

CHARLEMONT BROADBAND COMMITTEE

Date: Monday, November 20 at 7pm at the Charlemont Town Hall

Members Attending: Doug White, Mary Ellen Banks, Ken Hall, Bob Handsaker, Trevor Mackie, and Cheryl Handsaker

Guests: Brad Munroe, Fujitsu; Bill Stathis, Crocker Communications; Lark Thwing, Town of Hawley

1. Presentation by Crocker Communications

For the original proposal, MBI invited Crocker to put together something similar to Frontier, including debt servicing. Criteria: 96% coverage and guarantee. Fujitsu guarantees to the dollar amount based on the survey, promised 12/2 speeds. New "flexible spending plan".- Take it as far as we can with a plan to go forward with a Plan A or Plan B, GB service.

Limited or no borrowing capacity or no political will to try to finance on their own.
Town of Florida – Matrix, Crocker, WiSolutions

Flexible Grant program – Ed Donnelly did not object to these four points (see handout).
Controlled by MBI. Town opts in, can also opt in to both. Money goes as far as it goes.

Crocker's approach – all town. MBI, Crocker agree. Presubscription package, design (passes every home). Will not be enough money to build out the full area, but presubscription will help make early choices to move the money home.

Design and Engineering & make-ready. \$281/ \$286 / pole. Rt miles were significantly different. \$40,000 / mile, \$83,000 / mile. Bidding rules were to a higher standard. (hut equipment is included in the cost/ mile **but not the cost of the Hut/room, that's the Towns expense.**)
NextGen on budget and on time.

Remaining funds can build and estimated 60% of road miles, perhaps up to 70% with money.
Driveways or to the home not included. Estimated \$30,000 / route mile. No guarantee but CAFÉ money might be available.

Three components:

- ONT electronics – no state money used – buy or lease on the ONT. Crocker is earning money on this piece. No subsidy, covered by the subscription.
- Driveways are not covered – all homeowners are required to pay for this upfront – no state money. Estimate: \$3' aerial, \$7' UG. Subscriber has the option of both.
- Route miles (everything else)

No responsibilities for insurance bonding, MLP costs. Would like space in a town hall ideally with backup power. Lease agreement.

Town needs:

- Pay for POP (Crocker pays the electric power). Maybe 6x6 ft.
- Pay for police details – police chief decides. State police on state highway.

AE is the preferred technology with Crocker, fully symmetrical.

Both Mt. Washington and Leverett are up and Crocker did this work.

EX2 good experience, NextGen.

Practical experience:

Inside wiring is important to get right and be consistent. Published and distributed schematics. NOC / ISP understands the magnitude of the job and is prepared to help.

Organization – who needs wiring completed, time-line.

ISP has done phone before – number porting can be tricky. Have a plan.

Check references/ local references

House electronics

- ONT in both Leverett/ Mt Washington – exterior “clamshell”. \$150 one time, \$8 / month
- Exploring alternatives to that plan – not sure what will be available in one year, Not committed to a single vendor (maybe not Callix)
- Battery backup on the homeowners.
- Plain old phone service (not VOIP)

Extending the network would be difficult. Home rule petition required to give funds to the private entities.

Each home gets a GB connection speed.

\$120/ month (includes 1GB + phone) subscriber fee. Cost guarantees can be negotiated.

Take rate will effect the cost/ month can think creatively about how we can work together. Not and MLP/ not electric company – self-insuring. Maybe cost plus a percentage.

MBI Fiber – Crocker will look at transfer of the licenses in the town. We'll sound an agreement to maintain fiber – might be able to serve more homes.

Let MBI know we are interested.

Brad will send along information on micro-cells.

Fujitsu is the vendor for Design & Engineering and Construction.