

**Town of Becket
Board of Selectmen Working Meeting
June 27, 2018
6:30 p.m.
Town Hall
557 Main Street, Becket**

Attendees:

Board of Selectmen: William ("Bill") Elovirta, *Chair*; Michael Lavery, *Vice-Chair*
Absent: Nicole Ledoux, *Clerk*

Staff: Robert Markel, Interim Town Administrator

Broadband Ad Hoc

Group: Robert Gross who is also the MLP Manager; Jeremy Dunn, Dan Parnell,
Chuck Garmin & Dave Lebreque
Absent: John Les

Others Present: Chris Lynch and Zack Magid from Matrix Design Group
Carol Elovirta, Mary Ellen Lake, Paul Mitchell, Mary White Joe Murphy, Richard
Monette, and Madeleine Swindlehurst

1. Call to order

Bill called the meeting to order at 6:30 p.m. The BOS was recording the meeting.

2. BOS, and Broadband Ad Hoc Group to discuss Matrix Design Group's proposal to design build and operate a GPON (Gigabit Passive Optical Networks) FTTH (Fiber to the Home) network for the Town of Becket. Presenter: Chris Lynch, Director, Business Development New England Division, for Matrix Design Group.

Jeremy Dunn wrote the minutes for this agenda item.

1. Background

- Matrix has experience designing & building networks.
- has bridge-attachment experience which could be helpful in MassPike crossings
- currently working with town of Petersham -- expects network to be 70-90% lit by Dec 2018

2. Who maintains the network?

- Matrix does with help from local subcontractors

3. Price increases

- 50mbps (low) option locked for 2-yrs, then can go up by CPI annually
- 100mbps (high) option locked for 2-yrs, then can go up at their discretion.
- Becket has no control over pricing

4. Division of responsibility

- Becket provides all right of way including make-ready, MassPike crossings and all underground paths (both roads and driveways)
- Becket pays for make-ready, whatever it costs. Note: The state will NOT guarantee to pay make-ready overages for this type of project

- Becket pays for MassPike crossings
- Becket pays to add poles (if needed) e.g. on George Carter Rd.
- Becket must pay for underground make-ready (e.g. Becket Woods) est \$107,000 / mile
- Becket must pay for make-ready on driveways
- Becket must pay annual utility pole-licenses and surety bond
- Becket builds the utility shelter
- Becket pays for traffic-details during make-ready (probably included in utility make-ready invoices)
- Becket floats bonds & makes all payments
- Matrix builds the network wherever we have provided right-of-way.
- Matrix pays for construction, whatever it costs. Their construction estimates are based on \$22,000/mile plus \$1,300/premise
- Matrix pays for insurance of the network

5. Install costs & design

- \$400/premise (during initial sign-up period), does not include UPS unless the subscriber also takes VoIP service
- indoor ONT costs \$5/mon extra
- \$1500/premise after sign-up period
- Homeowners must supply cable-path (if underground) at their own expense. Estimated \$1/ft. above 300 ft.
- will do all dielectric design. can cross spans > 170'

6. Backhaul

- they estimate Becket will need 4Gbps (500 homes/Gbps)
- they will monitor, and stated they will procure more backhaul if needed
COMMENT OF Broadband Ad Hoc Group: We need to get a guarantee in writing of how much backhaul they will provide, based on actual usage, and what % of time usage spikes above currently-provisioned backhaul level
- Calix customer-premise network equipment uses dynamic bandwidth allocation to temporarily boost above limits in case of large uploads.
- Matrix does not guarantee 50mbps or 100mbps service. everything is "best effort"

7. Rates

- Will Matrix provide seasonal rates? Maybe. Will charge \$10 fee for on/off. Matrix wants 2-yr commitment
- Matrix would be open to fixed-seasonal tier (e.g. 6-mon on, 6-mon off) for a group of residents

8. Monthly customer costs

- est \$3-4/month MLP fee to cover pole licenses, legal, accounting, etc.
- est costs:
- 50mbps @ \$95 + \$20/voip + \$5 indoor ONT/Wi-Fi + \$4/MLP = \$124/month low-tier + tax/VoIP <= \$130/month
- 100mbps @ \$135 + 20 + 5 + 4 = \$164/mon high-tier + tax/VoIP <= \$170/mon
- no 1gbps tier available
- debt service not included

COMMENT: prices are only fixed for 2-yrs, after which they will rise. Higher-tier prices rise with no controls

COMMENT: these prices are substantially higher than WiredWest's proposal, even after allowing for debt payment

9. network design

- GPON with splits in field (not in hut) to save \$ on construction / low-density
- 1:32 split (not 1:16 as in current Becket design)
- not connectorized. all fiber is field-spliced
- Matrix has said that they will be able to handle growth / expansion

10. funding

- "payment in arrears" program. Not yet in writing but expected from EOHED
- unclear if MBI will reimburse \$ already spent with WG&E. Jeremy's comment: he guesses not.

11. MassPike crossings

- town is responsible for all costs
- Matrix suggests directional-boring under the pike at \$100/foot

12. connection to other towns for regional network?

- yes they are willing to build to edges
- not known if other towns will work with Matrix

13. Engineering services

- Matrix is willing to help with make-ready process
Bob Gross will obtain rate-schedule from Chris Lynch for engineering-design services

14. make-ready estimates

- Would they be willing to give an estimate of make-ready costs based on our pole-survey data? Yes
- Broadband Ad Hoc Group will:
 - decide what roads to give samples
 - get photos from Joe Parda => uploaded to WG&E FTP site
 - send photos & pole-data to Zack Magid

15. pole-attachment restrictions?

- Matrix claims there are no such restrictions (as MBI claims) that the pole-attachment-licensee must own the fiber

16. operational experience

- they have a Network Operator
- provided Network Operator and Internet Service Provider for EC Fiber (Vermont), then spun-off that division of their company
- they currently service enterprise-scale & government customers
- currently have NO residential service
- will they provide Service Level Agreements (SLAs)? Yes with limitations. If a pole goes down there is not much they can do but wait till utility restores it
- redress is limited

17. Leverett - what did Matrix learn?

- first answer: "not to do business with Leverett or MBI" - Jeremy said this response is not satisfactory since Becket is also a small town
- second answer: their new structure, division of responsibilities between make-ready and construction limits the problems. Matrix claimed that their problem was due to a verbal change order that Leverett did not agree to pay.
Jeremy's COMMENT: It is easy to imagine more problems, e.g. if the town provides right-of-way which they consider inadequate. Contract would need to be written very clearly. Only pay for changes which are in writing, etc.

18. Other

- Would Matrix allow us to choose another network operator? No.
- Is the network open or closed? Closed. Nobody else can operate on it
- Who handles marketing & signups? Mostly Matrix does via info-sessions, mailings, etc. No media-buys
- Who handles downside-risk if subscriber-count drops below original threshold (840) after network goes live? Matrix does

3. Review budget options related to Broadband Project

This agenda item was not discussed.

4. Town Administrator's Appointment Recommendation: BOS to consider Voting Approval: Margaret McClellan – Town Accountant 7/1/2018 through 6/30/2018

Michael moved to accept the Town Administrator's recommendation to re-appoint Margaret McClellan as the Town Accountant from 7/1/2018 through 6/30/2019. Bill seconded. Motion carried.

5. Board to Review and consider voting to appoint Board and Committee Members: Alvin Blake, Zoning Board of Appeals Associate Member, 7/1/2018 through 6/30/2019 Eva Bonney, Council on Aging, 7/1/2018 through 6/30/2021

Michael moved to appoint Alvin Blake as the Zoning Board of Appeals Associate Member from 7/1/2018 through 6/30/2019 and Eva Bonney to the Council on Aging from 7/1/2018 through 6/30/2021. Bill seconded. Motion carried.

6. Board of Selectmen to review and possibly sign MassDOT Chapter 90 Reimbursement Request

Michael moved to review and possibly sign MassDOT Chapter 90 reimbursement request in the amount of \$344,840.48 in conjunction with the Bancroft Road FDR project. Bill seconded. Motion carried.

7. BOS to review and approve FY19 Amended pay rates

Bob Markel advised that there are no significant changes and the rates include a 2 percent cost of living increase. Michael moved to approve the Fiscal Year 2019 Amended pay rates. Bill seconded. Motion carried.

8. Any other business to come before the Board

At the next Selectmen's meeting, the agenda will include the Becket Police Chief's request to amend the pay rate for Police Department detail.

Michael and Bill agreed to send a letter to the editor of the Berkshire Eagle to apprise the public of matters relating to public safety.

9. BOS to review and sign payable warrants

Bill and Michael reviewed and signed payable warrants.

10. BOS to adjourn the meeting

Michael moved to adjourn. Bill seconded. Motion carried. At 9:29 p.m. the meeting concluded.

Respectfully submitted,



William Elovirta, *Chairperson*

7-18-18

Date of Board of Selectmen approval

Documents discussed at the meeting:

- Matrix Design Group Presentation Outline –Chris Lynch June 2018
- Appointment applications for Al Blake and Eva Bonney
- FY19 Amended pay rates
- MassDOT Chapter 90 Reimbursement Request - Bancroft Road FDR project
- BOS’s Letter to the Editor regarding Public Safety