

As can already be seen with Google Fiber in the Kansas City metro, fiber internet drives business growth and entrepreneurship. The "brain drain" to Kansas City is a continuing problem only exacerbated by the growing disparity in broadband internet.

Here in Lawrence, with our excellent "knowledge base" of the University and high tech, the availability of fiber internet would help new businesses begin and provide incentive for existing businesses to relocate and expand. Existing "lower speed" internet does not provide the capability for high-quality multi-point teleconferencing, file sharing, remote presence and collaboration that modern business requires.

Most importantly, we believe the talent and the resources to do this project should come directly from Lawrence. Our community should work towards self-sufficiency rather than bring in outside companies that will divert profits and growth outside the community.

Lawrence must not allow itself to be left behind, in the manner of a 19th century town choosing to be bypassed by the railroad. Please provide financial and administrative support to Wicked Fiber's proposed project and ensure that the essential infrastructure of the 21st century does not pass our city by.

Thank you for your consideration,

Sincerely,

Mike Silverman, Software Quality Assurance Engineer
Dave Greenbaum, Owner, DoctorDave Computer Repair

1834 Vermont St.
Lawrence, Kansas

17