

SELECTBOARD MEETING
JANUARY 8, 2018

Meeting opened at 6:00pm

Present: David DiNicola, Chair; Judith Hoag; Albert Sirard
Duane Pease, Town Administrator

Bill Stathis of Crocker Communications and Brad Monroe of Fujitsu made a presentation to Board on their proposal for high speed internet (attached to minutes). Crocker is a local company (Greenfield) and has been an internet provider since 1994 and providing phone service since 2001. Fujitsu is an international company with over 160,000 employees and designs and builds networks.

Stathis said the 2 things towns want are coverage for at least 96% of the town and if town funds are used, it should reduce any buyout costs if the town wants to take ownership at a later date. Providing high speed internet to Middlefield just using the MBI money would provide coverage to approximately 62% of the town. The construction cost for the 96% of the town would be \$1,030,000, this is figured at \$30,000/mile for 31 miles. There would be a \$500-\$600 installation fee for the homeowner that could be paid over a number of years, if necessary. There would be no penalty for prepayment. Crocker is confident of at least a 50% take rate and would expect it to be much higher. They would encourage early signups and work with the town to get the information to potential users. They would be active in town events, run some type of specials for early signups, etc.

The user's fee for this service would be in the \$100-120 a month range and that would include phone service which is \$15/month under their coverage. Installation for homes further off the road would vary by the distance but would most likely be in the \$2-5 a foot cost.

There was discussion regarding additional funding that may be available through MBI or Connect American funding II. These funds, if available, would result in lower rates to the consumer. There was raised the possibility of using wireless to get to some of the more remote areas as an option to the more expensive fiber. Curt Robey questioned the needs of the mechanical building as to temperature control, amperage usage, etc. Curt

was knowledgeable as during his prior employment he built a hub for MBI at Westfield State University.

The Board thanked Bill and Brad for their presentation.

Dave motioned to adjourn, AI 2nd; vote 3-0 and meeting adjourned at 7:45pm

Minutes respectively submitted by:

Duane Pease
Town Administrator

Minutes accepted with/without changes by:

David DiNicola, Chair

Judith Hoag

Albert Sirard