
Agenda

Town of Fairhaven Broadband Committee

Town Clerk's Office
Wednesday, April 16, 2020
5:30 pm

Date: April 21, 2020, 7:00 p.m. E.T.

Remote Access Information:

Join Zoom Meeting

<https://zoom.us/j/894342421?pwd=YjhRRGNvVWNsb0Y0VFNnSXlITmJNZZ09>

or call 1-929-205-6099

Meeting ID: 894 342 421

Password: 005150

Committee Members:

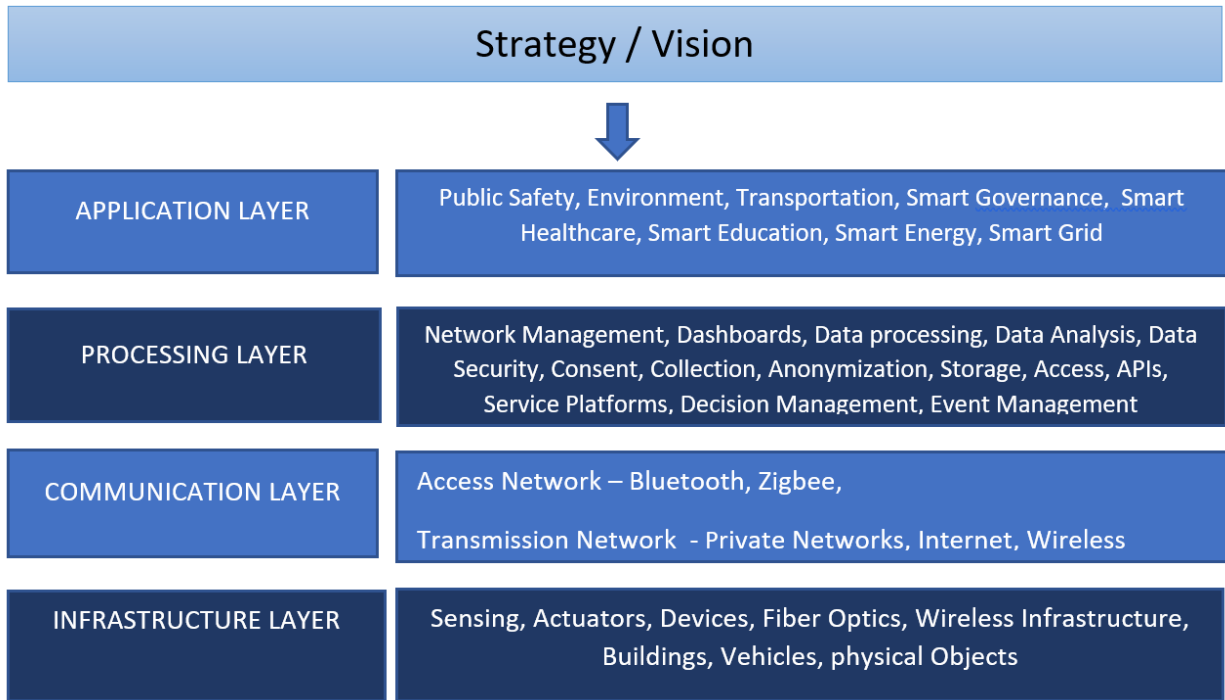
- Bob Espindola
- Derek Frates
- Sean Powers
- John Methia
- Jay Simmons,
- Suzanne Dwyer
- Jeff Christensen, EntryPoint Networks
- Devin Cox, EntryPoint Networks

Agenda Items:

- Review Minutes from March 31, 2020 Meeting
 - Action Items from March
- April Project Milestones
 - Review Comparisons of Different Municipal Broadband Models (**See Below**)
 - Continue Collecting Invoices
 - Discussion on Strategy - (**See Below**)
 - Evaluate Middle Mile Options - EntryPoint
 - Evaluate Options for Legal Structure - Review Quincy, MA Document
 - Select Neighborhoods for Cost Modeling - Fairhaven (**Complete - See Attached**)
 - Continue with Market Analysis – (**See Invoice Collection and Pending Survey of Town Members**)
 - Assess Existing Infrastructure (**Delayed for May Kick-off**)
 - Discuss adding Smart City/Smart Town Framework to Scope of Work
- Requests for Committee Members
 - Collect Internet Invoices from 50 – 100 Co-workers, Friends, Family Members
 - Engage City Attorney on Analysis of Legal Structure Options
- Future/next meeting – action items?
 - Review action items for next meeting

- Schedule May, June, and July Meetings (3rd Tuesday of each month - June Conflict - Can we do the 2nd or 4th Tuesday in June?)

Smart City / Smart Town



Scope of Work:

EntryPoint’s Consulting Services Group, will work with the Broadband Committee to develop a *Broadband Master Plan* and Feasibility Analysis for the Town of Fairhaven. The contemplated Scope of Work will be performed in coordination with Fairhaven’s Broadband Committee and includes the following:

- ❑ Develop Broadband Strategy
- ❑ Conduct SWOT Analysis
- ❑ Assess Existing Broadband Infrastructure
- ❑ Conduct Market Analysis
- ❑ Prepare Community Engagement Plan & Timeline

- ☐ Assist with Early Community Engagement Efforts
- ☐ Coordinate Broadband Surveys with Residents and Businesses in Wilbraham
- ☐ Prepare Comparison of Municipal Broadband Models
- ☐ Prepare a High-level Fiber Optic Network Design and Materials Cost Summary
- ☐ Prepare Cost Analysis
 - Prepare Projected Capital Expenditures and Funding
 - Prepare Projected Income and Cash Flow
- ☐ Coordinate with Potential Project Partners
 - Middle-Mile
 - Internet Service Providers
 - Engineering
 - Construction
- ☐ Assist with Introduction of Potential Financial Partners for a Project
- ☐ Coordinate Planning for Financing Options
- ☐ Assist with Securing Legal Opinions to Establish Authority to Build Broadband Infrastructure
- ☐ Conduct Risk Analysis
- ☐ Assist with Preparation of RFP for Engineering & Construction
- ☐ Prepare Report Summary and Conclusions



TIMELINE





Broadband Planning

Strategy

Deploying a city-wide fiber optic network is a significant public works and information technology project.

Issue	Tactical	Strategic
Focuses On	Immediate Needs	Future
Oriented Towards	Goals & Objectives	Vision
Prefers	Stability	Change
Emphasizes The	Organization	Environment
Looks	Internally	Externally
Gravitates Towards	Reliable Techniques	Innovation & Creativity
Wants To	Improve What Is	Consider What Can Be

Examples of Strategic Ideas guiding this Plan include the following:

- Democratize Access
- Improve Affordability
- Solve Digital Divide
- Foster Competition & Choice
- Enable Abundant Bandwidth
- Foster Innovation & Economic Development
- Public Safety
- Create Alignment with Subscribers
- Participation is Voluntary or Involuntary?
- Mitigate Risk for the City
- Local Control of Essential Infrastructure
- Enable Long Term City Planning & Objectives
- Local Resilience

SWOT Analysis

The SWOT Analysis included considers the Strengths, Weaknesses, Opportunities and Threats related to advancing the projects under consideration in this report.



Broadband Planning



STRENGTHS	
WEAKNESSES	
OPPORTUNITIES	
THREATS	

Infrastructure

Comparison of Available Media

The primary media used for internet access today are DSL, Cable, Wireless and Fiber Optic cable.

DSL stands for Digital Subscriber Line and it is one of the technologies used to provide Internet connectivity to homes and businesses. DSL uses existing telephone lines and a transceiver to bring a connection into a home or business and allows the household to use the Internet and make telephone calls at the same time. Verizon is the incumbent telephone company in the area using DSL technology. DSL is asymmetrical (The download speed is much faster than the upload speed) and is capable of download speeds up to 100 Mbps.

Coaxial Cable uses copper cable designed with one physical channel that carries the signal surrounded by a layer of insulation and then another physical channel, both running along the same axis – hence the coaxial name. Coaxial cable is primarily used by cable TV companies to connect transmission facilities to customer homes and businesses to deliver cable T.V. and internet access. Comcast/Xfinity is the incumbent cable company in the area. Coaxial Cable is asymmetrical and is capable of download speeds up to 940 Mbps.

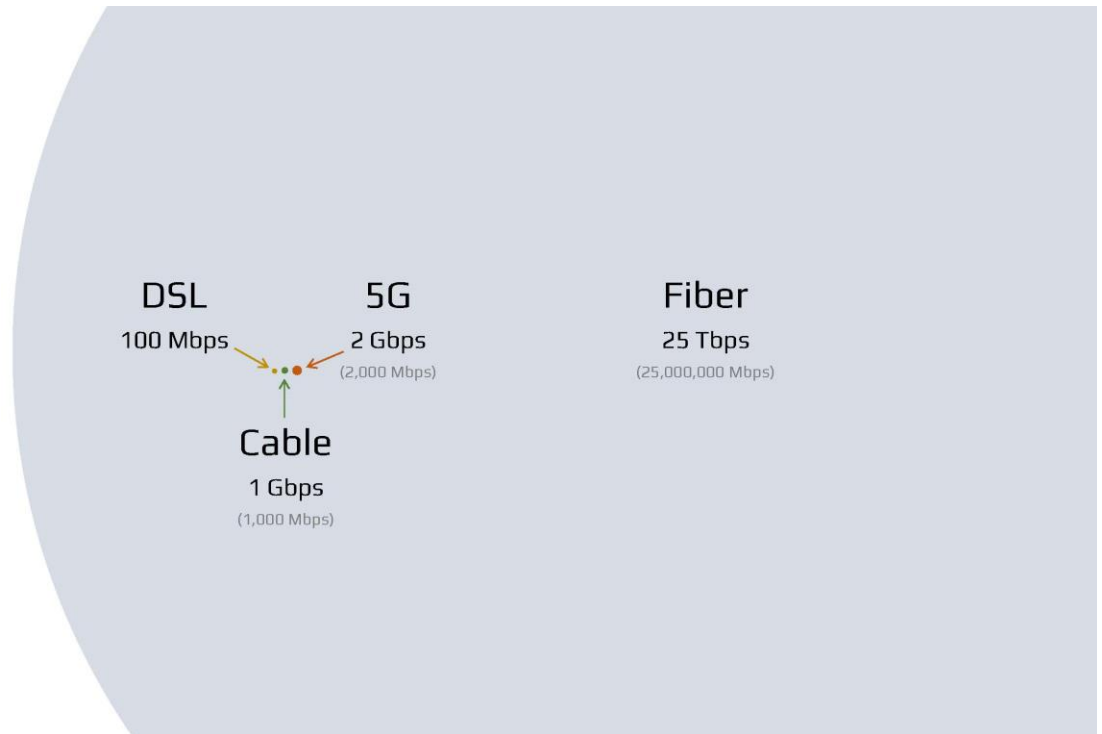
Fiber Optic Cable sends information down strands of glass known as optical fibers which are about the size of a human hair. These fiber optic strands are capable of transmitting 25 Tbps today and researchers have successfully demonstrated a transmission experiment over 1045 km with a data-rate of 159 Tbps (<https://phys.org/news/2018-04-fiber-transmission.html>). Fiber-optic cables carry information between two places using optical (light-based) technologies which



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convert electrical information from the computer into a series of light pulses. Fiber Optic Cable is capable of symmetrical speeds up to 25 Tbps.

Because the difference in capacity between fiber optics and alternative media is so significant, fiber optics should be the foundational media for any new broadband infrastructure project when financially feasible.



Upload vs Download Speeds

In addition to the difference in bandwidth between DSL, cable and fiber optics, an additional important difference is that only fiber optic cable offers the ability to deliver symmetrical speeds. In an asymmetrical connection, the download speeds are much faster than upload speeds. Upload speed is the amount of data a person can *send* and download speed is the amount of data a person can *receive* in one second. Upload speeds can be very important for businesses, including home-based businesses or people who work from home. Applications that depend on good upload speeds include sending large files, cloud applications like Google Docs and Dropbox, VoIP, FaceTime, Skype, hard drive backups and In-house web hosting.

Municipal Broadband Models Comparison

The Institute for Local Self Reliance has mapped municipal networks throughout the United States using an interactive map that can be found at the following link:

<https://muninetworks.org/communitymap>

To compare the various models that exist in the United States today, a mix of prominent municipal fiber optic projects were selected to illustrate the types of models that have been deployed. The following comparison summarizes different approaches to funding and operating



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municipal broadband infrastructure and services followed by a description of the advantages & disadvantages of each:

Municipality	Population	Model Type	Electric Utility	Take-Rate	Cost of 1 Gig
Chattanooga, TN	179,139	Electrical Utility ISP	Yes	60%	\$68.00
Lafayette, LA	126,000	Electrical Utility ISP	Yes	40%	\$99.95
Westminster, MD	19,000	City Fiber, Private ISP	No	20%	\$89.99
Huntsville, AL	194,585	Dark Fiber Open Access	Yes	Not Published	\$70.00
Sandy, OR	10,000	Municipal ISP	No	60%	\$59.95
Longmont, CO	86,000	Electrical Utility ISP	Yes	55%	\$69.95
Ammon, ID	17,000	Automated Open Access	No	65%	\$46.50
Monmouth, OR	15,083	Municipal ISP	No	80%	\$129.65
Lexington, KY	321,959	Private Partner Owned	No	Not Published	\$59.95
Santa Monica, CA	110,000	Dark Fiber Business Only	No	N/A	N/A
Fort Collins, CO	165,000	Electrical Utility ISP	Yes	Early Stage	\$59.95
UTOPIA	150,000+	Manual Open Access	No	15%	\$70.00

Municipal Broadband Models Defined – Summary | Pros | Cons

City Owned & Operated, Single ISP

Summary: The city owns and operates the network and is also the sole service provider on the network.

Pros: This model can be successful when incumbent operators have some combination of the following: monopoly or near monopoly status, high prices, a poor reputation and widespread customer resentment.

Cons: A single ISP does not significantly expand choice or competition. There have been very few *City Owned & Operated, Single ISP* deployments that have been successful and those that have been successful are much smaller than . The city is essentially replicating the incumbent model and competing against the incumbent head-to-head. This model leaves the city vulnerable to the incumbent dropping their price to influence the municipal take-rate and destabilize the municipal network.

Examples of this model include Sandy, OR and Monmouth, OR.

Municipal Electrical Utility Owned & Operated, Single ISP

Summary: The Municipal Electrical Utility owns and operates the network and is also the sole service provider on the network.



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Pros: Most successful Single ISP municipal networks for cities the size of have adopted the Electrical Utility model. The Electrical Utility has the advantage of having an established reputation in the community. Electrical Utilities often have financial, customer service, and engineering expertise that may be beneficial to the network. The skill-set for Outside Plant personnel for a municipal network is similar in kind to the existing range of skills in an Electrical Utility. The likelihood of success increases in instances where the incumbent operator has monopoly or near monopoly status, higher than average prices, a poor reputation and/or widespread customer resentment.

Cons: A single ISP does not significantly expand choice. Expertise in network operations will need to be enhanced or developed. This model is essentially replicating the incumbent model and involves competing against the incumbent head-to-head. This model leaves the city / Electrical Utility vulnerable to the incumbent dropping their price to impact the take-rate and destabilize the network.

Examples of this model include Chattanooga, TN and Longmont, CO. Fort Collins, CO. is in the early stages of deployment and is replicating this model.

Dark Fiber, Open Access

Summary: Dark Fiber Open Access is a model where the city builds infrastructure to the curb and the subscriber then selects an ISP as its provider and the ISP finishes the connection to the home with its own infrastructure and electronics.

Pros: Open Access increases choice for consumers. Operating a dark fiber network is less complicated than operating a lit network. The Dark Fiber model enables Public ownership of infrastructure.

Cons: The Dark Fiber model gives up control over last mile infrastructure, i.e., the drop from the curb to the premise. The Dark Fiber model therefore limits the usability of each strand of fiber. With an isolated dark fiber connection, it is impossible to connect to other services that may not be available through the ISP that controls the drop to the customer premise. The Dark Fiber Model may not scale easily due to difficulty in anticipating the required fiber count to meet the demand. This can create significant complications for the network operator.

An example of this model is Huntsville, AL.

Manual Open Access

Summary: Manual Open Access is a model where the network is lit end to end. This means that the network operator places and controls the electronics at both ends of the network. In this model, switching service providers can be requested from a web portal and may appear to be automated but the network provisioning is not automated.

Pros: A manual Open Access network increases choice for consumers.



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Cons: Operating a Manual Open Access network is more complex than operating a Single ISP network because of the requirement for human management of network tasks. Any increase in the number of service providers operating on the network adds to network complexity.

An example of this model is the UTOPIA Network. UTOPIA is the largest manual open access network in the United States with just over 20,000 premises connected. UTOPIA struggled under heavy debt obligations for 15 years but is now operating on a sustainable trajectory. In addition to UTOPIA, there are a number of Manual Open Access networks in Europe.

Automated Open Access

Summary: Automated Open Access is a model where the network operator places electronics at both ends of the network and subscribers can dynamically select service providers in real-time. Software Defined Networking is used to automate various network management tasks.

Pros: Multiple service providers can deliver services simultaneously and independently across a single wire. When a subscriber selects a new service provider, the provisioning is done using automation and therefore happens on-demand. The automated provisioning creates a marketplace for services which includes ISP's and private networks for other services. The ability to switch service providers on demand increases choice and competition.

Cons: The model was first implemented in late 2016. Ammon, ID is the only city that has a full implementation operating. Scalability has been demonstrated in a lab environment but not in a city the size of .

Examples of this model include Ammon, ID, McCall, ID and Mountain Home, ID.

Disclosure: EntryPoint Networks owns and operates a SaaS model Automated Open Access solution and is the technology solution provider in these networks.

Private Sector Owner & Operator, Single ISP

Summary: A private builder designs, builds and operates a network. The private entity is also the sole ISP on the network – replicating the incumbent model.

Pros: A private builder and operator assumes all the risk and does the work of overseeing design, project management, construction, customer acquisition and operations. This model increases the choices available to consumers with minimal obligation or burden for the city.

Cons: The new operator is replicating the incumbent model. There is no local control over infrastructure and the choices increase by just one new provider. There is no guarantee that the operator will address the digital divide. The network can be sold to another operator. There are many examples of over-builders but Lexington, Kentucky is a recent example.

An example of this model is Lexington, KY.

Private Sector Owner & Operator, Open Access

Summary: A private builder designs, builds and operates a network. The private entity uses an Open Access model rather than the incumbent model for service delivery.

Pros: A private builder and operator assumes all of the risk and does the work of overseeing design, project management, construction, customer acquisition and operations. This model provides an increase in the choices available to consumers at almost no cost to the city. Risk

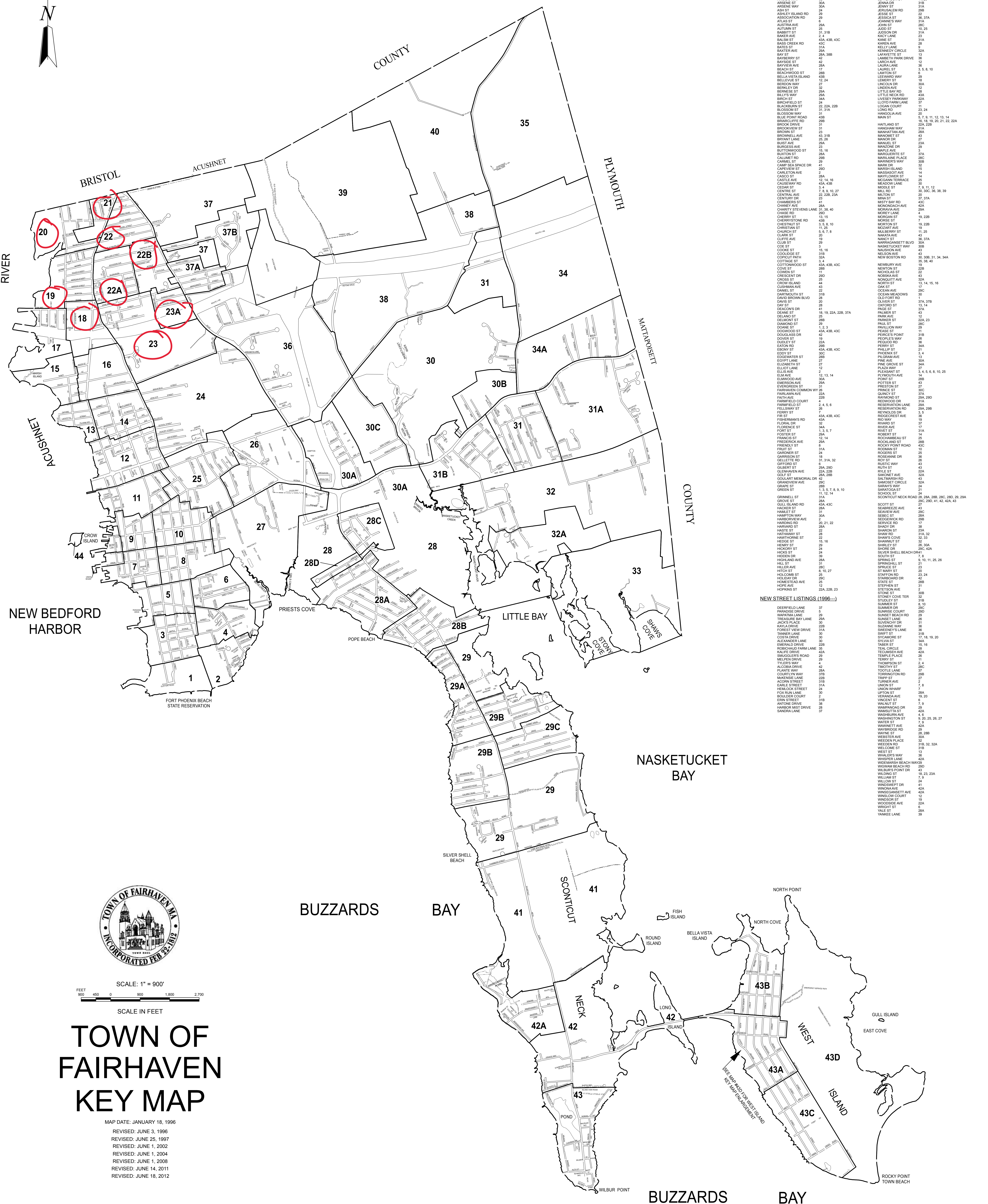
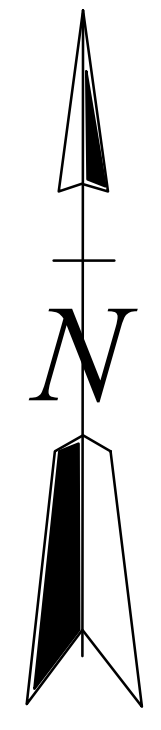


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exposure to the city is very low. The private builder/operator builds and stabilizes the network and may give the city the option to acquire the network after an agreed upon number of years for a premium price above the actual cost to develop.

Cons: There is no local control over infrastructure. There is no guarantee that the operator will address digital divide issues. A private owner will be free to sell the network to a new operator that may or may not be aligned with community objectives for the network.

An example of this model is Fullerton, CA (SiFi).



ROAD NAME	MAP	ROAD NAME	MAP
ABBEY ST	6	HOLEY ST	23
ACADAMY AVE	12, 14	HOLLAND RD	17, 18, 19, 23, 23A
ADAMS ST	8, 10, 12, 14, 16, 18, 23	HUTTLESTON AVE	12, 24, 25, 26, 27, 28, 30, 30A
ALDEN ST	36, 37, 38	HYLAND ST	29B, 30C, 31, 31A, 31B, 34A
ALDEN ROAD	22, 22B, 23, 23A, 24, 26, 30A	INDIAN WAY	29
ALLEN ST	43A	IRVING RD	3
ALMOND ST	43B	JAMES ST	3
ALPINE AVE	19	JAMESON ST	28D
ANDREW AVE	38	JANES ST	15
ANGE'S WAY	32	JASON TERRACE	35A
ARSENAL ST	30A	JANNEY ST	34A
ARSENAL WAY	30A	JEFFERSON ST	11, 25
ARSENAL WAY	30A	JERRY ST	31A
ASHLEY ISLAND RD	29	JERUSALEM RD	29B
ASSOCIATION RD	29	JESSE ST	22
ATLANTIC ST	29A	JESSICA ST	36, 37A
AUTUMN AVE	29A	JOHNNIE'S WAY	31C
BABBITT ST	31, 31B	JON ST	29C
BALM ST	2, 4	JUDSON DR	31A
BASS CREEK RD	43A, 43B, 43C	KACI LANE	23
BATES ST	31A	KANE ST	31A
BATTERY AVE	31A	KAREN ST	28
BAV ST	29A, 29B	KATHY ST	9
BAVARDY ST	42	KATHY'S CIRCLE	32A
BAVARDY WAY	29A	LAFAYETTE ST	13
BEACH ST	17	LAKESHORE DRIVE	12
BEACHWOOD ST	28B	LARSON AVE	12
BELLA VISTA ISLAND	43B	LAUREL ST	3, 5, 8, 10
BELLINGHAM ST	17, 24	LAWSON ST	6
BELMONT WAY	12, 14, 16	LEWIS WAY	29
BERKLEY DR	28	LEWIS ST	18, 19
BERNICE ST	28	LINCOLN DR	35A
BERRY ST	28	LINDEN AVE	12
BILLY'S WAY	29A	LITTLEFIELD RD	43A
BIRCH ST	24	LITTLE NECK RD	22A
BIRCHFIELD ST	24	LITTLEFIELD PARKWAY	43A
BIRCHWOOD ST	24	LLOYD FARM LANE	37
BLOSSOM ST	31, 31A	LOGAN AVE	11
BLOSSOM WAY	43B	LONG RD	23, 24
BROOK DRIVE	31	HANDSOME AVE	29
BROWN AVE	23, 28	HATLAND ST	5, 7, 9, 11, 12, 13, 14
BROWN LANE	25, 26	HANDSOME WAY	22A, 22B
BURDICK AVE	29A	HANOVER ST	31A
BURDICK WAY	15, 19	MANHATTAN AVE	28A
BUTTONWOOD ST	29B	MANOR ST	43
CALAMET RD	29B	MANSFIELD ST	27A
CAMP SEA SPACE DR	41	MARBLE AVE	3
CARLETON AVE	2	MARLBOROUGH ST	28C
CARROLL ST	2	MARLANE PLACE	28C
CASCADE ST	12, 14, 16	MARK DR	32
CASTLE AVE	12, 14, 16	MARSH ISLAND	14
CASTLE ST	2	MASSACHUSETTS ST	14
CENTRE ST	3, 4	MCCANN TERRACE	25
CENTRAL AVE	22, 22B, 23A	MIDDLE ST	7, 9, 11, 12, 13, 14
CENTURY DR	22, 22B, 23A	MILTON ST	37, 37A
CHAMBERS ST	31A, 40	MILTON WAY	37, 37A
CHANNY AVE	38A	MONROE AVE	42A
CHANNY STEVENS LANE	31, 40	MONROE ST	42A
CHASE RD	20D	MORSE LANE	4
CHERRY ST	13, 14, 10	MORSE ST	19, 22B
CHERRYSTONE RD	43B	MORSE ST	7, 22B
CHRISTIAN ST	11, 25	MORSE ST	19, 22B
CLARK ST	19	MURPHY ST	19
CLIFF AVE	20	MURPHY ST	11, 25
CLIFF ST	19	NAKATA AVE	43
CLUB ST	29	NARRAGANSETT BLVD	30A
COLE ST	30B	NARRAGANSETT BLVD	30A
COLE ST	15, 16	NASHUA AVE	43
COLE ST	43	NASHUA AVE	43
COLE ST	29A	NEW BOSTON RD	30, 30B, 31, 34, 34A
COLE ST	29B	NEWTON ST	22B
COLE ST	29C	NEWTON ST	22B
COLE ST	29D	NORBANK ST	43
COLE ST	29E	NORBANK ST	43
COLE ST	29F	NORTH ST	13, 14, 15, 16
COLE ST	29G	OCEAN AVE	29C
COLE ST	29H	OCEAN MEADOWS	37A, 37B
COLE ST	29I	OLD FORT RD	1
COLE ST	29J	OXFORD ST	13, 14
COLE ST	29K	OXFORD ST	37A
COLE ST	29L	OXFORD ST	37A
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COLE ST	29O	OXFORD ST	37A
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COLE ST	29FP	OXFORD ST	37A
COLE ST	29FQ	OXFORD ST	37A
COLE ST	29FR	OXFORD ST	37A
COLE ST	29FS	OXFORD ST	37A
COLE ST	29FT	OXFORD ST	37A
COLE ST	29FU	OXFORD ST	37A
COLE ST	29FV	OXFORD ST	37A
COLE ST	29FW	OXFORD ST	37A
COLE ST	29FX	OXFORD ST	37A
COLE ST	29FY	OXFORD ST	37A
COLE ST	29FZ	OXFORD ST	37A
COLE ST	29GA	OXFORD ST	37A
COLE ST	29GB	OXFORD ST	37A
COLE ST	29GC	OXFORD ST	37A
COLE ST	29GD	OXFORD ST	37A
COLE ST	29GE	OXFORD ST	37A
COLE ST	29GF	OXFORD ST	37A
COLE ST	29GG	OXFORD ST	37A
COLE ST	29GH	OXFORD ST	37A
COLE ST	29GI	OXFORD ST	37A
COLE ST	29GJ	OXFORD ST	37A
COLE ST	29GK	OXFORD ST	37A
COLE ST	29GL	OXFORD ST	37A
COLE ST	29GM	OXFORD ST	37A
COLE ST	29GN	OXFORD ST	37A
COLE ST	29GO	OXFORD ST	37A
COLE ST	29GP	OXFORD ST	37A
COLE ST	29GQ	OXFORD ST	37A
COLE ST	29GR	OXFORD ST	37A
COLE ST	29GS	OXFORD ST	37A
COLE ST	29GT	OXFORD ST	37A
COLE ST	29GU	OXFORD ST	37A
COLE ST	29GV	OXFORD ST	37A
COLE ST	29GW	OXFORD ST	37A
COLE ST	29GX	OXFORD ST	37A
COLE ST	29GY	OXFORD ST	37A
COLE ST	29GZ	OXFORD ST	37A
COLE ST	29HA	OXFORD ST	37A
COLE ST	29HB	OXFORD ST	37A
COLE ST	29HC	OXFORD ST	37A
COLE ST	29HD	OXFORD ST	37A
COLE ST	29HE	OXFORD ST	37A
COLE ST	29HF	OXFORD ST	37A
COLE ST	29HG	OXFORD ST	37A
COLE ST	29HH	OXFORD ST	37A
COLE ST	29HI	OXFORD ST	37A
COLE ST	29HJ	OXFORD ST	37A
COLE ST	29HK	OXFORD ST	37A
COLE ST	29HL	OXFORD ST	37A
COLE ST	29HM	OXFORD ST	37A
COLE ST	29HN	OXFORD ST	37A
COLE ST	29HO	OXFORD ST	37A
COLE ST	29HP	OXFORD ST	37A
COLE ST	29HQ	OXFORD ST	37A
COLE ST	29HR	OXFORD ST	37A
COLE ST	29HS	OXFORD ST	37A
COLE ST	29HT	OXFORD ST	37A
COLE ST	29HU	OXFORD ST	37A
COLE ST	29HV	OXFORD ST	37A
COLE ST	29HW	OXFORD ST	37A
COLE ST	29HX	OXFORD ST	37A
COLE ST	29HY	OXFORD ST	37A
COLE ST	29HZ	OXFORD ST	37A
COLE ST	29IA	OXFORD ST	37A
COLE ST	29IB	OXFORD ST	37A
COLE ST	29IC	OXFORD ST	37A
COLE ST	29ID	OXFORD ST	37A
COLE ST	29IE	OXFORD ST	37A
COLE ST	29IF	OXFORD ST	37A
COLE ST	2		