



**Town of Whitingham
Broadband Committee**

MINUTES OF APRIL 22, 2020

These Minutes shall be accepted into the public record (with any corrections noted) at a future meeting of the Whitingham Broadband Committee (WBC).

The Whitingham Broadband Committee (WBC) held a regular meeting on Monday, April 22, 2020 at 5:30pm via Zoom conference.

Committee members on the Zoom conference: Wayne Corse, Phil Edelstein, Michael Edwards, Doug Fruge, Michael Patton, Mike Mandracchia, Doug Amidon, Rod Bemis, Olivia Kennett

Others on the Zoom conference: Seth Boyd, Gig Zboray, Jeff Austin and Jeff McIver from Consolidated Communications, Chris Lynch from Matrix Design Group,

Call to Order. Additions or Changes to Agenda.

Phil Edelstein called the meeting to order at 5:32pm.

Hearing of visitors (for concerns not on the agenda)

None

Consolidated Communications Power Point Presentation

Jeff Austin reviewed a Power Point Presentation on Consolidated which is submitted with these minutes. Jeff explained that many locations in Whitingham can receive broadband speeds of up to 50-100 Mbps download via the existing copper wire DSL system but almost no customers sign up for high speed. Seth Boyd indicated that he has asked for higher speeds many times but got no results from Consolidated. Phil Edelstein who has bonded pair service from Consolidated asked for the highest speed possible and could only get 20 Mbps download service but actual speeds received are 15 Mbps download and 2 Mbps upload. The federal broadband standard is now 25 Mbps download and 3 Mbps upload. Several people attending indicated that Consolidated service reliability remains poor and had concerns about contracting with Consolidated on a fiber project. The presentation contains no Whitingham specific information on a fiber offering.

Mr. Edelstein adjourned the meeting at 6:30pm.

Respectfully submitted,



Whitingham Broadband Update

April 2020

Discussion Topics



Overview of CCI

Driving the Broadband Economy in Vermont

**Economic Development and Whitingham
Broadband Discussions**

Three-Customer Strategy

Commercial

- Utilize solutions-based sales approach
- Leverage fiber/data center investments
- Expand managed and Cloud Services

Consumer

- Lead with Broadband Services
- Increase speeds, ARPU
- OTT transition



Carrier

- Acts as catalyst for fiber network expansion
- Wireless backhaul growth
- Optimizes network

Consolidated's Regional Network

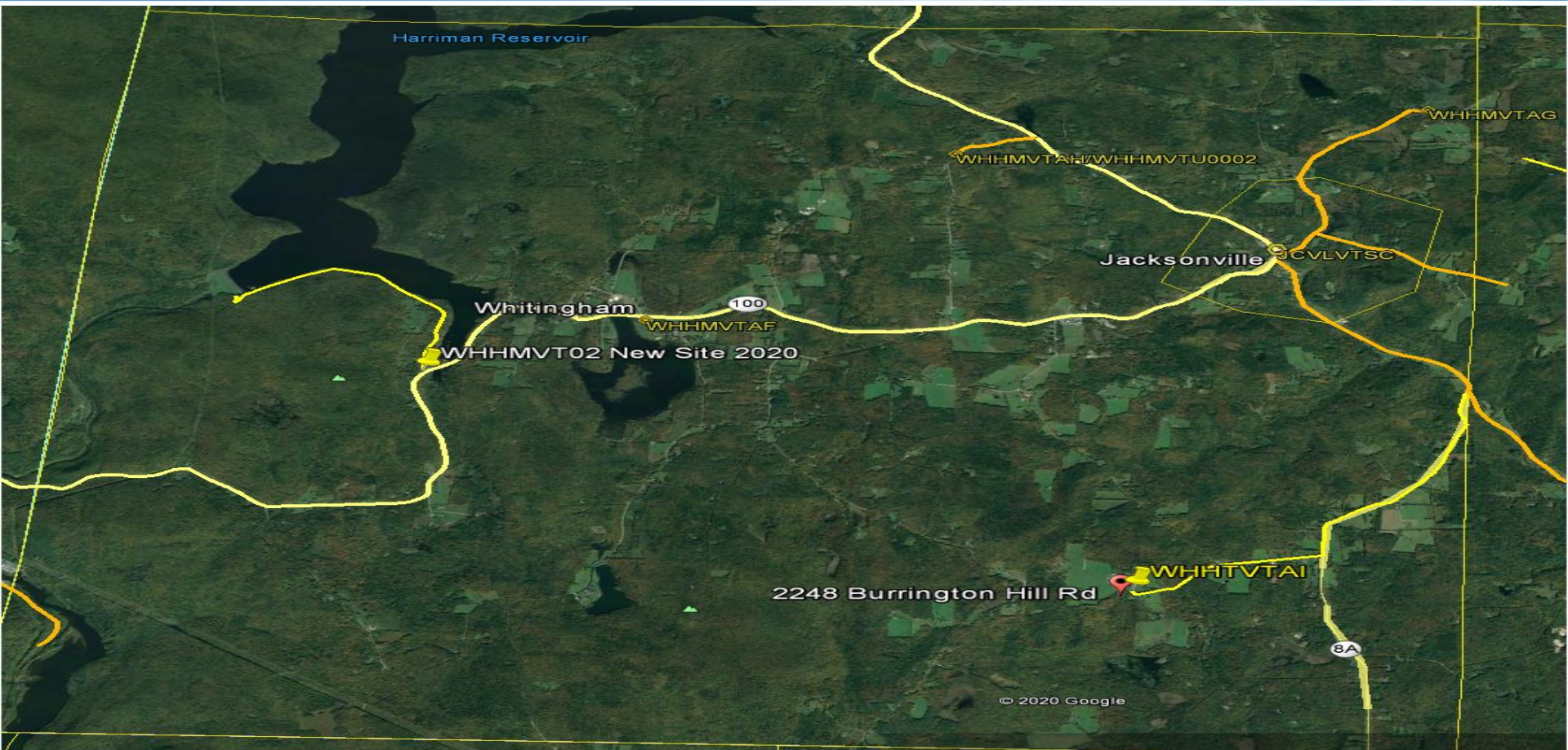
- Our **next-generation Ethernet network** is ubiquitous across Maine, New Hampshire and Vermont.
- Consolidated's NNE network has nearly 18,000 total miles of fiber of which over 3,800 miles are in Vermont. (compared to 1,300 miles in VT in 2011)
- 85 Fiber Hubs in Vermont, **100% equipped with fiber**
- It's Vermont's **largest fully-owned and managed fiber-based network.**
- Fiber to **1,147 business buildings in Vermont**
- Consolidated upgraded broadband speed availability to approximately **100,000 locations in Vermont**
- Our **24/7/365 Network Operations Center** ensures our network stays connected around the clock
- We deliver **99.999% core network availability**

Additional recommendations and tips

- A comprehensive approach – addressing both residential and business
- Finding the right solution
 - Goals vs. Needs
 - Not a “one size fits all” approach
- Don't duplicate existing facilities
- Helping towns avoid becoming a service provider
- Build a collaborative planning relationship

Opportunity Discussion – Act 79 (grants, bonding, loans) Chesterfield NH Model

Poultney Fiber



Whitingham Broadband Subscription Data- VT

Whitingham has 1054 End User Locations

1034 addresses qualify for CCI internet

859 qualify for 10M or more from CCI

608 qualify for 25M or more

CCI has 567 subscribers, a 54% take rate

Of the 567 subscribers, 402 of them can get a higher speed today

357 Addresses qualify for 40M, 60M, 80M or 100M, only 34 subscribers, 3% subscription rate on the highest speeds, a lot of upside for customers

195 Addresses are 7M or less or DNQ

*Some 10M, 20M, 25M, 40M, 60M and 80M services utilize a bonded copper pair to provide these speeds where facilities exist.

Chesterfield NH Review



- Brad Roscoe from the Town issued a Public FTTP RFP
- Selectboard reviewed RFP responses and awarded the RFP to Consolidated
- Brad, Selectboard, their attorney and Consolidated worked very closely on the model and contract language
- Brad, Selectboard, their attorney and Consolidated completed contract language and presented combined proposal to the Town Officials and in public meetings
- Town agreed to put the proposal on the Town Meeting ballot
- Town residents voted in favor of the project in March of 2019
- Town Municipal Bond secured in June
- Construction started 2nd week of July
 - All fibered placed in 6 weeks
 - All splicing completed in 6 weeks
- First install “officially” took place the 3rd week of October
- All residents that pre-registered were installed by March 2020

Chesterfield NH Review



- Chesterfield Financials
 - Revenue Bond of \$1.8M Secured from the Town to build Fiber to all poles in Chesterfield
 - 20-year bond
 - Bond Payments funded by \$10/mo Infrastructure fee per fiber subscriber
 - Consolidated collects \$10/mo Infrastructure Fee and then sends money to town to pay the Bond
 - As the bond amount is reduced, the \$10/mo would be reduced every 2 or 3 years
 - After 20 years, Consolidated could own the fiber or town could own or rebid service
- Brad Roscoe – 603-256-8530, baroscoe@gmail.com

Network Cost – Walpole - ~1,800 locations

- GPON electronics / Fiber distribution Hubs = \$252,725
- Fiber placement materials and labor (402,100 ft, ~76 miles) = \$1,653,375

Network Cost = \$1,906,100

Customer Connection Cost = \$1,372,800

Total Completed Cost = \$3,278,900

*information provided for comparison purposes only. Specific information for Whitingham would be provided in response to an official RFP

Key Deal Points - Walpole

- Initial Infrastructure fee @ \$9.00 assuming standard bond interest rates
- Consolidated is responsible for collecting Infrastructure fee and sending to the town so they can make the bond payments
- City owns network asset and contracts with Consolidated for ongoing maintenance and operation
- Infrastructure fee reviewed and reset after biennial review with Select Board
- Consolidated responsible for end user install costs based on information on next slide

Customer Installation Practices

- Free installation includes:
 - Fiber drop on existing poles no charge
 - Fiber drop in conduit (free up to 150'; \$0.55 per foot beyond 150')
 - Optical Network Termination (ONT) at home

THANK YOU!

**Contact
Info:**

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