

Minutes of the Broadband Committee  
Town of Charlemont  
August 26, 2015

- This was not an official meeting, as a quorum was not present.
  
- Committee members present: Bob Handsaker, Cheryl Handsaker, Trevor Mackie.
- Others present: Matt Crocker and Bill Stathis from Crocker Communications.
- Crocker Communications gave a presentation to those present. Crocker desires to work with towns that want to build a network that is wholly owned and operated by the town. The business model would be similar to Leverett, where Crocker is the ISP. The network would be built through MBI and Crocker would act as both the ISP and the network operator. Under this model, no revenue would be available to be returned to the town to cover debt service on the construction debt, which would have to be paid for completely by property taxes.
- Crocker presented a spreadsheet with the financial details of the proposed project. They said they would email a copy of the spreadsheet to Cheryl and it can be made available to others to review.

Some other details from my notes:

- Crocker has a long history of providing local telecommunications services. They were the first service provider on the MBI 123 network and the largest service provider, if you don't count the law enforcement service, which is provided by the state. They do not outsource – calls are answered by local people. They have 52 employees, including 5 or 6 for customer service (one at night).
- In Leverett, they will pay for the network construction through bonds over 20 years. This is approximately \$300 / household per year, but will drop to \$225 / household per year if they receive \$900K from MBI through the last-mile program. Leverett has been a very successful deployment, with roughly a 75% take rate. Most people have internet service turned on, phone is coming on line now, TV is not offered as a separate service.
- In Leverett, fiber was deployed to every parcel. The network unit (ONT) was installed outside. The homeowner was responsible for the “demarc extension” into the house, which cost \$295 if done by Crocker. About 1/3 of the homes were done by Crocker, about 1/3 by local electricians and about 1/3 by the homeowner (DIY).
- In Leverett, Crocker acts as ISP and is responsible for signing up all customers, and for all billing and all collections. Crocker collects the monthly town MLP charge (currently \$49) and pays this to the town. On top of the MLP fee, phone service is \$30/month, internet is \$25/month and both together are \$45/month. There are no bandwidth service tiers for the internet.