

Broadband Advisory Committee

November 17, 2022
Regular Meeting



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Broadband Advisory Committee Meeting

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

ZOOM LINK - <https://us02web.zoom.us/j/82574840609>

Dial in info +1 929 205 6099 US (New York)

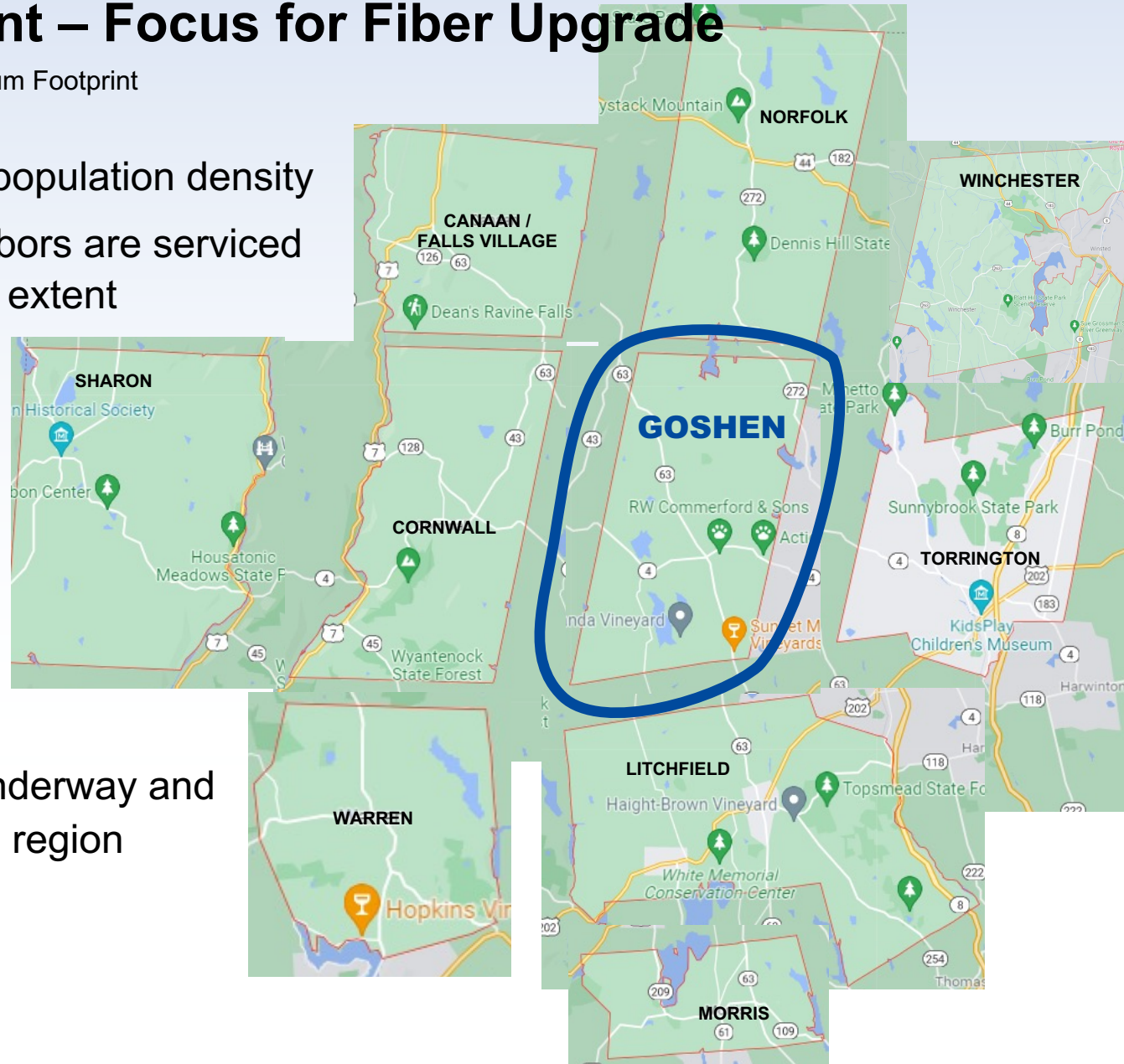
Meeting ID: 825 7484 0609

- 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

AlticeUSA footprint – Focus for Fiber Upgrade

Goshen is at the center of the Optimum Footprint

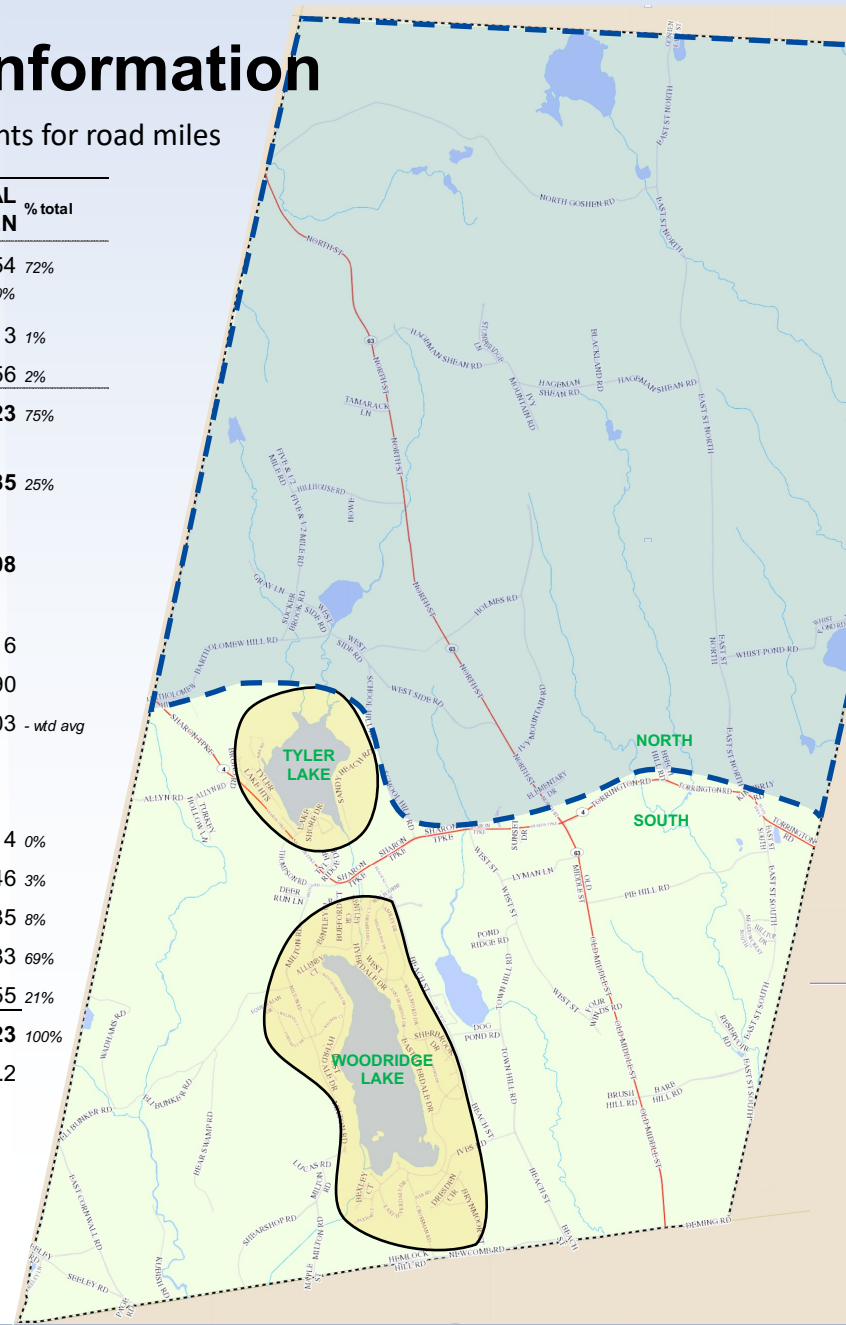
- Similar rural nature & population density
- Most immediate neighbors are serviced by Optimum to a large extent
- Central office of Optimum is on Rt 202 on border between Litchfield & Torrington
- Fiber deployment is underway and evident throughout the region



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%	
Condos / Apartments	6	4	0	3	13	1%
Commercial & Industrial	14	39	2	1	56	2%
PROSPECTIVE "CONNECTS"	373	504	662	184	1,723	75%
% of total homes	22%	29%	38%	11%		
UNDEVELOPED TAX LOTS	151	266	111	57	585	25%
% of total homes	26%	45%	19%	10%		
TOTAL Taxable Parcels	524	770	773	241	2,308	
% of total parcels	23%	33%	33%	10%		
Number of roads	21	50	33	12	116	
Miles of roads	32	41	14	3	90	
Average road length (feet)	8,004	4,291	2,294	1,252	4,003	- wtd avg
"Connect" density breakdown (single family, multi family, commercial/industrial)						
No "connects" or no road	0	0	0	4	4	0%
<5 "connects" per mile	18	28	0	0	46	3%
5-10 "connects" per mile	66	66	3	0	135	8%
10-50 "connects" per mile	289	405	462	27	1,183	69%
> 50 "connects" per mile	0	0	202	153	355	21%
TOTAL "CONNECTS"	373	499	667	184	1,723	100%
Avg Connects per mile	11.7	12.3	46.5	64.7	19.2	

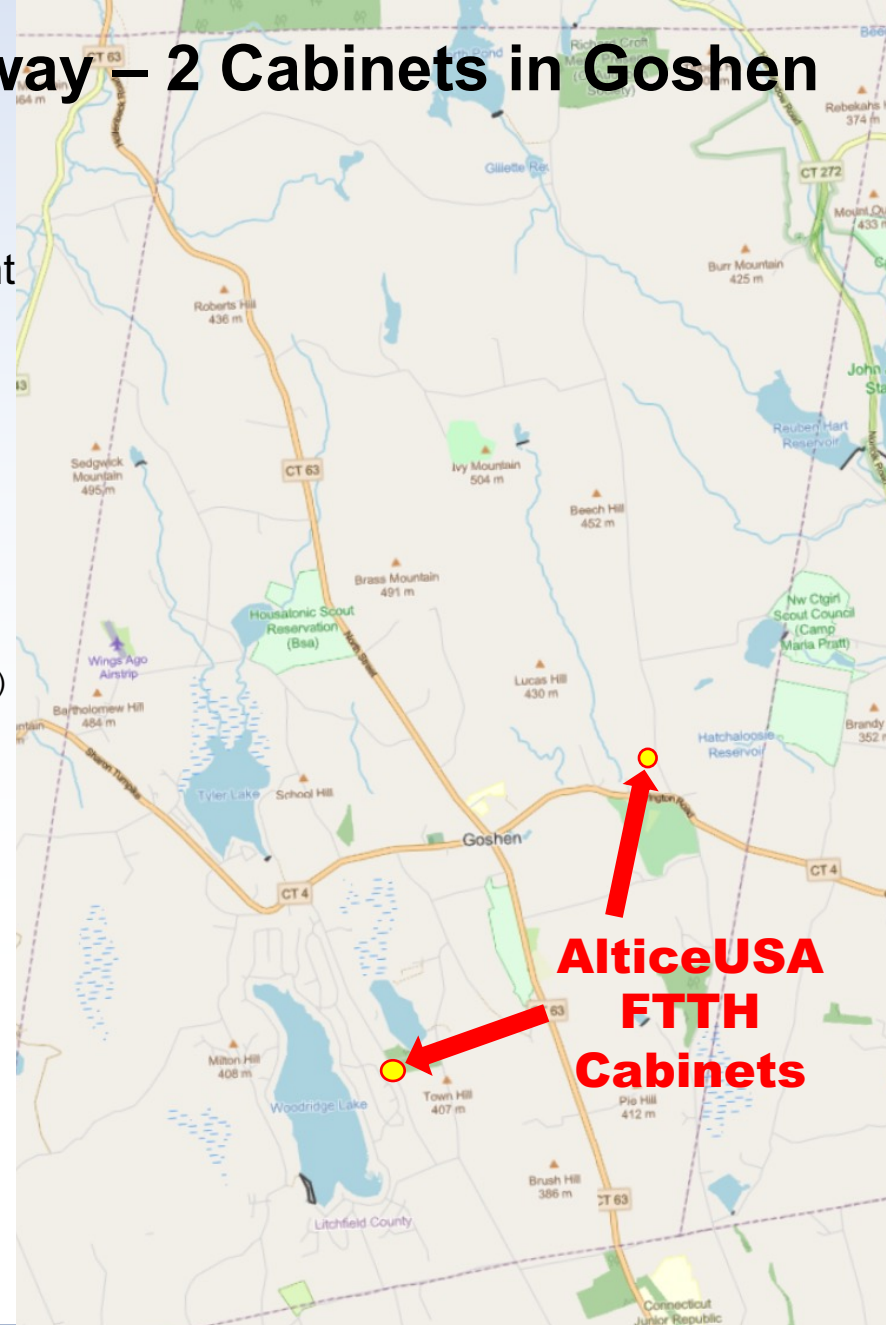
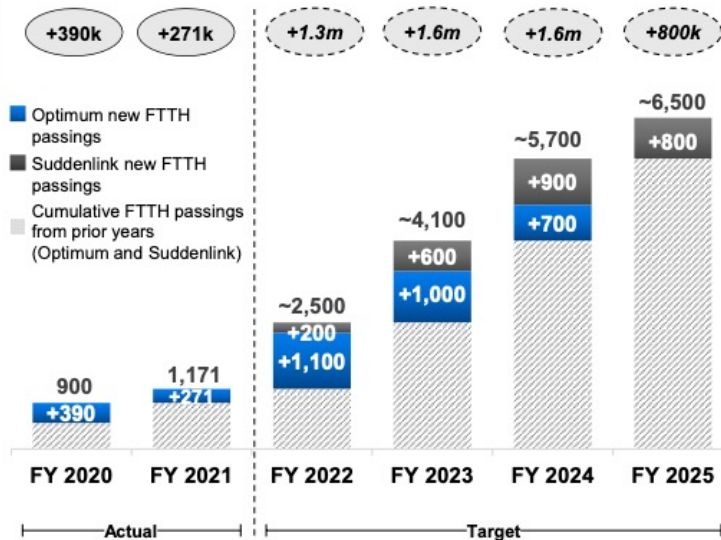


AlticeUSA Deployment is Underway – 2 Cabinets in Goshen

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) (NY/NJ/CT)

Cumulative year-end (Y/E) and target FTTH total passings⁽¹⁾ ('000)

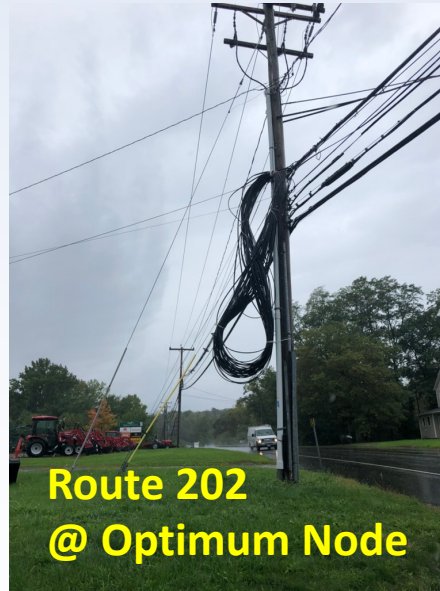


**AlticeUSA
FTTH
Cabinets**

Fiber cabinets in Goshen, Cornwall and Litchfield



Wiring & Splicing going on around town



**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

- Altice 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)

- Altice 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

EQUIPMENT INCLUDED

300 Mbps Fiber Internet

Up to 300 Mbps downloads and uploads

2 YEAR PRICE LOCK + **VISA** \$100 Visa® Prepaid Card + **SHOWTIME** Included for 12 months

No annual contract

- ✓ Streaming and gaming
- ✓ Downloading large files & more

\$40.00/mo. 2 yrs.
w/ Auto Pay & Paperless Bill
[Disclaimer](#)

EQUIPMENT INCLUDED

500 Mbps Fiber Internet

Up to 500 Mbps downloads and uploads

2 YEAR PRICE LOCK + **VISA** \$100 Visa® Prepaid Card + **SHOWTIME** Included for 12 months

No annual contract

- ✓ Multi-player gaming, stream 4K Ultra HD
- ✓ Work & learn from home for the whole family

\$60.00/mo. 2 yrs.
w/ Auto Pay & Paperless Bill
[Disclaimer](#)

EQUIPMENT INCLUDED

1 Gig Fiber Internet

Up to 940 Mbps downloads and uploads

2 YEAR PRICE LOCK + **VISA** \$100 Visa® Prepaid Card + **SHOWTIME** Included for 12 months

No annual contract

- ✓ **Get Ultra-fast speed at the same price as 500 Mbps for 2 years!**
- ✓ Power multiple devices in ultra-connected homes
- ✓ Heavy streaming, gaming, and VR

\$60.00/mo. 2 yrs.
w/ Auto Pay & Paperless Bill
[Disclaimer](#)

Basic TV

50+ channels

Voice activated remote & 4K Ultra HD

- ✓ 50+ channels including all major networks

+\$30.00/mo.
[Disclaimer](#)

Core TV

220+ channels

View included channels

- ✓ Voice activated remote & 4K Ultra HD
- ✓ 220+ channels including TNT, HGTV & ESPN

+\$75.00/mo.
[Disclaimer](#)

Select TV

340+ channels

View included channels

- ✓ Voice activated remote & 4K Ultra HD
- ✓ 340+ channels including Nick Jr, DIY Network & CMT

VISA \$100 Visa® Prepaid Card

+\$95.00/mo.
[Disclaimer](#)

Premier TV

420+ channels

View included channels

- ✓ Voice activated remote & 4K Ultra HD
- ✓ 420+ channels including HBO Max, Starz & Showtime

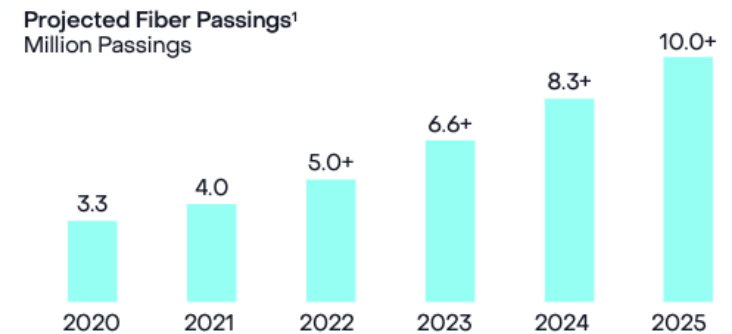
VISA \$100 Visa® Prepaid Card

+\$115.00/mo.
[Disclaimer](#)

Frontier recently outlined 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 autopay, guaranteed price fix for 36 months, no contract. Read terms and conditions.

Draft 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

