

BROADBAND STUDY COMMITTEE

Date: June 30, 2020

Time: 5:00 p.m. EST

ATTENDANCE:

- Bob Espindola
- Derek Frates
- Sean Powers
- Alyssa Botelho
- Jeff Christensen, EntryPoint Networks
- Devin Cox, EntryPoint Networks

Meeting was called to order at 5:06 pm by Chairperson, Sean Powers who advised every one of the recording regulations and thanked everyone for attending.

REVIEW MEETING MINUTES:

Derek Frates advised the committee he sent out meeting notes and they are quite thorough and asked if there were any questions. Mr. Espindola made a motion to accept the meeting minutes, Mr. Powers seconded and all roll called in favor to approve.

AGENDA:

Mr. Powers turned the meeting over to Jeff Christensen of EntryPoint Networks to begin review of agenda items.

Mr. Christensen shared his screen with the committee.

Mr. Christensen stated with 30 invoices they have good view of what people are paying and it looks like a teaser rate for internet connection for a limited time. It looks like rates are averaging in the \$150 range.

He asked Mr. Frates if there were any comments on invoice collection. Derek said Alyssa Botelho did a great job with posts and it looks like there were a few issues with uploading and not all people are sending packages only charges billed. He asked if maybe we should ask to see itemized charges', Mr. Christensen said yes the more info we get the better. Mr. Frates will keep up with the social media

posts. Mr. Espindola stated from a timing stand point neighborhood news will not be an option due to vacation. Mr. Cox said to continue doing the social media push and everyone thanked Ms. Botelho.

Mr. Christensen turned the meeting over to Devin Cox to review Market analysis.

Mr. Cox shared his spreadsheet showing info that has been gathered to date. He said he will pick an address in each region and will search on all of the internet specific options. Only talking internet connectivity he looks for what is offered in older parts of town vs newer parts of town and that's where we see a little variance.

Xfinity seems to be pretty consistent and he reviewed the download speed, promotional rates period, Install fees, and standard rates. Mr. Cox advised the committee they don't list fees, taxes, and install fees so this is why we need supplemental information from the bills. He showed the promo fee vs the standard fees and why they would push a plan. Some neighborhoods did offer 2000 mega bit plan that requires a contract and no promo rate on that. The information he provided is information from the website but they may offer other promos if someone were to call in. Download and fees were very consistent no matter the region of town. Also business packages were very consistent. Almost every market of the country there is quite a variance between residential and business which is not surprising.

With Verizon it's quite a bit different. By far the dominant provider is Xfinity Comcast the reason is Verizon's infrastructure doesn't seem to offer much to Fairhaven residents. In North no service available in the West, East. South types of speed vary with same fees for each. No service available in southeast. Mr. Espindola asked if the infrastructure Verizon works with is the old phone lines and Mr. Cox said yes. It doesn't appear that Verizon has done any updates in order to provide service in this area.

Mr. Cox stated this information is the information he got from the companies websites as to what is currently available and the next step will be to take the invoices and he will compare services.

Mr. Christensen explained that Frontier and CenturyLink are 2 examples of telephone companies who haven't gotten into the internet business. Verizon and Xfinity are not investing into wires to the home. What we are going to end up with is a monopoly. Mr. Cox said this is already happening where the cable company becomes the monopoly of telecommunications. This is happening in Fairhaven and the CEO of Comcast said we will see an increase in prices in the next few years.

All of the plans have data gaps and typically what we see in Comcast is 1-2 terra byte limitation. Mr. Cox explained when streaming video and entertainment in the home will exceed monthly data caps and if exceeded is an opportunity for them to add on fees \$10-\$50 dollars in addition to plan package. It's also a strategy on the part of the cable operators to get you on a bundled package.

Over the top entertainment is when you access it only over you're to services using internet connection Ex: HULU all of it chips away at your data. Reviewed over the top Cable TV model streaming services

and how a data cap on internet. EntryPoint will recommend fiber with no data cap and residents will be able to really leverage all services phone cable internet to because right now only have 1 option.

More and more of the next generation go directly to the source whatever they want to watch is where they go.

Mr. Christensen advised the committee he is still working on getting a 3rd middle mile estimate. Open Cape gave a verbal proposal advised we need it to be a written proposal and they are working on putting that together. Middle mile is the internet exchange point

Mr. Christensen said legal review was done after the last meeting. Mr. Espindola put together a call and is putting a proposal together along with legal advice we may need if town moves forward and we should have it in July to attach to the report. Mr. Espindola said it is a discussion of allowing the town to attach to poles and talked about how many poles owned by Eversource vs Comcast. He made a draft asking the board to approve letter to Verizon and Eversource asking how many are owned by each or jointly and what is the maintained agreement. The purpose of asking is so EntryPoint will have knowledge of how many are above and below ground and the cost to work with each. Mr. Christensen asked if there is any part of town where we could bury or if would have to be on the poles and if there was an area of town not possible to do conduit fiber optics. Mr. Espindola stated the BPW would have more information regarding that.

Mr. Christensen advised they are looking to produce report in second half of August early September that is the target. He would like any information prior to mid-August. 90% is on power poles 10% buried so we know 90% we can add fiber optics to poles.

Mr. Christensen asked if any concerns about Town meeting scheduled for July 25th the potential is to hit that meeting if not would be in May. Articles need to be in for consideration prior to meeting.

Mr. Christensen said the report will provide details to go one way or the other and if we have any idea if the town would be inclined to become the network operator or not. Mr. Espindola said has not polled anyone but has heard probably not but it's not fair to say without having the numbers and information in front of us. If it was monetarily beneficial and revenue generating for the town and be self-sustaining that may be an option. If we had another community who is currently doing this to compare that would provide a point of reference to set up a meeting.

Mr. Christensen said he is going to send out to the committee a structure of RISK analysis and would like feedback. If there is a Risk that's been overlooked and weather something is understated or overstated.

Mr. Cox reviewed how last meeting we went through the community engagement plan and would be and the beginning stages of it. There is a mock survey he would like feedback and examples of websites to put together for the town so they can have a place to go to get information. He has not received any

feedback need it as quickly as possible. How quickly can we get the survey out there and get it promoted. We need to get feedback on how Fairhaven would like to handle that. Social media is good as reminders for people to go to survey. Mr. Cox said we can have the survey out there for a month or week and take the data to publish a report.

Mr. Espindola said he can speak to the Select board, one of the key things from this meeting will be the survey when it will be issued and timing. He recommended we may want to set up a brief meeting next week to go over the survey or we may want to just nominate someone to go forward and put up the information. Mr. Espindola asked to review questions again to see that they are not misleading. Mr. Cox reviewed questions and Mr. Powers asked if we could bold the term Internet Service so it stands out in #4. #5 Mr. Espindola asked for an additional box for people to answer not sure. #8 Mr. Espindola said there is nothing wrong with asking the question but implies we are only looking at one option. We would like it worded differently so it says town or community owned. Mr. Christensen said we may want to word it that it brings in more competition. Mr. Cox will send out edited form and if anyone has concerns to email him direct and if get multiple concerns we can set up another meeting.

Once all set Mr. Frates and Ms. Botelho will post it on the website and on social media. Mr. Cox said we will get more success by pointing them to town website and launch survey from there. Mr. Frates asked what the target date for the website? Mr. Cox said still looking for town photos or go to internet can have it up next week. Mr. Frates and Ms. Botelho will work with Mr. Cox and pick out pictures to provide for website. Mr. Cox questioned if we want to schedule a quick call next week he can have a mockup of website done. Mr. Powers said he would like the layout of Quincy website and the heat map. Mr. Espindola said he would like FAQ's and heat map. Mr. Cox asked to also take a look at the video and provide feedback if we want it included. Also want to definitely have a message to the community, needs feedback. Mr. Espindola asked if the message should be from the Broadband Study Committee and Mr. Powers agreed would be great if it came from the committee. Mr. Cox will use a message and send out to the committee for review before adding it to the site.

Mr. Espindola suggested that later next week Wednesday possibly the committee could get together for a short meeting to review the website and survey. Mr. Cox said the only thing he will need is photos and he will put together a draft website to review and launch it.

Mr. Cox stated if he doesn't hear anything he will include the informational video in website. Mr. Espindola verified using the Quincy model with heat map and FAQ's and add in what educational links are relevant. Mr. Cox said he will put in an abbreviated FAQ page and the other more important questions we know should be in there they will include it.

NEXT MEETING:

Next meeting scheduled tentatively for Wednesday July 8, 2020 to review survey and website.

Mr. Powers made motion to adjourn meeting at 6:36 pm and was seconded by Mr. Espindola. Motion passed unanimously and meeting ended.

Respectively submitted,

Mary Lou Krosschell
Recording Secretary