

# **BROADBAND ADVISORY COMMITTEE**

## **REGULAR MEETING MINUTES**

NOVEMBER 17, 2022 – 5:00PM

Held at Goshen Town Hall and by Zoom

(This meeting is also available to be reviewed as a recording)

**PRESENT:** Marc McCarthy, Gary Stango Jr, Todd Carusillo, Mark Harris,

**ZOOM:** Peter Kujawski, Scott Olson

**GUEST:** Esmé Lombard, Senior Director Government Affairs, Altice USA

**CALL TO ORDER:** The meeting was called to order by Marc McCarthy at 5:01pm

**APPROVAL OF MINUTES:** Motion was made by Scott Olson and seconded by Gary Stango to approve the September 15, 2022 regular meeting minutes. It was voted to accept the motion. Motion carries.

**COMMENT:** Marc McCarthy welcome the participation of Esme Lombard from Altice and introduced her to the committee and public. He then reviewed some background material the Committee had prepared earlier in the year to explain the installation of a new fiber-to-the-home (FTTH) network to eventually replace the existing hybrid fiber coaxial (HFC) across the 8 towns serviced by AlticeUSA. A detailed review of Goshen's housing/connect density was reviewed as well as several photos reflecting construction activity including installation of fiber cabinets in Goshen and nearby towns. Finally, information pertaining to marketing/pricing in other Connecticut markets were referenced as well as overall corporate objectives by Altice USA most recently reviewed in the 3Q02 earnings report. A copy of this presentation is included as an appendix.

### **NEW BUSINESS**


- A. Esme Lombard described her updated expectations for the overall fiber deployment in CT and in Goshen seeking to answer the question about when residents will start to see marketing and actual connections. She stated they were on track to meet their commitment to cover the majority of the state by the end of the year. As part of this, she anticipates aerial connections (i.e. homes passed) to be underway by the end of December or possibly January 2023 and for marketing information to start to hit the area one month before, possibly as soon as December. Esme provided some anticipated details on power resiliency, battery backup and generator support in the event of power outages. Esme confirmed that there was network design change, and the Beach Street cabinet location was eliminated but confirmed the Town of Goshen would be served by 3 cabinet locations with only the East Street North location located within the town boundaries. One is presumably located on Great Hill Rd in Cornwall and Esme would follow-up with the coordinates for the 3<sup>rd</sup>. Some discussion took place regarding actual home connections, modem vs ONT, aerial vs underground as well as longer distance connections. Gary asked whether the 1GB or 5GB offerings would be launched when FTTH service is offered but Esme said she would need to get back to us. Esme confirmed that she had received some updates as it related to Woodridge Lake notifying the committee that the construction team has initiated the survey process to do an assessment of the existing conduit supporting the network and teams maybe out there possibly as early as next week.

Mark Harris asked about ensuring fiber cabinets is protected from snow plowing – Esme confirmed that all cabinets are surrounded by steel bollards set in concrete which was confirmed in several photos. Rebecca asked about wireless 5G offerings and Esme reviewed the Optimum Mobile offer they have in partnership with T-Mobile directing folks to the website for more details. Marc highlighted the Affordable Connectivity Program (ACP) which is a federal subsidy program that Optimum and most other cable and wireless companies participate in to assist low-income customers potentially covering 100% of the cost of service. Esme confirmed she would send the committee an more information to include on website and provide additional direct help/awareness with the program should the need exist. Marc requested Esme provide assistance in providing a direct connection to Camp Coch and a mesh Wi-Fi network covering the grounds – she said she would have team get in touch. Gary provided some context about why 300Mbps of synchronous fiber service will meet the needs of 90% of town residents. Marc referenced pricing footnotes in Optimum and Frontier slides explaining they referenced fixed price guarantees (2 years for Optimum and 3 years for Frontier) is not a contract but merely rate protection for that period.

#### OTHER BUSINESS

1. Proposed meeting calendar was circulated – to be confirmed by members
2. Draft of town topics would be circulated to committee members and submitted before Nov 21 deadline

Meeting was adjourned at 5:52pm



11-21-2022

Received Nov. 21, 2022 @ 11:55 AM

Attest Barbara Z. Buea  
Goshen Town Clerk

# **Broadband Advisory Committee**

**November 17, 2022  
Regular Meeting**



# Broadband Advisory Committee Meeting

Thursday, November 17, 2022 at 2:00pm  
Town Hall Conference Room & Zoom

ZOOM LINK - <https://us02web.zoom.us/j/82574840609> Meeting ID: 825 7484 0609 Dial In info +1 929 205 6099 US (New York)

- A. Call to order
- B. Approve minutes from September 15, 2022 regular meeting
- C. Public comment
- D. New business
  - A. Update from Esme Lombard, Altice USA, VP of Government Affairs
  - B. Update regarding developments in Sharon, CT w Comcast, Frontier
  - C. Recap of correspondence with Frontier
- E. Other business:
  - A. Submission to Goshen Town Topics publication due November 21, 2022 – draft circulated
  - B. Proposed meeting calendar for 2023
- F. Adjournment

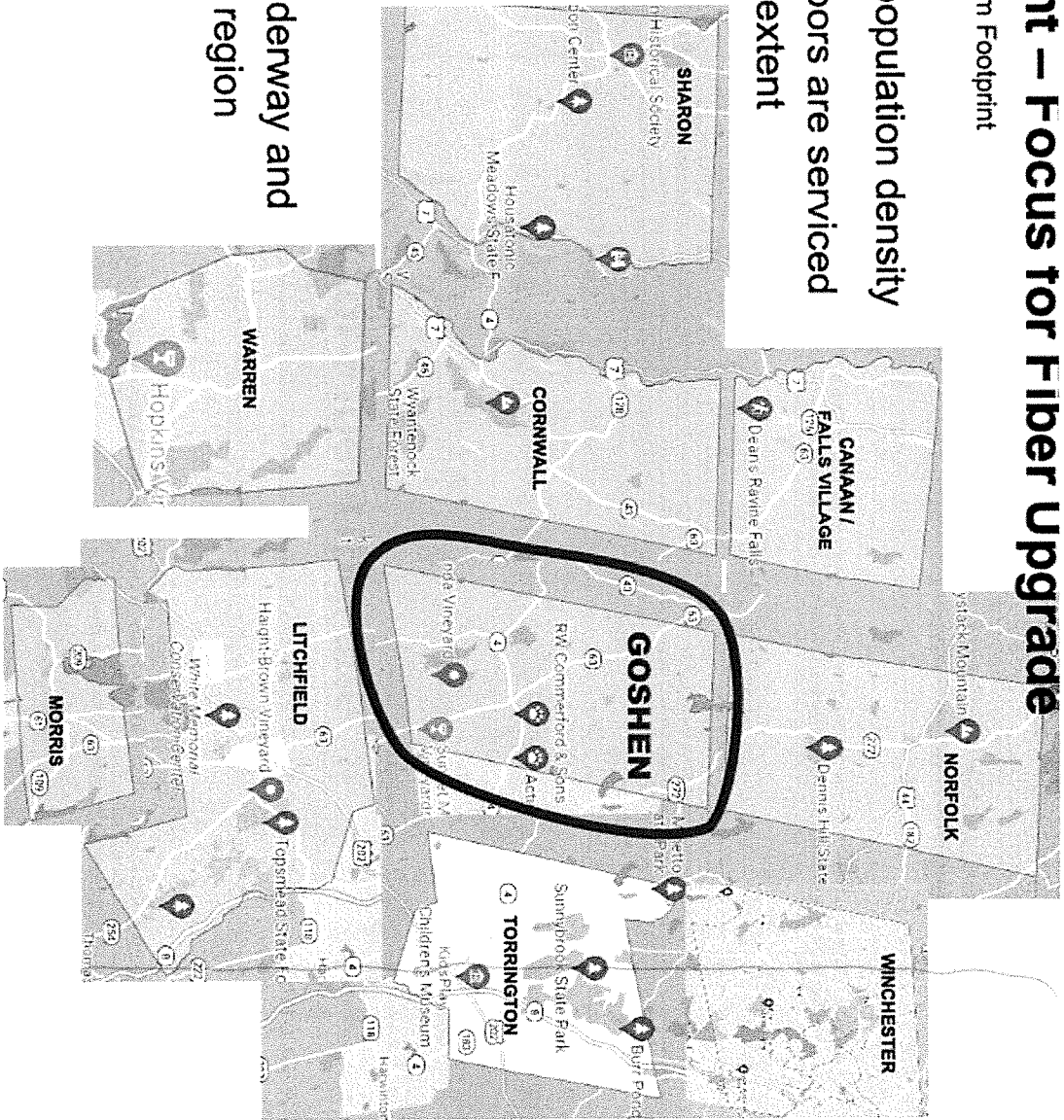
# AtticeUSA footprint – Focus for Fiber Upgrade

Goshen is at the center of the Optimum Footprint

- Similar rural nature & population density
- Most immediate neighbors are serviced by Optimum to a large extent

- Central office of Optimum is on Rt 202 on border between Litchfield & Torrington

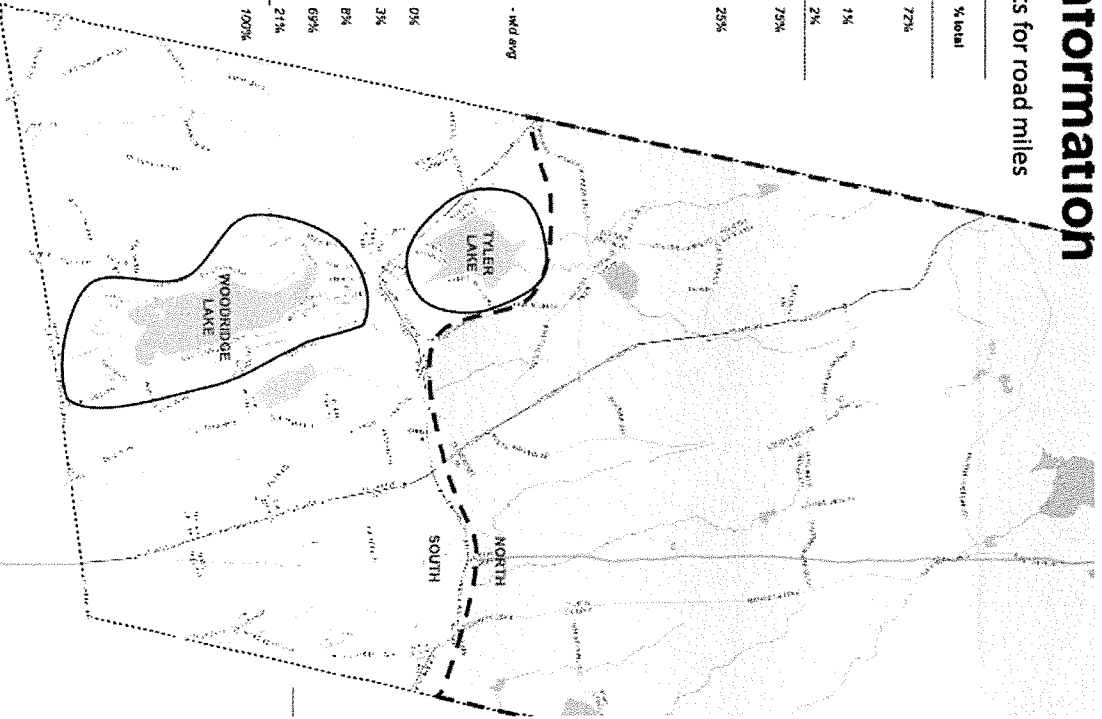
- Fiber deployment is underway and evident throughout the region



# Updated Goshen Direct Connect Information

Source: town parcel GIS system, assessor tax records, Google map measurements for road miles

	North Goshen	South Goshen	Woodridge Lake	Tyler Lake	TOTAL GOSHEN	% total
Residential Homes	353	461	660	180	1,654	72%
of total homes	21%	28%	40%	11%	100%	
Buildings / Apartments	6	4	0	3	13	1%
Commercial & Industrial	14	39	2	1	56	3%
<b>PERSPECTIVE "CONNECTS"</b>	<b>373</b>	<b>504</b>	<b>662</b>	<b>184</b>	<b>1,723</b>	<b>75%</b>
of total homes	22%	29%	38%	11%		
<b>DEVELOPED TAX LOTS</b>	<b>151</b>	<b>266</b>	<b>111</b>	<b>57</b>	<b>585</b>	<b>25%</b>
of total homes	26%	45%	19%	10%		
<b>FAL Taxable Parcels</b>	<b>524</b>	<b>770</b>	<b>773</b>	<b>241</b>	<b>2,308</b>	
of total parcels	23%	33%	33%	10%		
Number of roads	21	50	33	12	116	
of roads	32	41	14	3	90	
Average road length (feet)	8,004	4,291	2,294	1,252	4,003	wd avg
<b>connect density breakdown (single family, multi family, commercial/industrial)</b>						
0 "connects" or no road	0	0	0	4	4	0%
1-2 "connects" per mile	18	28	0	0	46	3%
3-5 "connects" per mile	66	66	3	0	135	8%
6-10 "connects" per mile	289	405	462	27	1,183	69%
11-50 "connects" per mile	0	0	202	153	355	21%
<b>FAL "CONNECTS"</b>	<b>373</b>	<b>499</b>	<b>667</b>	<b>184</b>	<b>1,723</b>	<b>100%</b>
Connects per mile	11.7	12.3	46.5	64.7	19.2	



# AlticeUSA Deployment is Underway – 2 Cabiners in Goshen

Stringing fiber aerially appears to have taken priority

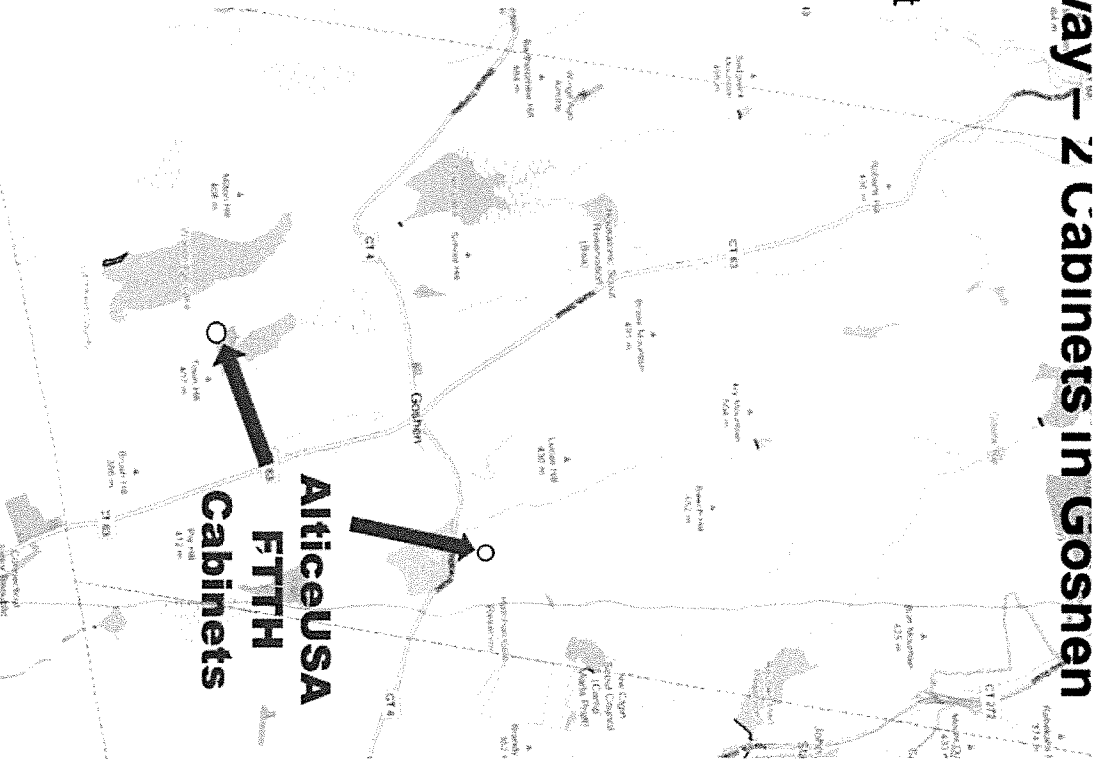
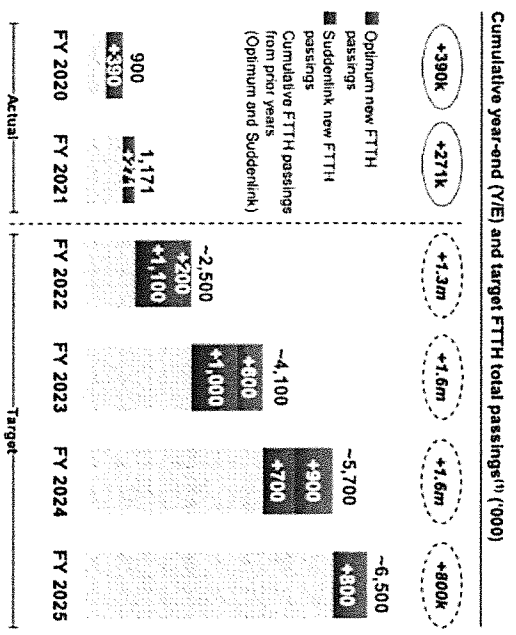
Timing remains unclear but construction is evident

Goshen is among the more rural towns within the Optimum footprint vs Torrington & Watertown

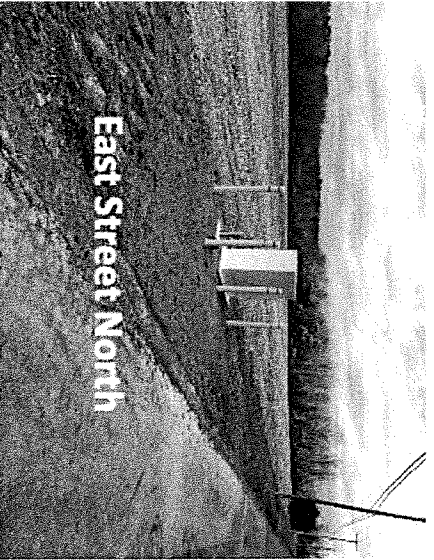
Fiberizing network is basic corporate strategy

Add 1.1mm homes in 2022, 1mm in 2023

- They added 321,000 homes in 3Q22 (737,000 homes in 2022) (NV/NJ/CT)



**TWELVE CARRIERS IN GOSHEN, WILMINGTON AND LITCHFIELD**



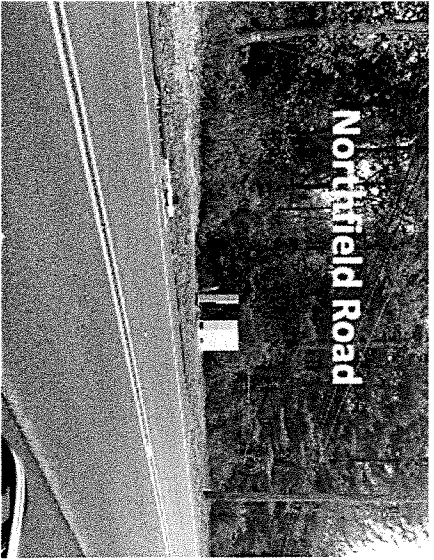
**East Street North**



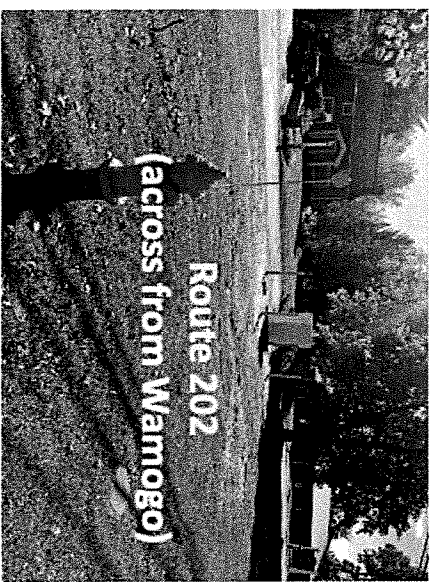
**Beach Street**



**Great Hill Road**



**Northfield Road**



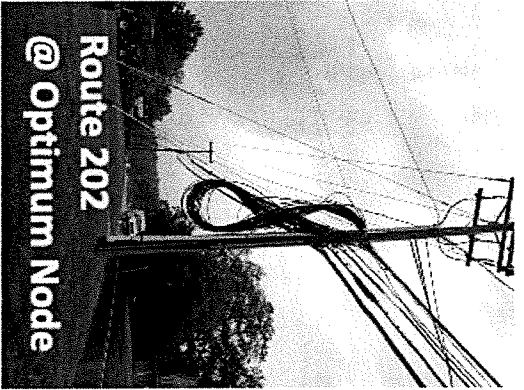
**Route 202  
(across from Wamogo)**



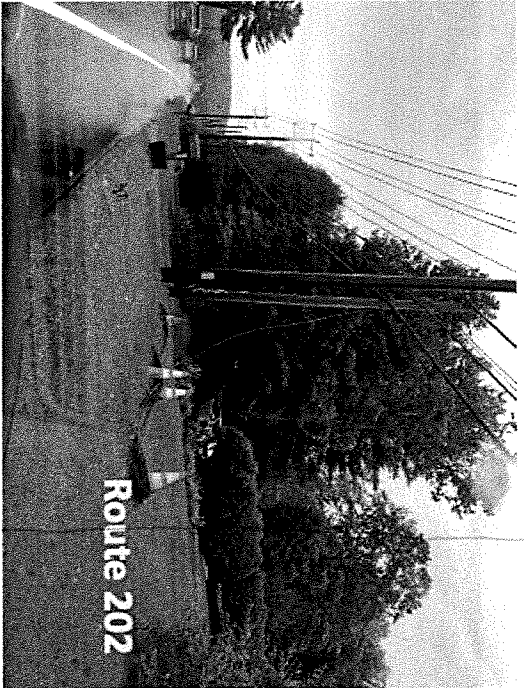
# WINING & OPENING GOING ON IN OUR TOWN



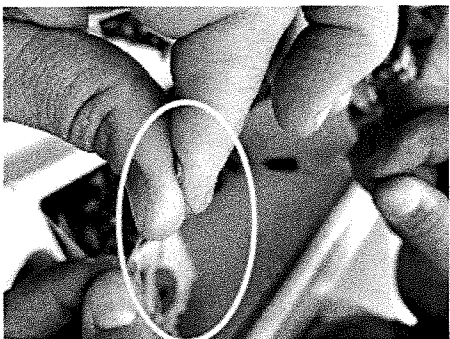
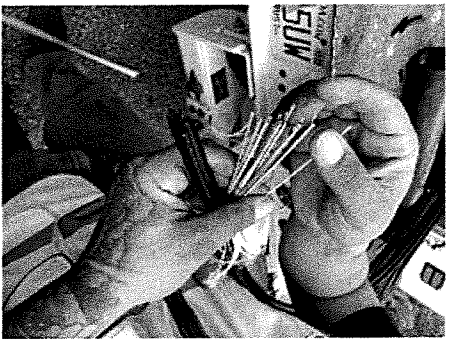
Town Farm Rd



Route 202 @ Optimum Node



Route 202



**Dedicated fiber strands allow for substantial increases in bandwidth capacity per home**

# **Optimum Pricing / Marketing Appears Encouraging**

Most price checks suggest they are maintaining a common aggressive pricing strategy through the region

Alice has been competing aggressively seeking existing customers to adopt fiber with low prices / prepaid visa cards up to \$200-\$300 – Residents will need to call to request change

Marketing/pricing has been the same in areas they've recently upgraded to FTTH in Bridgeport, Norwalk & Darien without overlapping competition allowing customers to upgrade with limited to no upfront cost (rates available only to "new" customers)

Waiting to hear timing for premarketing efforts (and overall Litchfield area) sometime soon with initial connections to follow soon

Other towns have been told to expect premarketing sometime this month but don't yet have any evidence

Frontier has been actively marketing fiber offerings now in surrounding towns including Harwinton, Falls Village and now Sharon in addition to Torrington.

# Current Optimum Offers

New customer offers (read terms & conditions on website)

Affiliate participates in Affordable

Connectivity Program which provides \$30/mo for qualifying low-income customers

Fiber will offer fully symmetrical service (same speed upload vs download) which is helpful for hybrid work and education

Each home will require a

visit by a technician to replace existing modem with an optical network terminal (ONT) and a new Wifi router should be provided by Optimum

**300 Mbps Fiber Internet**  
Up to 300 Mbps download and upload

**Equipment Included:**  
No annual contract  
Streaming and gaming  
Download speeds up to 300 Mbps

**Price:** \$40.00/mo, 2 yrs

**500 Mbps Fiber Internet**  
Up to 500 Mbps download and upload

**Equipment Included:**  
No annual contract  
Make faster gaming, streaming, HD work & save more money for the whole family

**Price:** \$60.00/mo, 2 yrs

**1 Gig Fiber Internet**  
Up to 1 Gbps download and upload

**Equipment Included:**  
No annual contract  
Get Ultra fast speed at the same price as 500 Mbps for 2 years!  
Powerful download speeds for content creation  
Stream streaming, gaming, and VR

**Price:** \$60.00/mo, 2 yrs

**Basic TV**

50+ channels  
CBS, FOX, News 12, etc.

Voice activated remote & AX Ultra HD

30+ channels including all major networks

**Price:** +\$30.00/mo

**Core TV**

70+ channels  
ESPN, SNY, FOX, etc.

Voice activated remote & AX Ultra HD

70+ channels including NFL, MLB, NHL & ESPN

**Price:** +\$75.00/mo

**Select TV**

100+ channels  
ESPN, FOX, etc.

Voice activated remote & AX Ultra HD

100+ channels including NFL, MLB, NHL & CNN

**Price:** +\$95.00/mo  
**Includes:** VISA \$100 Visa® Prepaid Card

**Premier TV**

400+ channels  
ESPN, FOX, etc.

Voice activated remote & AX Ultra HD

400+ channels including HBO Max, Starz & Showtime

**Price:** +\$115.00/mo  
**Includes:** VISA \$100 Visa® Prepaid Card

# Frontier recently unveiled plans in Sharon to expand fiber

Frontier recently attended meeting with SharonConnect and made non-binding proposal to the town to connect all residents with fiber for \$3.3 million. Sharon instead voted in favor of a \$1.6mm Comcast proposal, connecting 250 unserved homes with existing HFC network

Frontier outlined existing corporate plans to pass half of Sharon's residents (~800 homes) in 2023, largely along main utility pole corridors (recall Frontier owns many poles).

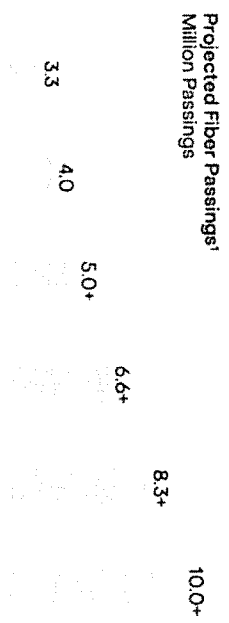
Have opened a dialogue with Frontier to learn their plans for Goshen given they retain a similar footprint throughout the town including much of Tyler and Woodridge Lake communities.

Like Optimum (AlticeUSA), Frontier has a singular goal to build out a massive fiber network to replace its legacy DSL copper network.

National pricing for fiber is set at \$60/mo for 1GB\*

Also participate in Affordable Connectivity Program

We've committed to pass 10 M locations by 2025, more than 1M new fiber locations this year; ~500k in CT so far



In 2022, Frontier will build fiber to more American households than all but two other providers

\* With autopsy, guaranteed price/fix for 36 months, no contract. Read terms and conditions.

# Jratt Committee 2023 Meeting Schedule

<u>Day</u>	<u>Date</u>	<u>Time</u>
Thursday	December 15, 2022	5:00pm
Thursday	January 19, 2023	5:00pm
Thursday	February 16, 2023	5:00pm
Thursday	March 16, 2023	5:00pm
Thursday	April 20, 2023	5:00pm
Thursday	May 18, 2023	5:00pm
Thursday	June 15, 2023	5:00pm
Thursday	July 20, 2023	5:00pm
Thursday	August 17, 2023	5:00pm
Thursday	September 21, 2023	5:00pm
Thursday	October 19, 2023	5:00pm
Thursday	November 16, 2023	5:00pm
Thursday	December 21, 2023	5:00pm

