

Long Island, ME

**Broadband
Expansion
Project Proposal**



Agenda

- Meet the Consolidated team
- Project Review
- Implementation Plan
- Q & A



Implementation Team

Dedicated Community Broadband Team – The team has a significant experience working with Federal delegation and broadband programs, State officials and agencies like the ConnectME Authority and their broadband programs, along with hundreds of towns and broadband groups across VT, NH and ME.

- Rob Koester – Vice President of Product Management – 20 years
- Steve Freeman – Senior Director of Engineering – 20 years
- John Stone – Senior Director of Operations – 40 years
- Jeff Nevins – Director-Community Broadband – 15 years
- Jeff McIver – Project Manager – 10 years

We also have dedicated Maine Engineering and Design Group, Operations Organization consisting of Construction and Installation and Repair workforce.



Proposed Project Composition

Summary – Project Proposal

- Provides broadband internet access to all residences on Long Island
- High Speed Broadband
- Via fiber-to-the-premise with speeds up to 1000Mbps (1 Gig)
- High Reliability
- 12-24 month timeline
- Symmetrical speeds up to 1000Mbps or 1 Gbps available
- No Data Cap / No Throttling of Data
- Video and Phone options available (Bundling)
- Eventual retirement of existing copper network



Proposed Project Composition

Key Points

- Initial Infrastructure fee @ \$10.00 assuming standard bond/loan interest rates
- Consolidated will pay annual fee to operate the Long Island network equal to monthly/quarterly debt obligation of the Town
- Town owns network backbone and contracts with Consolidated for ongoing maintenance and operation
 - CCI will own the home to the network backbone connection
- Infrastructure fee reviewed and reset after biennial review with Select Board
- Consolidated responsible for end user install costs



Installation Practices

- No customer cost for in-home installation which includes:
 - Installation of fiber from pole to home
 - Optical Network Termination (ONT) at home
 - In home installation including wireless router with 802.11 A/C WiFi
- Fiber drop from pole to home free if poles are already in place
- Buried fiber from pole to home free for first 150ft; \$0.55/ft. for 150ft.+



Proposed Project Cost

Network Cost

- Core Network Cost = \$517,000
- Customer Connection Cost = \$163,217
- **Total Completed Cost = \$680,217**

Funding

- Town bond/loan = \$517,000
- Customer connection cost = \$163,217
 - ConnectME grant = \$100,000
 - CCI connection cost = \$63,217



Sample Pricing

No Data Caps
30-Day Satisfaction Guarantee

Dedicated, Fiber Internet connection
Symmetrical Speeds

24/7 technical support
Email accounts & storage

Video streaming capable
Fiber reliability

2020 FAST FIBER INTERNET RATES

15 Mbps / 15 Mbps	50 Mbps / 50 Mbps	100 Mbps / 100 Mbps	1 Gbps / 1 Gbps
\$62.75	\$73.75	\$85.96	\$98.81
<p>RATE INCLUDES THE FOLLOWING CHARGES:</p> <p>Two year promotional rate at \$37.79/mo.</p> <p>Network Care Plus Wireless Fee at \$11.99*/mo.</p> <p>Fiber Infrastructure Build Recovery Fee: \$10.00/mo.</p> <p>Broadband Cost Recovery Fee at \$2.97/mo.</p> <p>Does not include taxes</p>	<p>RATE INCLUDES THE FOLLOWING CHARGES:</p> <p>Two year promotional rate at \$48.79/mo.</p> <p>Network Care Plus Wireless Fee at \$11.99*/mo.</p> <p>Fiber Infrastructure Build Recovery Fee: \$10.00/mo.</p> <p>Broadband Cost Recovery Fee at \$2.97/mo.</p> <p>Does not include taxes</p>	<p>RATE INCLUDES THE FOLLOWING CHARGES:</p> <p>Two year promotional rate at \$61.00/mo.</p> <p>Network Care Plus Wireless Fee at \$11.99*/mo.</p> <p>Fiber Infrastructure Build Recovery Fee: \$10.00/mo.</p> <p>Broadband Cost Recovery Fee at \$2.97/mo.</p> <p>Does not include taxes</p>	<p>RATE INCLUDES THE FOLLOWING CHARGES:</p> <p>Two year promotional rate at \$73.85/mo.</p> <p>Network Care Plus Wireless Fee at \$11.99*/mo.</p> <p>Fiber Infrastructure Build Recovery Fee: \$10.00/mo.</p> <p>Broadband Cost Recovery Fee at \$2.97/mo.</p> <p>Does not include taxes</p>

The \$10.00 Fiber Infrastructure Build Recovery (FIBR) fee for fiber connectivity to each home in town.

*The Network Care Plus Wireless Fee of \$11.99 per month applies in order to be eligible for any bundled or promotional pricing.

Pricing reflects current rates for 2020 and is subject to change.

Pricing shown reflects limited-time introductory offer for new residential Fiber Internet customers who subscribe to Internet with a 2-year term commitment. After the 24-month introductory promotional period ends, standard rates will apply. Other terms, conditions, taxes and equipment charges also apply.



Implementation Plan

Next steps:

- Requires approval at Town Meeting in June
- Requires approval of bonding authority/lending institution
- Requires final agreement/contract approval by the Select Board

- Phased Design
- Planning session with Highway/Public Works Department/Select Board
- Regular, written status updates
- Cohesive launch plan in conjunction with Select Board/Broadband Committee
 - Pre-sign up website / direct mail
 - Town events / ground breaking / ribbon cutting



Questions

