

WiredWest Executive Committee Meeting Minutes

Date / time: Wednesday, May 17, 2017 6:00 PM

Location / address: inResonance, 32 Industrial Drive East Northampton, MA

Attendees: Craig Martin, Bob Labrie, Jim Drawe, Charley Rose

Guests: Cai Walkoliak

Called to order: 6:45pm

1. Approve minutes of previous meeting – May 17
2. Skitter TV presentation

Bob Saunders and Cam Thompson from Skitter presented. Trademarked “TV as a service.” They have the headend. Beginning rollout of 4K Ultra-HD this fall. 80 companies/17 states/41 DMAs. They negotiate local retransmit rights and do emergency alert system filings.

Google only 4% take rate in KC until they added voice, video. Video on demand – by end of year. Iowa network services (ARION?) is their cloud provider – major fiber provider in Iowa – owned by 25 phone companies. DVR – 100 hours storage, can sell additonal space - $5/100 hours. Support has virtual set top box (STB) monitoring & controls. Can monitor network performance down to individual or groups of STBs. Delivery via multicast. $21 less than Dish, $40 less than Mediacom (competitive cable companies in that area). Prices vary by market. Skitter pays member for lease of connection and local services. Need 1Gbps circuit to their headend (quoted about $1k/month). We expect a single cable franchise agreement to be signed by all towns. They will send some boilerplate. Skitter pays member who then pays the franchise charge. Jim doesn’t think towns will charge a franchise fee. Typically, franchise fee is charged to users (5%), revenue stream for towns. They are converting some cable companies.

STB – major revenue source. Low cost one $84. Depreciation 3 years (lifetime 5 years) – average house 3 STBs. Revenue up to $20/sub (shared w/ Skitter) – not including STB & DVR rental.

“About 15k subs turned up, 15k in the queue”

Sign contract, install link to headend, Skitter gets contracts from local broadcasters, member training. Total about 4 months. About 30 days of “friendlies” – training. They expect 85% of homes passed to sign up. We’re 12-18 months from lighting network.

Major requirement – network must support multicast. All channels HD. No contracts. Local origination channels included free in all tiers. Bob Saunders – 40% is a good take rate (30% in 3 years, 40% in 4). “Focus on content that’s unique to your community.”

1. Regional Broadband Solution

MOU to be commented by EC/OC for next week’s meeting. Charley will inform delegates that it will be discussed at next EC meeting.

1. MBI/EOHED update
2. Committee Updates
3. Review other ongoing work, including meetings, conference calls

Review of BoD meeting – Charley still working on edits to bylaws. We achieved quorum and elected new EC members.

Jim D – D/E/C contract almost ready for distribution – agreement with Plainfield, Ashfield, WG+E.

Backhaul – towns will have to start with MB123 connections until builds complete. Shutesbury may be able to use Lightower instead. Backhaul costs for New Ashford & for Quabbin towns are “unique” – will towns which are connected have an issue? Jim D – shouldn’t be an issue, WW will be paying for backhaul.

We need to set rates for business. Most town POs are on DSL today. Charley – we need to offer business class phone service, too.

1. Other business which could not be reasonably foreseen within 48 hours of meeting
2. Set next EC meeting Wed, May 24 6:00 pm

Adjourned: 9:49 pm