



**Town of Middlefield**  
**MBI Committee Meeting**  
**Middlefield Town Hall**  
**April 18, 2018**

Members present: Chair Brent Lebeau, Maureen Sullivan, and Jay Swift

Attendees: Selectman Dave DiNicola and Matrix Business Director Chris Lynch

Meeting came to order at 6:00

- **Minutes:** The Committee reviewed April 12 minutes. Motion was made and seconded to approve the minutes, passed unanimously.
- **MBI:** MBI has scheduled an informational call to Middlefield on April 25 and have requested that a member from the Selectboard, Finance and Broadband committees are present. Comcast has submitted another bid which includes an extra \$230,000. MBI is asking if the town needs to borrow money. Debate ensued. Dave would like to have all the info ready for Town Meeting. After the Committee completes their research into the best option, they will make a recommendation.
- **Mt. Washington:** This was the first town to get fiber built. Seven bids were proposed. MBI's was \$1.3 million. Mt. Washington's final cost was \$800,000. Property value and real estate sales have improved.
- **Comcast:** Lawsuits are abounding in New York because speeds that Comcast promised have not materialized. There are questions concerning MBI's recommendation of Cable.
- **Spreadsheet:** Another line has been added to include Wired West. Goal for Committee: Come up with a short list.
- **New Marlborough:** Under Charter's proposal, they would be paid \$3.1 to build a network reaching 96% of the town's homes and businesses, then charge subscribers for service. MBI's Chair Peter Larkin proposed that the state would pay half of the \$1.44million remaining expense for the cable but would not offer to pay if the town were to build their own network. Peter Larkin said that the state will arrange to let the towns borrow off their cherry sheet. Peter may not know that the towns use their cherry sheets for other things.
- **Pole-ready:** Empty poles reduced Mt. Washington's costs. Replacing poles pushed Alford's costs up. Costs are also determined by utility companies moving MBI's fiber and police details. Matrix estimates their cost at \$400 per pole without phone, and \$500 with. Extra costs include battery back-up insuring phone service in case of outages.
- **Matrix:**
  1. Matrix has to be guaranteed 6 subscribers per mile. It would be in Middlefield's best interest if Worthington signs with them. An informational meeting concerning these options is scheduled in Worthington for April 28. Details are on Worthington's web site.
  1. **Funding:** The Town would have to authorization funding and then be reimbursed by MBI. All of the make-ready costs are funded by the state grant. Matrix would design build and operate at their expense. Legal costs would be the town's expense.

2. **Equipment:** Corning Inc has been supplying all their fiber products for 20 years. The Town Hall has available space for the Hut that is secure and accessible. This will save the Town a lot of money.
3. **Experience and financial viability:** Matrix has been working with Verizon for 10 years. They have been vetted by MBI in several applications, one as product service managers. They are privately owned and would rather not publicize their value. They will provide that information to Middlefield if requested. Scanlon & Associates have seen their finances in their audits.
4. **Take-rate:** If the town reaches 85% take rate, there prices will come down. If the take-rate falls lower than 60%, it's on them to keep their customer's happy.
5. **Subscribers:** Hughes Net has data caps and are affected by weather. Seasonal residents are very good customers in Mt. Washington. Only the subscribers are paying for the service. Average speed should be 50 Megs. Disadvantaged students are offered a discount. Minimal sign-up term is 2 years. A refundable deposit of \$250 is required.
6. **MLP:** The MLP fee is up to the town to set. If there is a price increase in annual surety bonds, the price could go up.

**Next meeting:** April 23 @ 6:00

**Adjournment:** Meeting adjourned at 8:15.

**Information:**

Provider Contracts

Respectfully submitted,

Suzanne C. Lemieux