

# Broadband Summary

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BOB ESPINDOLA

TOWN OF FAIRHAVEN

SELECT BOARD MEETING

9-18-2023



# Outline of Presentation

- **Broadband Study Committee work**
  - Website Development
  - Master Plan Development – key results
  - Terms used in discussing Broadband projects
  - Municipal Light Plant Community

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- **Fairhaven Housing Authority Broadband Project (\$250K Community Compact Cabinet Grant)**
  - Origins
  - Consulting work to date
  - Deadline for project completion September 31<sup>st</sup> Ms. Ellison still needs to send a letter to CCC before then
  - MOU between the Town and Fairhaven Housing Authority
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  - Regional efforts to study potential for Public Private Partnership
  - Advocacy work – including efforts to work with the Mass. Attorney Generals office
  - Why all this is important to Fairhaven

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- **Work with SRPEDD – Digital Equity Fellow**

# A Message from Fairhaven's Broadband Study Committee

Reliable internet connectivity is essential in the 21st century. Just as electricity enabled the first industrial revolution, Broadband infrastructure (typically built with a fiber optic technology) is the foundation for the digital revolution. Residents in our town have been paying too much for mediocre access to the internet. As Fairhaven's Broadband Study Committee, we have made it a key priority to research the feasibility of establishing local control of this essential infrastructure. The goals of the committee for this project include the following;

1. Lower the cost of internet access by 25% - 30% for residents and businesses.
2. Significantly increase the speed and reliability of internet access.
3. Increase competition and give residents multiple options for ISPs on demand in real time.
4. Build a state-of-the-art network that will improve economic development and foster innovation.
5. Leverage the network to improve the services provided in the town including public safety, transportation, healthcare, education, emergency communications, and new services that will become possible with advanced network infrastructure.

The unfortunate reality is that the current dominant internet access model in our country is one where network operators build closed proprietary systems that are designed to maximize profit. Alternatively, construction of a Fairhaven Broadband Network utility seeks to maximize value and lower costs through competition.

*Fairhaven Broadband Study Committee*

## Broadband Important Documents

[Broadband Mission Statement 2022](#)

[Entry Point CLOSING REPORT 06-14-2023](#)

[External Resources](#)

[RFP: Broadband Study Committee Last Mile Broadband Feasibility Study](#)

[Voice Your Question, Comment or Concern](#)

## Contact Info

**Phone:**

508-979-4023

**Address:**

Town Hall

40 Center St.

Fairhaven, MA 02719

United States

See map: [Google Maps](#)

[Home](#) » [Boards & Commissions](#) » [Broadband Study Committee](#)



# Broadband Important Documents

## 2023

- [EntryPoint Closing Report 6/14/23](#)

## 2022

- [Community Compact Cabinet Municipal Fiber grant](#)

## 2021

- [Broadband Master Plan - 2021](#)
- [Grant Project Brief- 10/29/2021](#)
- [Presentation to Representative Straus- 10/29/2021](#)

## 2020

- [Broadband Info & Survey - Mailer Insert - October 2020](#)
- [Legal Authority for Municipal Broadband - Atty. William Solomon 9/16/2020](#)
  - [Legal Authority for Municipal Broadband - Bond Counsel 9/21/20](#)

# EntryPoint, LLC Awarded Contract for Broadband Feasibility Study

POSTED ON: JANUARY 21, 2020 - 3:11PM

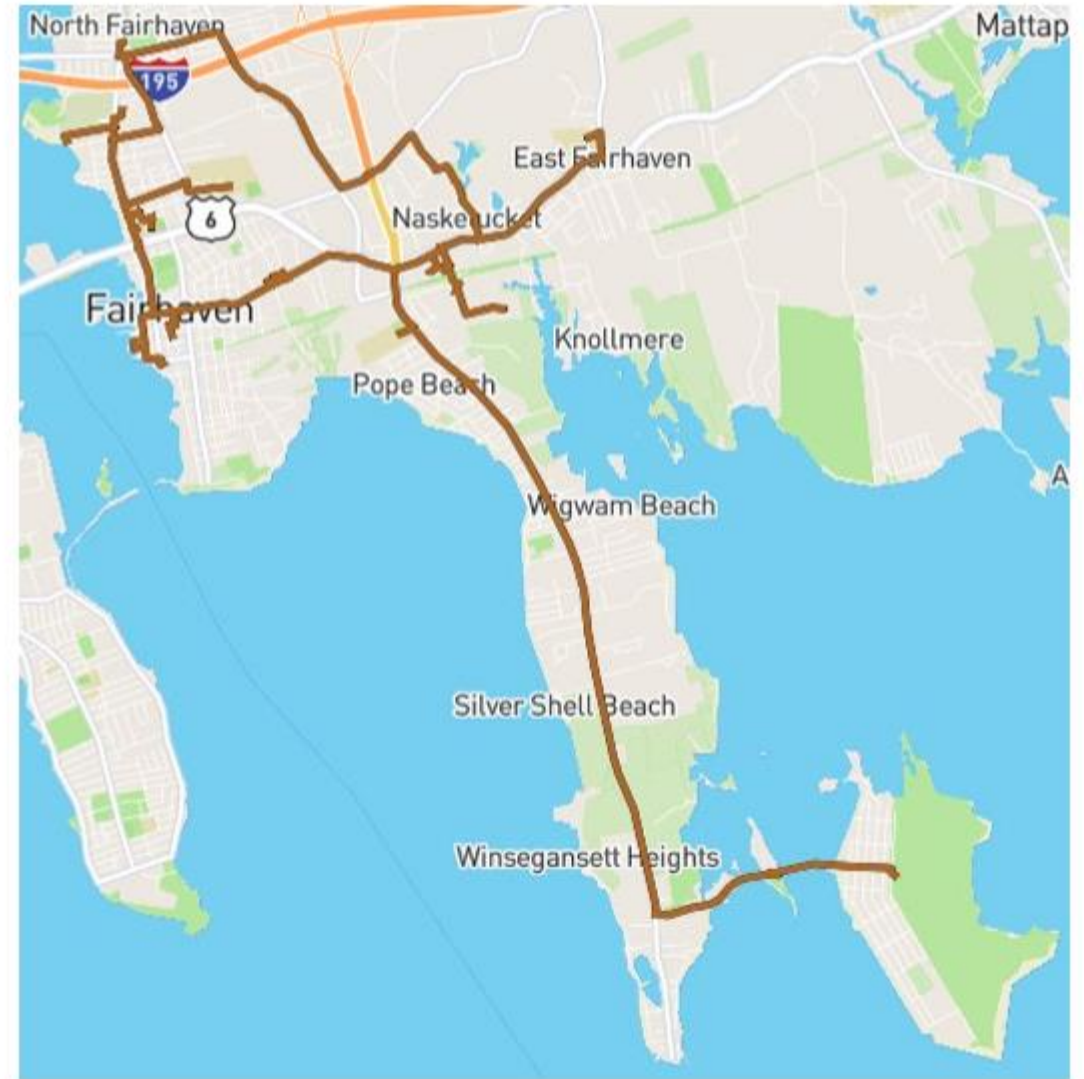
EntryPoint, LLC was awarded the contract for the Broadband Feasibility Study.

The Kickoff Meeting with EntryPoint is scheduled at the next Broadband Study Committee meeting on **February 25, 2020** at 7pm in the East Room for anyone interested in attending.





- Built a Fiber Optic Loop that currently serves all public buildings (Approximate Cost = \$600K)
  - Serves all Schools (Wood, East Fairhaven, Hastings and FHS), Public Safety, Town Hall, COA/REC, Public Works and Hoppy's Landing
  - Owned and operated by the Town (3-4 year payback (Funds formerly paid to Comcast)
  - Existing loop has capacity to support a Fiber to the Home/business network for the entire community.



## Town of Fairhaven Broadband History – What have we done so far?

### Established a Broadband Study Committee

- Hired a consultant with expertise in this area (Entry Point)
- Surveyed the Community - found overwhelming support for Broadband buildout
- Recommended an Open Access system that will foster competition among ISP's
- Brought Town Meeting Article to establish Municipal Light Plant (passed with overwhelming majority)
- Established cost of building Fiber to the Home/Business infrastructure
- Developed model where end user pays for capital investment, pays off investment with long term borrowing (10-15 years)
  - Pricing model allows end user to enjoy benefits of reliable, high speed internet now, with lower monthly costs
  - When borrowing is paid off, additional savings will be realized



ARTICLE #34

Own Your  
**INTERNET**

[www.ConnectFairhaven.com](http://www.ConnectFairhaven.com)



**Fairhaven**  
Massachusetts

# Broadband Master Plan

Prepared for the Fairhaven Board of Selectmen

February 2021

– Prepared By –



[www.entpnt.com](http://www.entpnt.com)

# Key Points of Broadband Master Plan

This report seeks to provide the data needed for Town leaders to thoughtfully plan and implement a communications infrastructure strategy that will benefit residents, businesses, and anchor institutions for years to come. Town leaders will be able to use this document to lay the groundwork to address the challenges of a project of this size and scope. The key focus of the report is on the following primary activities:

- 1) Network Design & Architecture
- 2) Cost Analysis for Construction
- 3) Cost Analysis Network Operations
- 4) Customer Acquisition
- 5) Risk Management

# Key Points of Broadband Master Plan

## Strategy

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Deploying a large-scale fiber optic network is a significant public works and information technology project.

**Key Strategic Ideas** guiding this Plan were established by the Broadband Study Committee and include the following:

1. **Improve Affordability** – The Town of Fairhaven seeks to promote policies and initiatives that will make internet access universally available and affordable throughout Town limits.

## Key Points of Broadband Master Plan

2. **Foster Competition & Choice** – The Town seeks to promote initiatives that will increase the number of service providers and types of services that are available to Fairhaven residents.
3. **Promote Abundant Bandwidth** – Town leaders seek for solutions that move from the current practice of treating bandwidth as a scarce commodity toward policies and programs which treat bandwidth as an abundant resource.
4. **Solve the Digital Divide** – Town leaders are interested in promoting access for all residents by making access affordable and by promoting ubiquitous infrastructure.
5. **Mitigate Risk for the Town, Constituents, and Partners** –Town leaders are particularly interested in implementing a business model which mitigates financial and operational risks to the Town and its partners while at the same time helping the Town achieve its other objectives.
6. **Improve Network Reliability** - Town leaders seek to promote network attributes that will increase reliability for residents, businesses, and anchor institutions within Town limits.
7. **Make Participation Voluntary** – A core component of the strategy the Town is advancing is to increase connectivity options for Fairhaven stakeholders but not compel residents or local businesses to subscribe to a particular program or initiative.
8. **Establish Local Control over Essential Infrastructure** - The economy is now an information economy and the importance of digital infrastructure continues to grow in significance. The Town of Fairhaven has an interest in ensuring that the Town has robust digital infrastructure, and it is interested in promoting initiatives which will give the town greater influence over this important infrastructure.

## Fairhaven Broadband Survey Results



*And the Survey Says...*

In May 2020, the Town deployed a website to begin the process of educating the public regarding its evaluation of the feasibility of a Town sponsored fiber optic network. The Town distributed an initial survey to Fairhaven residents assessing current sentiment regarding existing services and the level of interest in a municipal network. The survey was not developed by professional survey administrators. To date key findings from the survey, include the following:

<b>Total Responses</b>	643		
<b>Support Fiber Network</b>			
	2	No	0.32%
	140	Possibly	22.15%
	490	Yes	77.53%
<b>Internet Speed Importance</b>			
	8	Not Important	1.27%
	165	Somewhat Important	26.15%
	459	Very Important	72.58%
	623	Important/Very Important	98.73%
<b>Average Connection Speeds</b>			
	551	Download	151 Mbps
	551	Upload	13 Mbps
<b>Importance of Choice in ISP &amp; Plans</b>			
	23	Not Important	3.65%
	115	Somewhat Important	18.25%
	492	Very Important	78.10%
	607	Important/Very Important	96.35%
<b>Rate Current ISP</b>			
	146	Poor	23.17%
	236	Fair	37.46%
	190	Good	30.16%
	51	Very Good	8.10%
	7	Excellent	1.11%
	382	Poor/Fair	60.63%

## Key Points of Broadband Master Plan

## Key Points of Broadband Master Plan

### 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.

**Pros:** The most common municipal model that has been successful using a Single ISP approach has been the Electrical Utility model. A measure of this success can be attributed to the fact that the Electrical Utility has the advantage of having an established reputation in the community. Also, electrical Utilities often have financial, customer service, and engineering expertise that may be beneficial to the network and 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, poor infrastructure, slow speeds, 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.



# Key Points of Broadband Master Plan

This is the **model that the Broadband Study Committee voted to recommend to the Select Board.**

This model was chosen by the City of Quincy, MA where an agreement was signed very recently to move forward with this model.

## 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. This network model also includes the ability to provide local network resilience via local communications if connections over the middle mile are down.

**Cons:** The model was first implemented in late 2016. Ammon, ID is the only city that has a full implementation operating today.

Examples of this model include Ammon, Idaho and early-stage deployments in McCall, Idaho, Mountain Home, Idaho, and Elkhart County in Indiana.

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

# Key Points of Broadband Master Plan

## 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 town.

**Cons:** The new operator is replicating the incumbent model. There is no local control over infrastructure and ISP 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.

## Key Points of Broadband Master Plan

### 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 the risk and does the work of overseeing design, project management, construction, customer acquisition and operations. This model provides an

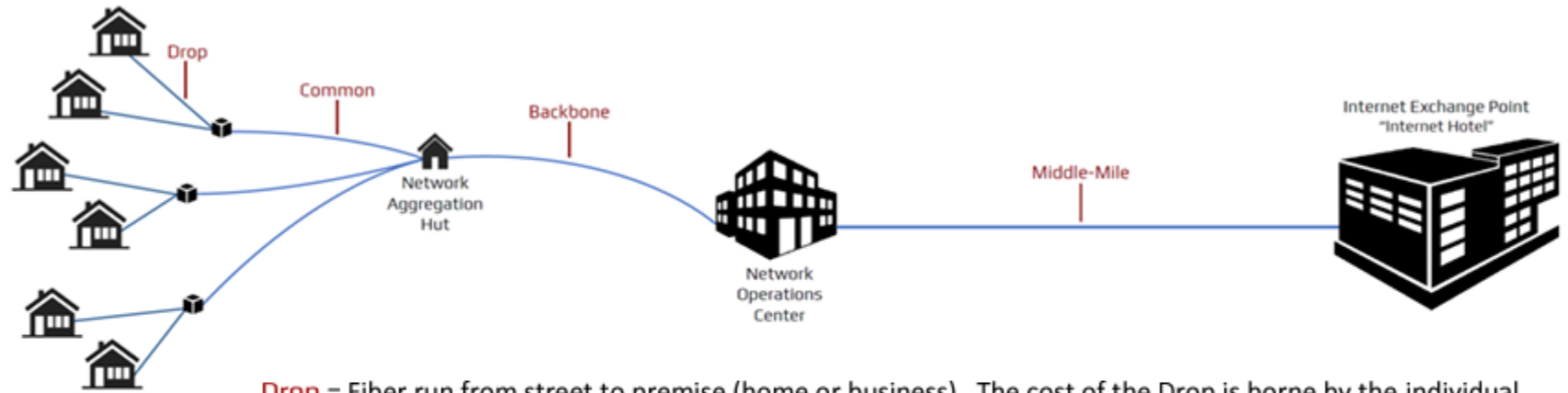
increase in the choices available to consumers at almost no cost to the town. Risk exposure to the town is very low. The private builder/operator builds and stabilizes the network and may give the town the option to acquire the network after an agreed upon number of years for a premium price above the 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).

# Key Points of Broadband Master Plan

## Network Segments – Definitions & Costs Allocations



**Drop** = Fiber run from street to premise (home or business). The cost of the Drop is borne by the individual subscriber.

**Common** = Fiber runs from street in front of premise to closest Aggregation Hut. The cost of the Common is borne by all subscribers on the network.

**Backbone** = Fiber runs from Aggregation Hut back to the Network Operations Center. The cost of the Backbone is borne by all network subscribers, with potential municipal contribution.

**Middle-Mile** = Third-Party fiber run from the Network Operations Center to the closest Internet Exchange Point. The cost of the Middle-Mile is included in the Monthly M&O Utility Fee and is borne by all network s

# Project Partners

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## Middle Mile

“Middle-mile” is an industry term that describes the network infrastructure that connects local networks to service providers at an Internet Exchange Point. The “last mile” is the local part of a communication network which connects a service provider to a customer. Current Middle Mile options include Comcast (Current provider), Open Cape (10 Gig) and IDS (10 Gig).

Approximately 2,500 customers can be served by a 10 Gbps circuit. If the Town pursues a Town owned network, it will need to adjust Middle Mile capacity according to take rate and utilization. Peak usage is an important data point for monitoring and is used to inform capacity planning. The cost of the middle mile connection should be allocated on a per subscriber basis.

## Internet Service Providers (ISP) Partners

An Internet Service Provider gives subscribers access to the internet. The Town will need to determine what model it will follow or support before it engages one or more Internet Service providers. If the Town selects an Open Access Model, there are a number of ISP's that have expressed a verbal interest in being service providers to Fairhaven subscribers. The participation of these ISP's could be formalized through an MOU process.

## Key Points of Broadband Master Plan



# Broadband Master Plan

February 2021

## Key Points of Broadband Master Plan

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### Project Pro-Forma

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Financial Pro-Forma of Full Project Costs - 1 Year Build - Ethernet Architecture	
Projected Backbone	Included
Projected Cost Per Premise (Common and Drop) <sup>1</sup>	\$3,778.09
Estimated Subscribers	4,500
Total Cost (Common & Drop)	\$17,001,399.12
Professional Services	Included
Total Projected Project Costs	\$17,001,399.12

<sup>1</sup> Assumes 80% Buried / 20% Aerial, 60% take rate & short-term interest rate of 8% and long-term bond rate of 3% for 20 Years.

# Key Points of Broadband Master Plan

Projected Subscription Cost	
<b>Projected Residential Services Monthly Costs</b>	<b>100% Aerial</b>
Infrastructure	\$15.06
Maintenance and Operations	\$24.65
ISP Services (Dedicated 1 GB Symmetrical)	\$9.99
<b>Monthly Total</b>	<b>\$49.70</b>
<b>Projected Residential Services Monthly Costs</b>	<b>80% / 20% Split</b>
Infrastructure	\$21.16
Maintenance and Operations	\$24.65
ISP Services (Dedicated 1 GB Symmetrical)	\$9.99
<b>Monthly Total</b>	<b>\$55.80</b>
<b>Projected Residential Services Monthly Costs</b>	<b>100% Buried</b>
Infrastructure	\$22.69
Maintenance and Operations	\$24.65
ISP Services (Dedicated 1 GB Symmetrical)	\$9.99
<b>Monthly Total</b>	<b>\$57.33</b>

*Note: The Residential \$9.99 monthly ISP fee listed above is based upon current pricing from the list of ISPs interested in providing services.*

# Congratulations ! The Town of Fairhaven receives a grant award of \$250,000.

POSTED ON: JUNE 2, 2022 - 4:30PM

**TAUNTON** — June 6, 2022 — Lieutenant Governor Karyn Polito today announced \$13 million in grants through the Community Compact Cabinet Municipal Fiber grant program. These grants will benefit 86 municipalities and school districts across the Commonwealth, who will use the funds for the construction or completion of their municipal fiber networks to enable more efficient management of IT infrastructure and create opportunities to gain economies of scale by aggregating internet bandwidth purchases and associated security infrastructure.

“The delivery of government services, from public safety response to data security, is increasingly reliant upon strong and cohesive internet infrastructure,” said Governor Charlie Baker. “This new Community Compact Cabinet program is the latest example of our Administration’s commitment to partnering with cities and towns to better serve residents, and we are proud to support their efforts to strengthen their municipal networks.”

“Given the rapidly changing landscape of information technology and the infrastructure required to support it, these inaugural municipal fiber grants will make a significant impact on local communities and governments in better serving their residents,” said Lt. Governor Polito, Chair of the Community Compact Cabinet. “As the Community Compact Cabinet Chair, I look forward to our continued partnership with all 351 of the Commonwealth’s cities and towns, and I want to congratulate the award winners and thank all those involved for their continued commitment to their communities.”

The Municipal Fiber grant program was established by the Baker-Polito Administration in the Fiscal Year 2022 (FY22) Capital Investment Plan. In addition to the \$3 million allocated to the program in the capital plan, the administration dedicated \$10 million from surplus FY22 capital reserves to help meet the significant demand for the new competitive grants. Grant recipients are required to contribute a 5 percent local match.





## Goals

- Extend fiber from the existing municipal fiber loop to the 163 State owned public housing living units
- Start in Dana Court and Oxford Terrace properties - to improve pricing and service levels for the tenants.
- Extend to other properties if funds allow

## Project Budget

- \$250,000 in Grant Funds
  - \$37,500 from ARPA Funds (approved prior to Grant Award)
  - \$37,500 “in-kind” donations from the Town, Public Housing and / or Public works.
  - **\$325,000 in Total**
- 
- FHA Management offered to locate networking equipment inside the building  
Major cost savings for the project and may allow for the operating costs to be covered for an extended period.



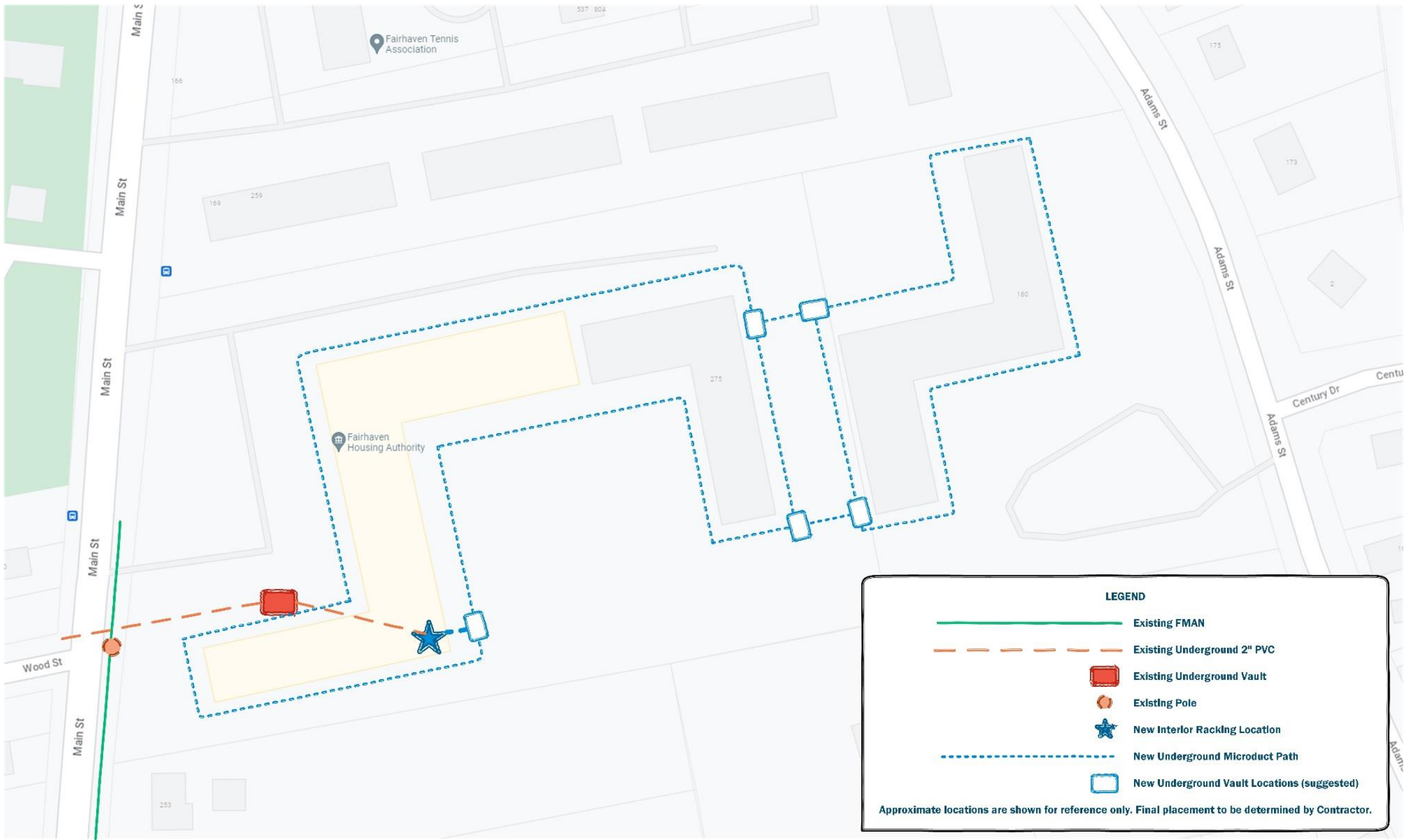
**Town of Fairhaven  
Request for Proposals  
Municipal Fiber for Public Housing Project**

ATTACHMENT A








AERIAL AND STREET VIEW IMAGES



Aerial and site photos.



**LEGEND**

-  Existing FMAN
-  Existing Underground 2" PVC
-  Existing Underground Vault
-  Existing Pole
-  New Interior Racking Location
-  New Underground Microduct Path
-  New Underground Vault Locations (suggested)

Approximate locations are shown for reference only. Final placement to be determined by Contractor.



# Apartment Wi-Fi

**In-home broadband access is a key component of digital equity. Access to affordable, reliable, high-speed internet is crucial for residents of Greater Boston to fully participate in work, school, and society. We work with municipalities, public housing authorities, and affordable housing developers to build Wi-Fi networks for their residents.**

MAPC has previously worked with housing authorities in Chelsea, Revere, and Quincy as part of a pilot Apartment Wi-Fi project. We have been awarded a grant as part of the Mass. Broadband Institute's (MBI) Digital Equity Partnerships program to continue this work around the state.

**We are now accepting expressions of interest from public and non-profit affordable housing providers to participate in our Apartment Wi-Fi program.** This program provides funding, project management, and procurement support to fund the construction of Wi-Fi networks which provide residents with equal or superior service than what is available from commercial ISPs, at no cost to residents. Our funding covers all capital costs associated with network design, construction, and equipment, and the first year of ongoing operating expenses.

**To start the process, please fill out this interest form:**

<https://forms.gle/kmPKy3h7RPBPmcWH6> ↗

## LEARN MORE ABOUT OUR APARTMENT WI-FI WORK

### APARTMENT WI-FI PARTNERS

- [Massachusetts Broadband Institute](#) ↗
- [EducationSuperHighway](#) ↗
- [HR&A Advisors](#) ↗

### PREVIOUS WORK

- [Apartment Wi-Fi Pilot: Gateway Cities](#)

### CONTACT US

Contact MAPC Civic Technologist [Will Pfeffer](#) at [wpfeffer@mapc.org](mailto:wpfeffer@mapc.org) for more information.

### OTHER RESOURCES

- [MBI Digital Equity Partnerships program](#) ↗
- [Digital Equity at MAPC](#)

# Massachusetts Broadband Coalition



## Massachusetts Broadband Coalition

City of Watertown, MA

8 videos 54 views Last updated on Sep 1, 2023



▶ Play all

↻ Shuffle

Massachusetts Broadband Coalition

Formed in January of 2023

Established website

<https://www.ma-bc.org/>

(hosted by the City of Watertown)

26 participating communities

Recently held joint meeting with members of Cape Cod Technology Council

<https://cctechcouncil.org/>

Learning from each others' experiences

Advocacy work

- Make Ready Pole attachment

- Attorney General – Anti-trust laws and lack of competition

Meetings recorded and posted on website with other resources

## DEPARTMENT OF INFORMATION TECHNOLOGY



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21<sup>st</sup> Century Broadband

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The City of New Bedford is leading the way locally

Signed consulting firm CTC, the same consulting firm Fairhaven is using for Digital Equity

### PROFILE OF SERVICE

**RFP #23155170**

The City of New Bedford is committed to equity and inclusion and has long recognized the importance of fast, reliable, and affordable internet access to residents and businesses in today's 21<sup>st</sup> century civic, social, economic, and educational sectors. Building on experience and given gaps further highlighted during the COVID-19 pandemic, the City seeks detailed solutions to overcome internet connectivity obstacles for disadvantaged residents and businesses and an options analysis of feasible, viable and sustainable citywide connectivity to complement Digital Equity solutions.

**Priority One-** the City of New Bedford seeks to address its Digital Equity issue. But, as stated, the long-term goal is a financially sustainable and technologically viable fiber-optic based broadband network or networks that serve the needs of all New Bedford residents and businesses for years/decades to come. Moving forward with broadband requires significant effort to identify and analyze various approaches and alternatives. Detailed costs must be provided for each approach, along with benefits and risks associated with the various approaches that achieve the immediate priority target goal of Digital Inclusion/Equity. From this relatively small beginning, the City is positioned to easily grow and scale into the Citywide solution. Detailed project planning is to be provided including realistic timelines, known measurable risks, and plausible remediations. To expand the solution at scale, proper decisions on scope and sequencing can only be made from valid data and effective quantitative/qualitative analyses. New Bedford must plan for citywide scale, but our methodology is to start small, validate, iterate and expand.



**CITY OF NEW BEDFORD, MASSACHUSETTS  
REQUEST FOR PROPOSAL  
21<sup>st</sup> Century Broadband  
RFP #23155170**

The five goals for municipal broadband that the Mayor developed for its Broadband Team are:

1. **Affordability and Equity:** Access to service should be without regard to income, size of business, or geographic areas of the City.
2. **Choice & Competition:** New Bedford residents should have a variety of providers to choose for internet service. Increased competition will result in lower prices for all and can spur better service as service providers compete with each other to attract customers.
3. **Supporting Entrepreneurs & Small Businesses:** The plan should support local small businesses and entrepreneurs. Access to world-class broadband connectivity will empower local businesses to act on a global scale by eroding geographic constraints. It can also attract entrepreneurs to New Bedford.
4. **Innovation & Excellence:** The solution should create and provide a pathway to innovation, thus nurturing new business ventures, attracting further entrepreneurs to a city already known for seeding startups, creating civic engagement, and smart City services. Pervasive access to best-in-class connectivity can encourage the sort of idea-sharing and communication that are key to achieving and maintaining entrepreneurship in innovation hubs such as New Bedford. In addition, an innovative plan will show that the City is forward-looking and committed to investing in its future.
5. **Local Control:** City officials and their designees should play an active role in planning the available services. The City should also retain significant influence over capital and operational investment decisions including network construction, expansion, and connectivity.





# SRPEDD

Southeastern **Regional Planning**  
& **Economic Development** District

JUSTICE, EQUITY, AND COMMUNITY  
DEVELOPMENT

## Digital Equity Planning

SRPEDD has partnered with the Massachusetts Broad Institute to work within the region in an effort identify gaps in community digital access and to create a meaningful strategy for Broadband Equity Access Deployment.



**Kaitlin Whalen**, *Regional Broadband Coordinator*

*(n/a, position funded by AmeriCorps)*

Kaitlin is a member of the American Connection Corps, an AmeriCorps program, and is serving as the Regional Broadband Coordinator at SRPEDD. Kaitlin holds a Bachelor of Science in History and Political Science from Suffolk University. She is excited to tackle the issues of broadband, digital equity, digital literacy, and bridging the digital divide in southeastern Massachusetts and is passionate about bridging the digital divide as her household did not have internet or a computer until she was in the eighth grade.

