

Comparison of Final Bids Across Council Approved Criteria –10/10/17

Criteria	Schurz	Ting	KBTL
Continue to offer affordable services that provide a competitive opportunity for BT customers.	✓	✓	✓
Continue to have a local presence (office) with an emphasis on responsive and effective customer service.	✓	✓	✓
Continue BT's commitment to net neutrality, support of affordable, local public access, and other issues of importance to Burlingtonians.	✓	✓	✓
Continue to offer both residential and commercial services	✓	✓	✓
Continue to engage in active participation with the US Ignite and BTV Ignite initiatives.	✓	✓	✓
Establish a skilled, experienced management team.	✓	✓	✗
Demonstrate sufficient financial capacity.	✓	✓	✗
Maintain and foster a strong partnership with the City of Burlington and its elected public officials.	✓	✓	✓
Allowing the City of Burlington the opportunity to retain a meaningful carried equity interest in Burlington Telecom.	✓	✓	✓
Ability to complete a transaction by the 2 January 2018, subject to regulatory approval.	✓	✓	✓
A strategy of holding the asset for the long-term.	✓	✓	✓
A strategy to reinvest and or invest into the business.	✓	✓	✗
Recover as much of the taxpayer's \$16.9 million as possible.	✓	✓	✗

✘ Indicates that one or more of the professionals engaged by the City has raised concerns about the bid's satisfaction of this criterion.

✔ Indicates that no professional engaged by the City has raised concern about the bid's satisfaction of this criterion.

Chart resources:

- Burlington Telecom Advisory Board Report, July 10, 2017, <https://www.burlingtontelecom.com/wp-content/uploads/2017/10/BTAB-Summary-of-LOIs-Received-070717-Final-Redacted.pdf>.
- Eileen Blackwood, BT Sale Legal Issues, September 7, 2017, <https://www.burlingtontelecom.com/wp-content/uploads/2016/12/09-07-17-Legal-Memo-to-Council-re-purchasers-updated-for-public-release.pdf>.
- Jeffery D. Small, Review of Finalist Letters of Intent, September 19, 2017, <https://www.burlingtontelecom.com/wp-content/uploads/2016/12/Small-CPA-review-of-LOIs.pdf>.
- City of Burlington Summary of Burlington Telecom Proposals, September 20, 2017, <https://www.burlingtonvt.gov/sites/default/files/City%20of%20Burlington%20Summary%20of%20Burlington%20Telecom%20Proposals.pdf>.
- Jeffery D. Small, Review of the Financial Status of BT Bid Finalists, September 25, 2017, https://www.burlingtontelecom.com/wp-content/uploads/2016/12/Small-CPA-report-on-final-bidders.09-25-2017-Redacted-3033018_1.pdf.
- Ralphine O'Rourke, Carried Equity Interest in New Burlington Telecom Enterprise and Blue Water Approval Rights, October 2, 2017, https://www.burlingtontelecom.com/wp-content/uploads/2016/12/Primmer-Memo-10-02-17-3040386_1.pdf.