

**WiredWest Executive Committee Meeting Minutes**

**Date / time:** Wednesday, September 7, 2016 6:00 PM,

**Location / address:** Hampshire Council of Governments, 99 Main Street, Northampton, MA

Attendees: Jim Drawe, Bob Labrie, MaryEllen Kennedy, Charlie Rose

Guests: Tim Newman, Bob Handsaker, Steve Nelson, David Dvore, Leslie Rule, Graybar/Corning (they are working with Fujitsu)

Meeting called to order at: 6:15 pm

1. Approve minutes of previous EC meeting – August 31
2. Plan for September 10 Board of Directors meeting – it will be in Cummington

David D – proposed bylaw change to suspend towns with no representation for 3 meetings. Steve N – we should notify the town first. Proposal to change the number of EC to 5 – Steve N will propose as first reading.

1. Presentation by Sharon Tierney of Corning: they do communicate with MBI They have done design for Princeton. They will do design engineering for fiber customers (also physical engineering). They can do pole audits, no charge design services – a connectorized network- Flexmap- (not spliced) – allows deferring of wiring all premises. Corning partners with Graybar for storage, so town would not need to carry a large inventory of different lengths. They have an option for remote premises call hybrid, terminated by splice closures. Jim wanted all switching done in the hut and home runs from there. Graybar’s role – logistics, warehousing, partnering with other companies like Fujitsu & Zhone. Corning doesn’t do complementary design for spliced networks. Jim asked for chart comparing cost of spliced network vs. connectorized (labor & materials). Uscommunities.org/graybar – government purchasing alliance. Corning CE – spliced networks more likely to incur cost overruns.

We could put desire for connectorized network into our town readiness documents and pressure MBI to go with that format.

Jim will share GIS with Corning to do the estimate and comparison of spliced vs connectorized.

1. MBI Update
2. Discuss Plan A2 – Jim has talked to several call centers – US800 – employee-owned

He’d like us to find line maint orgs – e.g. Phoenix, Collins Electric – what else.

Looking for decision tree for L1(L2?) CSRs

No responses from accountants

One Tier 1 company said they can do ISP services

We’ll need help to go over RFI responses.

We’ll need volunteers to write business plan, completed in November. Leslie will ask Kimberly if she will do it.

1. Committee Updates
2. RFI estimates update
3. Review other ongoing work, including meetings, conference calls
4. Other business which could not be reasonably foreseen within 48 hours of meeting

Bob Handsaker – talking to Axia, they want to build a network, $59.00 subscription (probably 100 Mb), without state funding. They have a new investor (Capital Investors) and want to get into the US FTTH market. They want minimum 40% subscription rate. Charlmont is looking for a more affordable option than the MBI suggests. We’d like them to come on Sep 21, Jim has asked Matrix to come on Sep 14. Bob thinks we should have more towns than just EC, we can invite the other towns.

Bob Labrie – Chesterfield meeting with MBI, town admin contacted Cornerstone for help with determining expenses. Cornerstone is carrier of last resort, and may be able to qualify for CAF and CAFII funds to support building broadband networks. They are coming next week to meet in Chesterfield, others can attend.

1Berkshire award – Tim was planning to attend, Steve can attend instead. He’ll contact Monica.

Tim – Frontier still in play. Peter Larkin & Phil Holahan attended one meeting & Frontier has met with MBI. They look at this as a pilot, haven’t done business in Mass. Town will pay per subscriber costs for 15 years, for basic service (18Mb), no info on costs for higher service tiers, VoIP, TV. They are only planning on NM now, might expand. NM BB committee planning on doing an RFP. Mid-Hudson has expressed interest – they were working with Tolland.

Jim-we don’t know the elasticity of demand vs. price. Worthington is doing a survey of the town regarding price. Jim suggests Charlmont do something similar since their demographics are different.

Bob H – on sustainability worksheet, using low take rate (30%) at high cost. It wouldn’t cover expenses, but the shortfall is not large. Jim D – need to consider the cost of economic development.

1. Set next EC meeting – Wed, Sep 14 – presentation from Matrix

Meeting adjourned at: 9:13 pm