

**Town of Princeton - Public Hearing
March 13, 2017**

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COMMONWEALTH OF MASSACHUSETTS

TOWN OF PRINCETON

Public Hearing on Cable Television *

Franchise Applications *

*** PUBLIC HEARING ***

THOMAS PRINCE SCHOOL

170 Sterling Road

Princeton, Massachusetts

March 13, 2017

6:30 p.m. - 9:03 p.m.

Volume I

Kristen M. Edwards

Court Reporter

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1 APPEARANCES:

2

3 TOWN OF PRINCETON BOARD OF SELECTMEN:

4 Stan Moss, Chairman

5 Edith Morgan

6 Jon Fudeman, Clerk

7 Nina Nazarian, Town Administrator

8 Bill August, Esq.

9

10 CABLE ADVISORY COMMITTEE:

11 Lane Ware

12 Philip Gransewicz

13 David Hilton

14 David Union

15

16 COMCAST:

17 Timothy Kelly, Vice President of Government &

18 Regulatory Affairs

19

20 CHARTER COMMUNICATIONS:

21 Thomas P. Cohan, Director of Government Affairs

22 Gregory A. Garabedian, Area Vice President

23 Paul Abbott, Vice President for Charter

24 Michael Marcy, Director of Programming

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APPEARANCES (Continued):

TOWN OF PRINCETON RESIDENTS:

Mike Shaw

Al Pearson

Charles Kerry

Mike Gotay

Ed Sushawn

Richard Chase

Tom Sullivan

Matt Russell

Brian Duffy

George Handington

Adam Sharis

Brett Tobridge

Wayne Adams

(All names of public are phonetic)

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P R O C E E D I N G S

MR. MOSS: I'm calling the Board of Selectmen meeting to order. Before we start, if anybody is in attendance recording this session, please say so now in compliance with the Mass. Open Meeting Law. I see one.

I'd like to introduce my colleagues on the Board of Selectmen, Edith Morgan, Jon Fudeman, our town administrator Nina Nazarian. This is Bill August, our special counsel for cable TV franchising. Bill has been doing this since there was cable TV in the Commonwealth. I would like to ask the Cable Advisory Committee to stand and introduce themselves.

MR. WARE: Hello, I'm Lane Ware, the acting chairman of the Cable Advisory Committee.

MR. GRANSEWICZ: Phil Gransewicz, Cable Advisory Committee.

MR. HILTON: And David Hilton, Cable Advisory Committee.

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1 MR. MOSS: Thank you. For the Board
2 of Selectmen, do I have a vote to open the
3 public hearing on the assessment of cable
4 license applicants?

5 MS. MORGAN: So moved.

6 MR. MOSS: All in favor? Aye.

7 MR. FUDEMAN: Aye.

8 MS. MORGAN: Aye.

9 MR. MOSS: Do I have a vote to
10 waive -- do I have a motion to waive the
11 reading of the hearing notice?

12 MR. FUDEMAN: So moved.

13 MS. MORGAN: Second.

14 MR. MOSS: All in favor? Aye.

15 MR. FUDEMAN: Aye.

16 MS. MORGAN: Aye.

17 MR. MOSS: Thanks for coming out.

18 I'm Stan Moss, chair of the Board of
19 Selectmen. This is a public hearing. It's
20 not a town meeting, so there is some legal
21 stuff I need to say here. This hearing is
22 for the purposes of assessing the
23 qualifications and proposals of the
24 applications of Charter and Comcast which

1 will be limited to the information provided
2 in the applications on file, any amendments
3 of such applications, the issuing authority
4 report on license specifications, oral
5 testimony given during the hearing or other
6 information dually entered into the hearing
7 record. Much of the information about the
8 applicant is in their cable franchise
9 proposals and amended applications, which
10 have been posted online and have been
11 available to the public.

12 Please note that under federal law,
13 our review of the applicants and their
14 proposal is limited to their cable service
15 proposals. Not proposals related to
16 internet, telephone or non-cable services.
17 That's a real key point here. We're going
18 right straight down the line.

19 At this hearing, we'll receive
20 presentations from Charter and Comcast and
21 comments and other testimony from the Board
22 of Selectmen, Cable Advisory Committee and
23 the public. Charter and Comcast are also
24 free to submit comments and questions after

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1 their main presentation, and time will be
2 made available for that to ensure the
3 applicants have a full opportunity to be
4 heard and to raise questions through the
5 chair.

6 Anyone speaking must approach the
7 microphone, clearly state their name and
8 street address. Residents, property owners
9 and town businesses will have preference on
10 questions. Non-residents will be given an
11 opportunity to ask questions if there are
12 no other questions remaining from Princeton
13 stakeholders. Any public comments and
14 testimony will supplement the record
15 already developed by the town. I'm sorry.
16 I just went and skipped over a page here.
17 Sorry about that.

18 The selectmen, in our capacity as
19 cable franchising issuing authority will be
20 conducting this public hearing on cable
21 franchise applicants of Charter
22 Communication Entertainment I, LLC, a/k/a
23 Charter and Comcast Cable Communications
24 Management, LLC, a/k/a Comcast.

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1 This public hearing is being held
2 pursuant to the initial licensing of
3 regulations of the Massachusetts Department
4 of Telecommunications and Cable as set
5 forth in 207 CMR 3.02 and 3.03 and pursuant
6 to mass general laws chapter 166A and
7 subject applicable law. Town administrator
8 Nina Nazarian will assist in the
9 administration and conduct of the meeting.
10 The Cable Advisory Committee is present as
11 well and will have questions for each
12 applicant at the end of their presentation.

13 This hearing was dually noticed by
14 publication of the Telegram & Gazette on
15 February 27th and March 16, 2017. This
16 hearing is being stenographed by a court
17 reporter and a copy of the transcript will
18 be entered into the hearing record along
19 with the hearing exhibits.

20 At this time our hearing exhibits
21 include the following: Public notice,
22 request for cable license applications
23 published October 3rd and October 20, 2016;
24 2, approved waivers from the Department of

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1 Telecommunications and Cable dated
2 September 26, 2016; 3, Charter's initial
3 license application dated November 3, 2016;
4 4, Comcast's initial license application
5 dated November 3, 2016; 5, the issuing
6 authority report dated January 17, 2017; 6,
7 Charter's amended application dated
8 February 21, 2017; 7, Comcast's amended
9 application dated February 21, 2017; 8,
10 public notice -- public hearing on
11 assessment of cable license applicants
12 published February 27 and March 6, 2017;
13 and 9, last and final draft questions of
14 the Cable Advisory Committee dated March 7,
15 2017.

16 Copies of any and all hearing
17 exhibits have been provided to the
18 applicants. Anyone in the audience wishing
19 for a copy of the exhibits may view them
20 online on the Cable Advisory Committee's
21 web page or request a hard copy from the
22 town administrator, who will supply them in
23 accordance with the Public Records Law.

24 At this hearing we will receive

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1 presentations from Comcast and Charter and
2 Comcast and comments and other testimony
3 from the Board of Selectmen, Cable Advisory
4 Committee and the public. Charter and
5 Comcast are also free to submit comments
6 and questions after their main
7 presentations and time will be made
8 available for that to ensure the applicants
9 have full opportunity to be heard and raise
10 questions through the chair.

11 I already read the part about
12 speaking your name. Any public comments
13 and testimony will supplement the record
14 already developed by the town. The members
15 of the Cable Advisory Committee or Board of
16 Selectmen also have questions or comments.

17 Each person presenting a question or
18 an answer will have no more than three
19 minutes. A 30 second warning will be
20 provided by Nina. Multiple part questions
21 exceeding three minutes will be permitted
22 only if there is no one waiting in line.
23 If there is a line, the person presenting a
24 question must stop their questions, answers

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1 will be provided and they can head back to
2 the end of the line for additional
3 questions.

4 At this time before getting started,
5 please be advised that the schedule is as
6 follows: Comcast will have 30 minutes to
7 present, more or less, then there will be a
8 question and answer period with Comcast for
9 approximately 30 minutes. If we need to go
10 any longer than that, we will go up to as
11 much as 7:50 p.m.

12 If we get to that point, we will
13 postpone all remaining questions for
14 Comcast until after Charter's presentation
15 and question and answer period. No later
16 than 7:50 p.m. we will take a short recess
17 while we reorganize, and then Charter will
18 have approximately 30 minutes to present.
19 And, similarly, there will be a question
20 and answer period with Charter for
21 approximately 30 minutes. All questions
22 must be held until the question and answer
23 period.

24 We thank you for your attendance to

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1 these procedures. I'll now turn the floor
2 over to Comcast. To begin with will each
3 of Comcast representatives please identify
4 themselves and their position in the
5 company.

6 MR. KELLY: Thank you, Chairman
7 Moss. For the record, my name is Tim
8 Kelly. I'm vice president of government
9 affairs for the greater Boston region
10 having an address at 181 Ballardvale Road,
11 Wilmington, Massachusetts 01877.

12 Before I begin, Mr. Chairman, I
13 would like to thank you and the Board of
14 Selectmen for being open to the idea of
15 bringing a private provider into the Town
16 of Princeton. It was a conversation we had
17 September 7th with the whole town, and I
18 think you have got a really good result
19 here.

20 I'd also like to extend my thanks to
21 the MBI, specifically Peter Larkin, the
22 Massachusetts Technology Collaborative for
23 putting forth the idea of a public/private
24 partnership work with a private entity, the

1 town and the State of Massachusetts.
2 Again, I think the town is in a very
3 advantageous position, and we're happy to
4 be here to present.

5 Just want to give a little overview
6 of who we are at Comcast. Comcast has
7 approximately 22 million video subscribers
8 throughout the United States. That's 39
9 states in the District of Columbia. In
10 Massachusetts we have about 1.5 million
11 video subscribers, 241 franchises. And
12 nationwide, just to put this in
13 perspective, we have about 6,500
14 franchises.

15 We're a big company. That's
16 well-known but we have a very, very local
17 presence. I don't know if folks in this
18 room know it, but I went to Wachusett
19 Regional High School and I worked for Howe
20 Land at the State House for some years, so
21 this feels great to be back in the
22 Wachusett region.

23 So one of the things I just want to
24 impress on, folks, in the Town of Princeton

1 is that Comcast is bringing its full breath
2 and depth when it comes to who we are and
3 what we can do. One of the criteria for a
4 cable license is the financial
5 capabilities. So I present this slide to
6 show that Comcast certainly has the
7 financial capabilities to support a
8 broadband slash cable build in the Town of
9 Princeton.

10 You will note under the Comcast tag
11 XFINITY, we have XFINITY TV, XFINITY
12 Internet, XFINITY Voice and XFINITY Home.
13 I will also say that our business services
14 that we now offer almost are the same exact
15 services that you see there.

16 I started with the company in 2007.
17 The right-hand side of the slide didn't
18 exist. NBC Universal is a new component to
19 the Comcast family. We acquired them in
20 2011 and had a complete transfer of
21 ownership over to us in 2013. As you can
22 see, we have broadcast channels, cable
23 channels, amusement parks, film studios and
24 a whole variety of other online streaming

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1 capabilities as well.

2 So I just want to give you -- show
3 the folks in the room a map of what the
4 greater Boston region is. It's basically
5 the Cape and the islands, eastern
6 Massachusetts, Merrimack Valley. We go all
7 the way out to Phillipston, Southern New
8 Hampshire, a little portion up in
9 Brunswick, Maine. It's, you know, it
10 compacts small, you know, one big, happy
11 New England family.

12 One thing I need to impress on folks
13 is we do operate in the City of Boston.
14 Whatever capabilities we have in the City
15 of Boston, the folks in Princeton will
16 have. So there is no favoritism, if you
17 will, in the greater Boston region. So
18 Manchester, New Hampshire, Boston,
19 Cambridge, Somerville down to the Cape, the
20 islands, Martha's Vineyard, Nantucket.
21 Whatever we are offering in Boston and
22 those communities, you will have out in
23 Princeton. There's no difference, so it's
24 just important to note. And, also, the

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1 continuous of the footprint and the fact
2 that we are very New England focused. I
3 know some of you have seen New England
4 Cable News. That's one of the news
5 channels that we have at Comcast as well.
6 One more. Thanks, Greg.

7 So before we talk about the services
8 that we offer, I think it's important to
9 note what we do in the State of
10 Massachusetts. One of the core tenants of
11 Comcast and the founders, Ralph Roberts, is
12 to give back to the communities that we
13 serve. That's been the case 50 plus years
14 since we first started the operation in
15 Tupelo, Mississippi. Now we have grown to
16 this big family.

17 So across the state, we have about
18 1.5 million subscribers. In our footprint
19 over 99 percent has broadband penetration,
20 which is very important to know. We have
21 140 total properties, five of which I would
22 like to call out and those are our customer
23 service offices. We have one in
24 Manchester, New Hampshire, Hudson, New

1 Hampshire, Chelmsford, Massachusetts,
2 Malden, Massachusetts and Plymouth,
3 Massachusetts. So a lot of our customer
4 service calls that go through are held
5 locally. That's important, because there
6 are folks that could be your neighbors and
7 that know you.

8 The other thing I would like to
9 impress is just the fact that we have spent
10 about \$6 billion in capital investment
11 since 1996. That is a number to show that
12 we are committed on growing continuing the
13 scale with people and understand the
14 importance of customers' needs.

15 So this number is actually changed
16 full-time employees. This was from 2015.
17 We've actually increased that number to
18 3,911 full-time employees in the State of
19 Massachusetts. Locally we have a
20 management office in the City of
21 Leominster. That is where a lot of our
22 technical operations folks are located, so
23 plant operations. The folks that actually
24 take care of the wires, our technicians

1 that come in, set up the boxes in your
2 house, make sure the wiring is all set,
3 checking levels. Our construction folks
4 who come out and actually build the
5 infrastructure, they are all located quite
6 locally. Thanks, Greg.

7 So overall Massachusetts, that
8 number of 27 million has actually grown
9 since it was posted in 2015 but we give
10 back a lot to the community. So Comcast
11 Cares Days is one of our signature days of
12 volunteerism. This year we're going to
13 have 60 locations in the greater Boston
14 region footprint. Today when volunteers
15 from not only the company but family and
16 friends come out to do community work.
17 I've been told that it's one of the biggest
18 days of volunteerism for corporations in
19 the country.

20 Other community investments, leaders
21 and achievers, and I think we, don't hold
22 me to this, but I believe somebody from
23 Wachusett Regional High School from
24 Princeton might have won the Leaders and

1 Achievers scholarship. We do it every year
2 at the State House. It's very well
3 received. We basically find a student
4 through a guidance counselor or principal
5 that they feel is worthy of the award. The
6 other thing is we have a very robust stake
7 with the United Way folks and do a lot of
8 fundraising for them.

9 This is just an overview basically
10 of what we went over, the taxes we pay,
11 health care benefits. I guess what the
12 impression here is, folks, that we make a
13 big, big investment in the state. We make
14 an investment locally. Even though we
15 might be located and have headquarters in
16 Philadelphia, it is important that folks
17 know that, you know, we are here to stay
18 and that we are committed to the folks of
19 Princeton and to the State of
20 Massachusetts.

21 Before I delve into what we are
22 going to do in the Town of Princeton and
23 our work with the MBI and the town, just
24 want to quickly go over what we offer in

1 the world of our products and services. So
2 internet, video, voice, XFINITY Home, which
3 is our home security. Again, these are
4 duplicated on the business service site.
5 We have WiFi, 16 million WiFi hotspots
6 throughout the United States, which is
7 unbelievable if you think about it. The
8 other thing is with our WiFi hotspots, and
9 folks need to know this, if you're using
10 your cellular device in your home and you
11 hook up to the WiFi, you're not going to be
12 charged for your data use.

13 So it's important to know that not
14 only in home with your WiFi but outside out
15 and about you have full authentication as a
16 Comcast subscriber, and you will be able to
17 access those WiFi hotspots. So that's just
18 a brief overview of the services we offer,
19 community investment.

20 Again, one quick thing about the
21 internet is we have a program called
22 Internet Essentials. It's a \$9.95 program.
23 You can get a computer for \$150. You have
24 free digital training either in person or

1 online. This is for folks that are either
2 receiving free lunch through the National
3 School Lunch Program, free or reduced
4 school lunch or if you're in a HUD assisted
5 living, we've made 25 enhancements to that
6 program since it was initiated in 2011.
7 750 connections since then, which impacts
8 about 3 million people. And that also
9 includes in home WiFi or a wireless gateway
10 as well.

11 Okay, building our network in
12 Princeton, I think this is why you folks
13 are here. We want to bring our network and
14 all it has to offer today into the town for
15 the residents and businesses in the Town of
16 Princeton. We haven't been able to do it
17 because of the rural nature of the town and
18 lack of density that doesn't, you know,
19 meet our financial model.

20 So when you think about when you're
21 investing capital, if you're a finance
22 person, you put your hat on working for
23 Comcast, you have to take that fixed amount
24 of capital and that capital needs to work

1 as if you had invested in the City of
2 Boston, Manchester, Somerville, Cambridge,
3 down the Cape, wherever it is, those
4 numbers have to work. And that is a big
5 consideration when we look at areas to go
6 and deploy our network. So it's been
7 difficult and folks in Princeton know,
8 because you haven't had cable. It's
9 difficult to go to places that don't have
10 the density.

11 We have to do this strategically.
12 We have a fiduciary responsibility to make
13 sure that the money we invest does well by
14 employees, by our customers and by our
15 shareholders. But there has been an
16 opportunity presented to us by the MBI to
17 come to the town to do a public/private
18 partnership. That's why we are here to
19 discuss the future of bringing our network
20 into the town.

21 And just to speak about our network,
22 it will be a hybrid fiber coax network. It
23 will be our next generation
24 state-of-the-art network. Right now we can

1 run a two gig application on it if somebody
2 wants that in their home. Most of our
3 subscribers are about 50 megabits per
4 second but we can scale up to 150, 200. We
5 will be deploying our DOCSIS 3.1, which is
6 a one gig application sometime in 2017 in
7 the greater Boston region. And, again, if
8 we have a network built out in the Town of
9 Princeton, that would be something that we
10 would be offering you.

11 As far as the build goes, I'm kind
12 of going off script here. We would do a
13 rolling build in the town, meaning we
14 wouldn't have to build-out the whole town
15 first and then activate everybody. So
16 depending on the pathway we take, we would
17 build, activate, build, activate, build,
18 activate. And that's the way we've done it
19 elsewhere, and that's how we would do it in
20 the town.

21 So, the expense is just not building
22 but it's also the continued operation and
23 improvements. When we build this network,
24 and I think communities have seen this,

1 it's just not throwing the fiber up on the
2 poles but it's also having the technicians,
3 the plan operations, construction, the back
4 office, customer service office, which for
5 the record, the customer service office is
6 in Leominster as well. It's all of the
7 back office to support it.

8 I had a video that I was going to
9 hopefully show you folks today.
10 Unfortunately, I can't. I don't have the
11 WiFi connection that I need but it really
12 wasn't a joke, but I figured you'd get a
13 kick out of it. But it's of the XFINITY
14 operation's center. It's a really slick
15 video. It shows -- I don't know if you
16 guys remember "War Games," the movie, but
17 the big screens. I thought it would be
18 appropriate tonight to show it because of
19 the impending storm tomorrow, but it shows
20 how we look at the health of our system,
21 the integrity and reliability of our
22 system, our proactive monitoring our system
23 all the way down to a device in your home.

24 We can actually tell if a device is

1 offline. We can tell if a connection isn't
2 healthy, if there is noise in the system.
3 This does it all proactively, and we're
4 able to get at something way ahead
5 before -- literally before you know
6 something has happened, we've fixed it and
7 that's through our XOC. So that's all part
8 of the package that we bring to the table.

9 So speaking about the MBI and
10 Princeton partnership opportunity, I want
11 to thank Greg Garabedian from Charter who
12 is actually running the slide show for me.

13 MR. GARABEDIAN: Glad to help, Tim.

14 MR. KELLY: I really appreciate it.

15 MR. GARABEDIAN: Until you see the
16 next slide.

17 MR. KELLY: So speaking about our
18 MBI Princeton partnership opportunity, so
19 key points to our proposal, 99 percent
20 build. It's 99 to 100 percent build.
21 Would we not be able to maybe get to one or
22 two homes, possibility. So to say it's 100
23 percent, it's 99-point something percent.
24 We'd like to do it in less than two years

1 depending on, you know, a couple of
2 contingencies. It would be a
3 state-of-the-art network, high reliability,
4 mobility.

5 And just to talk quickly about
6 mobility. One of the things that we offer
7 at Comcast is it's a new app. We just put
8 it on our mobile devices. I just got it
9 literally a month ago and it's XFINITY
10 Stream. So your video package that you
11 have at home you can take mobile with you.
12 So I can get on my phone right now if I
13 wanted to and watch ESPN through my XFINITY
14 Stream mobile app and about 50 percent of
15 our customers use that.

16 Also, we have it's called "My
17 Account App," which I also have on my
18 phone, which will let you pay your bill
19 online, you can check the integrity and
20 health of your home, your set top boxes
21 online. You can schedule a technician as
22 well through the app, and we're going to
23 integrate our fine line app tech into this
24 new app.

1 So we're heavily app based through
2 our X-1 operating system, which empowers
3 our whole system. 90,000 on demand movies.
4 It's integrated with our broadband
5 connection so that you can live stream. We
6 have added Netflix. That's integrated
7 right into the interface which allows
8 instead of going back and switching between
9 XFINITY and your other system, it's
10 seamless. It's a seamless integrated app
11 that really is slick. So products and
12 services, as I said earlier, will be equal
13 to those provided by the City of Boston.

14 Lastly, we're committed to customer
15 service. So we have a little black eye
16 through our last transaction, and we know
17 it. The customer service is one of those
18 things that came out. Shame on us, and we
19 are reacting.

20 We've put 300 million-dollars in the
21 past two years into our customer
22 experience. We realize that customers are
23 the lifeblood of our business. Without
24 them, simply we do not exist. So we are

1 taking it quite seriously. And hopefully
2 if you become our customers, you will be
3 able to comment on experience, which I hope
4 will be above par.

5 So we have done a preliminary
6 engineering to determine costs to build 100
7 percent of the town. Based on that, we
8 think we can hit 100 percent service
9 ability. So let's talk about service
10 ability. Service ability means plant
11 passing along the right of way, no hookup
12 fees unless the building is beyond a
13 negotiated footage from the right of way.

14 So part of our proposal in issuing
15 an authority report, I should say a
16 response to issuing an authority report, as
17 the amended Form 100 was, we put a standard
18 installation footage in there, and that is
19 250 feet. We came with 250 feet. There is
20 a reason for that. When we met with town
21 officials during the summer, it was told
22 that there was some significant long runs
23 in the town long drops. We heard you. We
24 put a 250-foot drop length into our draft

1 license proposal.

2 One of the things that we need to
3 speak more to to the town and to the MBI is
4 the construction allocation. So, the MBI
5 has put forth a construction allocation, a
6 professional service design fee. The 910
7 would get us probably to I would say about
8 80 percent of the town. There is a delta.
9 We are applying for more money through the
10 MBI and through the \$640,000. We would
11 need a little more of that money in order
12 to get us to where we need to be as far as
13 making the numbers work, making it
14 economically feasible for Comcast. So,
15 there is a differential. We want to
16 continue to talk with the town regarding
17 the gap, but we think we can get past that.

18 Here is an eye chart for everybody.
19 This is just showing that we actually have
20 gone through and done a system design. I
21 know none of you probably -- if you can see
22 these, then you have got really good
23 eyesight. But, essentially, it shows our
24 fiber runs in the town. It's not an as

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1 built map, meaning we don't have a lot of
2 proprietary information on there other than
3 to say we have calculated, I believe, 1,393
4 passings.

5 In the Town of Princeton, that
6 number might differentiate from what the
7 town has. This seems to happen a lot
8 everywhere. However, you know, the design
9 is done, complete and, you know, hopefully
10 we will be able to move along with the
11 build.

12 And, lastly, and just circling back,
13 hopefully if we get the bid for the
14 license, you will be able to join us and
15 enjoy the services, products and all the
16 things that we have to bear and we would
17 like to, you know, be your provider of
18 choice. So with that, I open it up to the
19 Board of Selectmen, to the Cable Advisory
20 Committee and to the general public.

21 MR. MOSS: Thank you, Mr. Kelly. At
22 this time I would ask if the Board of
23 Selectmen or the Cable Advisory Committee
24 have any questions?

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1 MR. WARE: Yes. In our original
2 questions, we did ask the question that you
3 would need something more than the 910 and
4 you've answered that question, that you do
5 need more than 910. If it comes from MBI,
6 we're happy. If it doesn't come from MBI,
7 do you anticipate the town having to
8 provide the additional funding?

9 MR. KELLY: I think the town and
10 Comcast obviously would like to see the
11 money come from MBI. But if that money
12 isn't available, obviously we would look
13 for it from the town or we wouldn't be able
14 to do the build.

15 MR. WARE: We also asked a question
16 we may potentially go to a provisional
17 license unless we get waivers from DTC to
18 go to a final license. If you don't have
19 the money from MBI, would you go to a
20 provisional license?

21 MR. KELLY: I think we'd go to a
22 provisional license with the understanding
23 that at some point there will be a decision
24 made with the MBI funding. The one thing

1 with the provisional license that folks
2 need to understand is that we won't be able
3 to construct our network until we have a
4 final license. So you have up to one year
5 per Mass. General Law to go from a
6 provisional to a final license. We
7 wouldn't want to wait that long.

8 I mean, we're ready to get shovels
9 in the ground and get going. So, I think,
10 we need to get some finality resolution as
11 to the financial construct of this deal.
12 But once we have that in place, we'll be
13 ready to go.

14 MR. WARE: Have you had any
15 discussions with MBI as to when you would
16 anticipate that being decided?

17 MR. KELLY: So, Alicia Matthews, who
18 heads up -- she is our senior director that
19 handles our conversations at the state
20 level has been having I don't want to say
21 daily conversations but certainly we have
22 been in touch with MBI. And like the town,
23 we are working through this and hopefully
24 we will come to a, you know, mutually

1 beneficial resolution.

2 MR. WARE: Thank you. Can you
3 please confirm that your licensee plant
4 will include all necessary underground
5 cabling and pedestals for all public and
6 private ways at no additional cost to
7 subscribers or the town?

8 MR. KELLY: So as it goes for the
9 system design, and we are not talking
10 drops. We are talking the cable network
11 that's included into our --

12 MR. WARE: Licensee plant.

13 MR. KELLY: Yes. That that's
14 included in our estimate, part of the
15 make-ready cost and so on and so forth.
16 Obviously we need permission on private
17 ways. But if there is a public right of
18 way, as we know on the private ways, we
19 would go through that way.

20 MR. WARE: So other than the
21 contingency of obtaining the necessary
22 permissions, easements, et cetera, to
23 accomplish the work, you would accomplish
24 the work.

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1 MR. KELLY: Yes. In fact, I think
2 in our license proposal we said we'd follow
3 Princeton Municipal Light Plant path. So
4 if that's somewhere where they are going
5 down, then we would follow it.

6 MR. WARE: Thank you.

7 MR. HILTON: David Hilton. And just
8 clarify on that one, you said right of way,
9 so that would bring it down past the home
10 and so that extension be off of the
11 250 feet that would be beyond where the
12 pedestal still -- still be on the private
13 way but it's an easement that you would
14 follow. And then after that, the distance
15 would be 250 feet.

16 MR. KELLY: Very good question. We
17 would build our network, okay, past
18 properties. From that we would go out
19 250 feet as a standard installation,
20 meaning that it would be no charge to the
21 homeowner. Beyond the 250 we would look
22 for payments called the "contribution aid
23 of construction" and it's just time, labor,
24 materials to extend that portion. So if

1 you're 400 feet out, the 150-foot delta we
2 would look for our contribution in aid of
3 construction.

4 MR. WARE: Just to clarify, the
5 250 feet is aerial or aerial and
6 underground?

7 MR. KELLY: It's aerial.
8 Underground is considered at this time a
9 non-standard installation. It's in a draft
10 license that we've proposed.

11 MR. WARE: Just confirming it. For
12 your non-standard installations, you've
13 stated that all costs will be on time and
14 material's basis. Is there any credit for
15 the standard installation?

16 MR. KELLY: Yes, I looked at that
17 question. I kind of scratched my head a
18 little. So help me understand what it is
19 you guys are looking for.

20 MR. WARE: Well, for all intents and
21 purposes, the standard installation cost
22 Comcast X dollars. So now you're saying
23 it's time and material to do a
24 non-standard. What's the value of the

1 credit for the standard installation?

2 MR. KELLY: So if we were to install
3 a house and it was within 250 feet, the
4 homeowner would pay nothing, right.

5 MR. WARE: Correct.

6 MR. KELLY: That's clear. If you
7 were to go underground, the homeowner would
8 have to eat the whole cost. There is not
9 \$250 -- 250-foot credit to that underground
10 installation because it's considered not
11 installed, and there's a reason for it.
12 You can hard rock and you just don't know
13 what you're getting into when you go
14 underground. Does that answer your
15 question?

16 MR. WARE: Well, from our
17 perspective is that a standard installation
18 cost X dollars via 1,000, 2,000, whatever
19 the number is for an aerial installation,
20 shouldn't the subscriber get a credit for
21 that?

22 MR. KELLY: Now I understand what
23 you're saying. No, we will go up to
24 250 feet. It could have been a 125-foot

1 standard installation that we put in the
2 license. There's no such thing as a
3 credit, because we are not asking the
4 homeowner to pay for anything in that
5 instance.

6 MR. WARE: I understand that.

7 MR. KELLY: There's no credit.

8 MR. WARE: There's no credit for
9 standard installations and either extended
10 more than 250 or an underground.

11 MR. KELLY: No, no credit.

12 MR. WARE: Thank you.

13 MR. GRANSEWICZ: In your slide you
14 indicated \$910,000 for MBI with services,
15 professional services at 640,000. That
16 total comes to 1,550,000. Is that the
17 total amount you are looking for from
18 either MBI and the Town of Princeton or are
19 there funds -- or is that the gap you're
20 talking about getting the funds over and
21 above that?

22 MR. KELLY: The gap is not the total
23 640. We would love that, because that
24 would bring our cost down per passing. But

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1 that is not the delta. We are not looking
2 for that full amount. It would be half or
3 less than half of that that we would be
4 looking for.

5 MR. GRANSEWICZ: Half or less --

6 MS. NAZARIAN: For the record,
7 that's Philip Gransewicz.

8 MR. GRANSEWICZ: Philip Gransewicz.
9 Half or less than half of the 640.

10 MR. KELLY: Correct.

11 MR. GRANSEWICZ: Okay. And if you
12 were to receive half or less than half,
13 there would be no further funds expected
14 from the town.

15 MR. KELLY: No.

16 MR. WARE: Nina, just to clarify
17 that you -- you asked if -- your question
18 was, Nina?

19 MS. NAZARIAN: Dave, I didn't have a
20 question. I was just trying to supply the
21 stenographer with Phil's name. Just a
22 reminder to all, please state your name,
23 please state your address once we get to
24 the public comment period.

1 MR. WARE: Going back to the
2 standard installation. If it's a
3 non-standard installation, is it possible a
4 subscriber can provide suitable access way
5 and provision for cable pulling?

6 MR. KELLY: So I'll answer -- very
7 good question. I'll answer it this way.
8 Our construction folks will be out when
9 they are ready to deploy and ready to
10 connect homes with the drops. There's a
11 possibility that a homeowner can install
12 their own conduit as long as it's up to
13 spec with us, and literally individually
14 they can have those conversations with our
15 people if that offsets it to phrase some of
16 that costs. They are open to it. Our guys
17 are really good out in the field when it
18 comes to this, and they work quite well
19 with the homeowner.

20 MR. WARE: So in the event that a
21 homeowner did that work, you would still
22 have a non-standard installation for the
23 remainder cable and pulling.

24 MR. KELLY: The cost would be

1 considerably less if a homeowner had a pipe
2 in place that meets our specs. I'd go as
3 far as saying that the 250 feet -- so if a
4 homeowner put a pipe in the ground and it
5 was 250 feet, I think it would be next to
6 nothing for that person.

7 MR. WARE: Understood, thank you.
8 Do you have any procedural requests to the
9 town with respect to the implementation of
10 fair licensing procedures so that the town
11 may consider saying and make every effort
12 to address any concerns?

13 MR. KELLY: If we get the bid, we
14 would like to move this negotiation as
15 quickly as possible. That's what we would
16 ask for, because we are ready to go start
17 building our network in the Town of
18 Princeton.

19 MR. WARE: Are there any situations
20 you can foresee that will require the Town
21 of Princeton to take action at their
22 expense, have the Town of Princeton incur
23 additional expenses for any reason in the
24 execution of your proposal?

1 MR. KELLY: With regard to the work
2 that was done, the make-ready work and the
3 right of way, I don't know where the town
4 ended with that. I don't know if the town
5 has any plans, but we have our own estimate
6 that we have put forth to build our own
7 network. So in relation to that, I don't
8 foresee the town needing to go look for
9 other support in order for us to build our
10 network.

11 MR. WARE: But you do understand
12 what we are providing in our work for
13 make-ready. There's no question there.

14 MR. KELLY: No. We understand that
15 the town has performed its own make-ready,
16 and a lot of our estimate was based upon
17 the fact that the town has already done it.
18 And, I think, the residents should know
19 that the work that you've already done will
20 help expedite a network deployment in the
21 Town of Princeton.

22 MR. WARE: Can you specifically
23 address these concerns with regards to
24 easements, buried utilities on public ways

1 or buried facilities on private ways?

2 MR. KELLY: What we would hope, and
3 I believe we have mentioned this in our
4 amended Form 100 in response to the issuing
5 authority report, what we would hope is
6 that with cable, with -- I'm sorry. With
7 pole transfer, pole licenses, things like
8 that that they could be -- either be
9 transferred over to us or a designee of
10 ours would work with the town to make sure
11 that we square away all that paperwork in
12 order that it's not an impediment to the
13 deployment of our network. We have people
14 that specialize in right of way work and
15 easements and so on, so we have those
16 resources available.

17 MR. WARE: And no concerns about
18 buried utilities or buried facilities in
19 private ways?

20 MR. KELLY: We probably have to take
21 a look at these further. I can tell you in
22 the town's right of way, in the public
23 right of way, we would follow where
24 Princeton Municipal Light Plant went. So

1 if you are buried in the underground area
2 in a public right of way, we would go
3 underground as well. I would say that, I
4 believe, the town is 95 percent overhead
5 and 5 percent underground?

6 MR. WARE: That's approximately
7 correct.

8 MR. KELLY: Right, so we would
9 follow that pathway.

10 MR. WARE: You've allowed a specific
11 distance for connection to residents in
12 your standard proposal -- proposal for a
13 standard connection. Can you explain how
14 you arrived at that distance? I think
15 you've addressed that in your presentation.

16 MR. KELLY: Yes. I'd just say
17 quickly it was a conversation with the
18 town. Each community is different and
19 unique. There are some communities that
20 are more urban settings where that distance
21 is less, because you don't need that
22 length. We went to basically Comcast
23 maximum when it comes to a standard
24 installation as far as a drop length goes.

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1 I took it as far as I could.

2 MR. WARE: Thank you. Any other
3 questions?

4 MR. HILTON: Thank you.

5 MR. MOSS: Are you guys good?

6 MR. WARE: We're good.

7 MR. MOSS: At this time --

8 MR. FUDEMAN: Do you have any
9 questions, Stan?

10 MR. MOSS: No.

11 MR. FUDEMAN: Jon Fudeman, Board of
12 Selectmen. With fear of addressing a
13 question you already answered but to
14 clarify it in my mind, it's important
15 enough. From a monetary perspective to
16 bring Comcast into Princeton, the
17 approximate gap is \$910,000 plus \$320,000,
18 \$1,250,000.

19 MR. KELLY: Yes. I mean, that's an
20 estimated approximation but yes.

21 MR. FUDEMAN: And there's a
22 possibility that MBI will make good on that
23 entire discrepancy or shortfall based on
24 your conversations with MBI.

1 MR. KELLY: I haven't had that
2 conversation with MBI, that one
3 specifically but MBI does know where we
4 stand relative to what we are looking for
5 to support to deploy a network in the Town
6 of Princeton. I believe the way it works,
7 and I could be wrong is, we build, submit
8 our invoices and wherever it gets up to
9 that point, I don't see us surpassing the
10 320,000 --

11 MR. FUDEMAN: On top of the 910.

12 MR. KELLY: I don't believe --

13 MR. FUDEMAN: Okay, fine. It's an
14 estimate.

15 MR. KELLY: No. I don't believe we
16 would be given 910 and 640 to answer your
17 question.

18 MR. FUDEMAN: Second question, and
19 this is the clause I was a little confused
20 on and let us live to the letter of the law
21 with respect to this hypothetical question.
22 If we have a house that needs -- has a
23 251-foot connection with a 250 given, would
24 they have to pay for one foot or 251 feet

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1 of aerial connection? If you don't know,
2 we can clarify that later.

3 MR. KELLY: Let's talk about that
4 later.

5 MR. FUDEMAN: Fine. No more
6 questions. Thank you.

7 MR. WARE: Stan, I have one more
8 question. Lane Ware. You mentioned the
9 3.1 coming to Boston. Did you say that was
10 coming in 2017?

11 MR. KELLY: Yes. So DOCSIS 3.1 is
12 being tested elsewhere in other cities. I
13 believe greater Boston region should be
14 getting that this year. And if greater
15 Boston gets it, Princeton gets it.

16 MR. WARE: How long after Boston
17 gets it does Princeton get it?

18 MR. KELLY: It's all head end back
19 --

20 MR. WARE: So basically when it's
21 online, it's online through your entire
22 regional system.

23 MR. KELLY: We upgrade our head ends
24 with the necessary equipment to make sure

1 that those speeds are available as
2 advertised.

3 MR. WARE: Thank you.

4 MS. MORGAN: Edith Morgan, Board of
5 Selectmen. You say they are available but
6 at what price? Is there a price tag with
7 that availability?

8 MR. KELLY: There's a price tag with
9 everything. Part of the -- and I'll punt
10 to your attorney but I'll just mention that
11 pricing and programming for, you know, for
12 this discussion we usually take that off
13 the table. I don't want to miss inform or
14 misquote. I don't believe we have a price
15 point for that product right now in the
16 greater Boston region.

17 MR. MOSS: Okay. The Board of
18 Selectmen and the Cable Advisory Committee
19 have asked their questions. The floor is
20 now open for Princeton residents, property
21 owners and Princeton business people,
22 advisory committee. Step to the
23 microphone, state your name and where you
24 live.

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1 MR. SHAW: Mike Shaw, 161 Mountain
2 Road. I'm a little bit confused with your
3 length, you know. You say 250 feet. My
4 house is 450 feet, but it's conduit laid by
5 the town. So do I have to pay for 250 feet
6 plus 200 or do I have to pay for 450 feet?

7 MR. KELLY: You would pay for the
8 difference. So we build up to 250 feet and
9 the delta with a difference between that
10 and the remaining length is what we would
11 look for.

12 MR. SHAW: We get a quote before you
13 do it.

14 MR. KELLY: Absolutely, yes.

15 MR. SHAW: Thank you.

16 MR. PEARSON: Al Pearson, 13 Pine
17 Hill Lane. You say you would be complete
18 in less than two years. I would like to
19 see that accelerated, if we could. How do
20 you define complete, that's 100 percent?

21 MR. KELLY: We would have 100
22 percent system build.

23 MR. PEARSON: So if you went
24 10 percent in a year-and-a-half and you

1 still had 90 percent to go, can you put
2 something in this agreement that would
3 protect us from that?

4 MR. KELLY: I would say this. It
5 would behoove us to build out this town as
6 soon as possible so we can start generating
7 revenue so we have a rate of return on our
8 investment.

9 MR. PEARSON: Let me make it a
10 little more difficult for you.

11 MR. KELLY: I don't get it.

12 MR. PEARSON: Let's say you do
13 75 percent, and then it's still 25 percent
14 to go in the last year. How can we protect
15 ourselves from having that 25 percent
16 stretch all the way out to two years?

17 MR. KELLY: Again, I'll answer that
18 quickly. We have available capital in our
19 budgeting for the greater Boston region.
20 Our construction folks need to spend that
21 before it goes, so we have to build. It
22 doesn't do us any good to delay or to not
23 build 100 percent.

24 MR. PEARSON: That's great. Then if

1 that's the case, why can't we make it less
2 than a year?

3 MR. KELLY: Available resources.
4 We're doing a lot of work elsewhere in our
5 footprint. We're driving fiber closer to
6 home in many communities in Massachusetts,
7 especially eastern Massachusetts, City of
8 Boston, Cambridge, so we have available
9 resources. If we were to take those
10 resources and shift them out to the Town of
11 Princeton, then other places where we
12 already have our, you know, network
13 deployed, we wouldn't be able to do it as
14 quickly there.

15 So it's just a balancing act, but we
16 know this area. We have built out here.
17 We know it quite well, and we know the
18 resources that we have tapped to do a build
19 like this because this town is rural. It's
20 different than if we had an urban build or
21 an underground build.

22 MR. PEARSON: Let me put it this
23 way. Is there a way that we can have in
24 this agreement some assurance that's more

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1 specific than 100 percent, you know, will
2 be 100 percent complete in less than two
3 years? Is there a way that we can get
4 something that would say we will be
5 75 percent in a year or we will be
6 75 percent in six months?

7 MR. KELLY: Everything is
8 negotiable. Still have to negotiate a
9 license. This is a proposal that we put
10 forth to the town. It's a starting point.

11 MR. PEARSON: It's a question.

12 MR. KELLY: Absolutely, thank you.

13 MR. KERRY: Charles Kerry, 16
14 Maynard Road. I'm just a little confused
15 about how this all works. How long a
16 license are you looking for from the town?

17 MR. KELLY: Fifteen years.

18 MR. KERRY: Fifteen years. And at
19 the end of that 15 years, we renegotiate
20 entirely?

21 MR. KELLY: Yes, we apply for a
22 renewal license.

23 MR. KERRY: And if we didn't want
24 the whole bundle, they're different

1 services? I mean, you put up -- what I
2 want is internet, not the other packages.
3 Can you give us any idea of what we are
4 talking about per month for just simple
5 internet service?

6 MR. KELLY: So as part of our
7 submission, our Form 100 in the issuing
8 authority report that we gave to the town,
9 there's a price listing. We used the
10 prices for the Town of Sterling, because we
11 think they are the most similar as far as
12 communities go. So you can find it in the
13 back of the document. It has all of our
14 prices. It's our price card.

15 MR. KERRY: Okay. And if over the
16 course of 15 years if technology changes
17 and people start leaving the system, are
18 those prices going to go up to cover your
19 costs? What is your business model for
20 down the road? I mean, what percentage of
21 the town, I guess, are you looking for
22 subscribing in order to meet your nut?

23 MR. KELLY: So our models are based
24 on take rates and penetration rates.

1 That's why we are having this discussion.
2 Because the town with the MBI partnership
3 and the town's partnership, we ran our
4 models and found that it's something that
5 is economically feasible if we do it. I
6 can't look in a crystal ball and tell you
7 what prices are going to look like down the
8 line. I can only tell you now what they
9 are now as they're listed.

10 You're right, the technology is
11 changing everyday. Our speeds are
12 increasing everyday. But I can't tell you
13 if there is going to be a meshing or
14 synthesis of video and streaming and
15 everything. Our industry has changed so
16 dramatically over the past five years that,
17 you know, for me to in any way
18 prognosticate what's going to happen down
19 the road, it just wouldn't be fair.

20 MR. KERRY: I understand. When you
21 hook up somebody, are you looking for a 15
22 year contract?

23 MR. KELLY: No, sir.

24 MR. KERRY: How long a contract are

1 you looking for?

2 MR. KELLY: It could be month to
3 month. It could be a year contract, two
4 year contract. You have the ability to
5 take our services at will.

6 MR. KERRY: Thank you.

7 MR. GOTAY: Mike Gotay, Powtoon
8 Road. Just a simple question. You said
9 that if the homeowner has conduit that
10 meets your specs that you will just use it.
11 Can you tell us where we could find those
12 specs specifically?

13 MR. KELLY: So I would be happy to
14 run that through Nina, and I will speak
15 with our construction folks to see what it
16 is that they need for specs.

17 MR. GOTAY: Thank you.

18 MR. SUSHAWN: Ed Sushawn, Bradford
19 Road. Tim, two-part question. Are your
20 customer service staff employees of Comcast
21 or are they subcontractors and are your
22 technicians, service technicians, including
23 dispatch, Comcast employees or are they
24 subcontractors?

1 MR. KELLY: Sure. So I mentioned
2 earlier where we have our call centers,
3 Manchester, Hudson, Chelmsford, Malden and
4 Plymouth. Those take mostly our video
5 calls, video subscriber calls. We do have
6 outsource partners in other parts of the
7 country that will field our internet and
8 our voice and XFINITY home call, so we do
9 have that overflow capability.

10 As far as technicians go, we have
11 in-house technicians in Leominster but we
12 also do use contractors as well, partners
13 that we have vetted and have been working
14 for Comcast for many years. So
15 hopefully -- so we do have a balance of
16 both.

17 MR. SUSHAWN: Okay.

18 MR. KELLY: And dispatch, I'm sorry,
19 dispatch is in-house.

20 MR. SUSHAWN: Okay.

21 MR. CHASE: Richard Chase, 33
22 Stagecoach Road, one of the underground
23 neighborhoods. But that not actually my
24 question. My question is: I have seen

1 articles talking about Comcast and data
2 caps for internet subscribers. Could you
3 tell us a little more about that?

4 MR. KELLY: Sure. I can tell you
5 that we don't have any data caps in the
6 greater Boston region. There were pilots
7 elsewhere in the country. If we did have
8 data caps or data caps, we would have a
9 it's one terabyte as far as what we allow
10 people to go to. I can tell you that the
11 majority, and when I say majority,
12 99 percent of our customers don't even come
13 close to hitting that mark. I can't tell
14 you if we are going to implement data caps
15 in the greater Boston region. But as of
16 now, we don't. And if we do have them, it
17 will be a terabyte.

18 The My Account app that I talked
19 about earlier actually gives you a running
20 total of how much data you're using, so it
21 can tell you and you will get a warning to
22 when you get closer to what that is. But,
23 again, right now that is not an issue in
24 the greater Boston region.

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1 MR. CHASE: Thank you.

2 MR. SULLIVAN: Tom Sullivan, Green
3 Road. Couple of quick real easy ones, I
4 think. Do you pay taxes on the physical
5 plant that you install? So you're going to
6 own say a million-and-a-half dollars of
7 fiber. Do you pay taxes to the Town of
8 Princeton on that?

9 MR. KELLY: No.

10 MR. SULLIVAN: You do not, okay.
11 And do you pay pole attachment fees to PMLD
12 for being attached to their poles?

13 MR. KELLY: Yes, we will.

14 MR. SULLIVAN: Do you know what
15 those are approximately?

16 MR. KELLY: No.

17 MR. SULLIVAN: Maybe I'm the only
18 one that didn't quite understand the
19 numbers, but if you can help me through the
20 numbers. You're using two numbers,
21 910,000, which I think you already think is
22 in hand can flow to the town and then
23 there's a \$640,000 number. So is the 1.55
24 your total cost to build?

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1 MR. KELLY: No, not even close.

2 MR. SULLIVAN: You didn't explain
3 that. What is the total cost?

4 MR. KELLY: Very good question.
5 3.75 million.

6 MR. SULLIVAN: Thank you. So what
7 you need to make this economic to you is
8 the 640 over the 910?

9 MR. KELLY: We need the 910 plus a
10 portion of the 640.

11 MR. SULLIVAN: To make the whole
12 thing economic to you, which is
13 3.7 million.

14 MR. KELLY: Yes.

15 MR. SULLIVAN: Thank you.

16 MR. RUSSELL: Hi, I'm Matt Russell.
17 I live on Estey Road. With regards to your
18 data caps, does that apply to business use
19 as well or is it proposed to?

20 MR. KELLY: That was based on
21 residential usage. At this time I don't
22 believe we have them, but there would be a
23 service level agreement that you would
24 enter into that would explain it better.

1 MR. RUSSELL: Okay. So at this
2 time, you are not really sure if the
3 business -- if you own a business and you
4 want more than a terabyte of traffic per
5 month, you're not certain.

6 MR. KELLY: So business customers
7 are handled differently than residential
8 customers, and obviously we are sensitive
9 to the amount of bandwidth that you need
10 and speeds. And just to let you know, we
11 do offer anywhere from 16 over three, which
12 is 16 megabits down three up to 100 gig
13 ethernet connection. So with that
14 sensitivity, I don't know -- to answer your
15 question, I can't answer that specifically
16 other than, you know, the service level
17 agreement will probably talk more to it.
18 Thank you.

19 MR. RUSSELL: Thanks.

20 MR. PEARSON: Al Pearson again.
21 When do you anticipate knowing about that
22 portion of the 640?

23 MR. KELLY: I think the town needs
24 to decide on the bid, who wins the bid and

1 then we find out whether MBI would be
2 giving us the money or not, I believe.
3 It's changed.

4 MR. PEARSON: So that would mean we
5 don't know whether we get 100 percent
6 coverage here until after we are awarded a
7 contract?

8 MR. KELLY: Well, no. If we didn't
9 get the money, then we wouldn't build.

10 MR. PEARSON: Okay. What comes
11 first?

12 MR. KELLY: Exactly. You tell me.
13 I'm trying to figure it out myself.

14 MR. PEARSON: I thought you were the
15 expert.

16 MR. KELLY: It's changed. It's
17 literally been back and forth, you know, do
18 we get the bid, negotiate the license, does
19 the funding come down the funnel from the
20 state beforehand? Yes.

21 MR. PEARSON: Is anybody else
22 puzzled by this? It seems to be a -- let's
23 see if I can phrase it in the terms of a
24 question, but somebody ought to know what

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1 comes first, you know.

2 MR. KELLY: I agree.

3 MR. PEARSON: But it's not you. How
4 about you guys over here, the Board of
5 Selectmen?

6 MR. FUDEMAN: Can I say real
7 quick -- give me the microphone. Jon
8 Fudeman again, Board of Selectmen. My
9 understanding is for Comcast to come in you
10 need \$1,230,000.

11 MR. KELLY: In and around there,
12 yes.

13 MR. FUDEMAN: Right. It can come
14 from anybody. You don't really care. The
15 way it looks like now, MBI has committed to
16 \$910,000.

17 MR. KELLY: Correct.

18 MR. FUDEMAN: And that is a
19 shortfall in our rough calculation of
20 \$320,000 which MBI may be able to fund,
21 because there is \$640,000 of so-called
22 engineering cash available.

23 MR. KELLY: Correct.

24 MR. FUDEMAN: However, we don't know

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1 if MBI will do that. And if MBI doesn't do
2 it, it has to come from somebody else, Town
3 of Holden, Town of Westminster but most
4 likely the Town of Princeton but I was
5 sarcastic. But we have to come up with the
6 320 if MBI won't. That's the deal.

7 MR. KELLY: Right, yes.

8 MR. FUDEMAN: Okay.

9 MR. PEARSON: So the offer is to get
10 100 percent it's 1.3 --

11 MR. FUDEMAN: My understanding, I
12 don't want to speak for you, but it's
13 roughly -- we don't have exact numbers.
14 You need \$1,230,000. MBI has committed so
15 far either in writing or verbally
16 indicating they would give \$910,000.
17 There's an additional pool available to
18 Princeton of 640,000. However, there have
19 been no firm discussions as to whether MBI
20 would give us or you, ultimately, any part
21 of that \$640,000 leaving a shortfall
22 possibly covered by MBI, possibly covered
23 by Princeton of \$320,000 to make the deal
24 work.

1 MR. KELLY: That is correct.

2 MR. FUDEMAN: Fine. That's --
3 excuse me, a comment to everyone. That's
4 as far as we can go today. We don't have
5 the facts, and that's where we stand.

6 MR. DUFFY: Brain Duffy, Hickory
7 Drive. You said that underground
8 installation is non-standard, and it's
9 going to be time and materials for the
10 homeowner. Do we have a ballpark cost for
11 what that's going to be for a conduit
12 underground and if somebody has direct
13 buried?

14 MR. KELLY: I don't have that.

15 MR. DUFFY: 200, 1,500?

16 MR. KELLY: I honestly don't have
17 it. I can say this, that the license still
18 hasn't been negotiated and so there are
19 things open. It's part of the negotiation.
20 I can try to get a rough estimate from our
21 construction folks to provide to Nina.

22 MR. DUFFY: Yes, that would help.

23 Thank you.

24 MR. HANDINGTON: George Handington,

1 Clearings Way. Just a couple of points of
2 clarifications, if I may. On the
3 clarification regarding the initial Form
4 100 that was sent to you, I just wanted --
5 I didn't notice a clear response to A, Item
6 5C. I'll read it to you, so you don't have
7 to look for it.

8 "The Town of Princeton extended
9 approximately \$1 million on make-ready.
10 How do you plan to reimburse the Town of
11 Princeton for any of these costs; and if
12 so, how much?"

13 MR. KELLY: So the Town of Princeton
14 by doing the make-ready work is going to
15 help expedite the deployment of the
16 network. We never were in a conversation
17 with the Town of Princeton when it was
18 going through make-ready. We didn't ask
19 the Town of Princeton to do make-ready for
20 us. It's a good possibility that that
21 make-ready will make it easier for us to
22 deploy our network, but we were never in
23 the conversation.

24 If we went to a community and it

1 needed make work -- make-ready work, we
2 probably could have done it at a lower
3 expense than maybe what the town paid. So
4 to answer your question, we don't have any
5 plans of reimbursing the town for the
6 million dollars.

7 MR. HANDINGTON: Okay, that answers
8 that one. Item E, Item 20A, and I think
9 you answered this but I'm kind of in a fog.
10 Please confirm that you intend to provide
11 service to all public and private ways
12 service by the PMLD at your expense with no
13 additional costs to the Town of Princeton
14 or the current residence; i.e., a private
15 way with underground such as where I live.
16 We have 12 homes and approximately 3,500
17 feet of underground, no conduit. How would
18 that be handled?

19 MR. KELLY: I am hoping that was
20 included in our estimate.

21 MR. HANDINGTON: What estimate?

22 MR. KELLY: We did a system design.

23 MR. HANDINGTON: Yes, your guys were
24 up on our street.

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MR. KELLY: Right.

MR. HANDINGTON: So what does that mean?

MR. KELLY: That means that if our guys were there, one would suppose that they took that into consideration when we put our estimate together.

MR. HANDINGTON: Well, one would suppose or one would know?

MR. KELLY: One would suppose. I wasn't out with them looking at it. But when we put together --

MR. HANDINGTON: So one would suppose that they had built into your estimate running a conduit and cable up the private way and then from that point, the 250-foot.

MR. KELLY: Right.

MR. HANDINGTON: But since every house is underground from the road to the house, each connection would be at the owner's expense after you run the cable up the private way.

MR. KELLY: Correct.

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1 MR. HANDINGTON: Interesting. And
2 we don't know how much that is yet either.
3 It could be \$1,500 a foot.

4 MR. KELLY: Yes.

5 MR. HANDINGTON: Could be, okay.
6 And at 2,500 feet -- I'm not really good --
7 that's about 4,200 bucks.

8 MS. NAZARIAN: 30 seconds.

9 MR. HANDINGTON: Now, you mentioned
10 in your presentation 100 percent build.
11 What does that mean?

12 MR. KELLY: As defined by the MBI
13 service ability, 100 percent build means
14 that we would pass 100 percent of what
15 Princeton Municipal Light Plant has gone
16 to. That's right in our license.

17 MR. HANDINGTON: Whether it's a
18 private way or a public way.

19 MR. KELLY: As long as we got
20 permission.

21 MR. HANDINGTON: So passing doesn't
22 mean you go down the public way past the
23 private way. It means you go down the
24 public way and up the private way.

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MR. KELLY: Correct.

MR. HANDINGTON: Okay, thanks.

MR. CHASE: Richard Chase, 33 Stagecoach Road. Just a point of information for the folks on Hickory Drive, when PMLD replaced the wiring for Hickory Drive, they did put in a spare conduit, which I verified, 3-inch conduit which is there. It is empty, and it has a pull string in it. So at least the main loop of Hickory where there is PMLD transformers there is conduit, spare conduit there too, which will make that portion much easier.

MR. HANDINGTON: But the run to each house would be on the owner.

MR. CHASE: Right. The run to your house would be your own -- we will talk with Nina about the specifications for that. It may well be that something such as the underground sprinkler pipe will be a suitable conduit, which is relatively affordable. We have a guy in the town who does that work, has all the tools. Probably the easiest way to do it. Thank

1 you.

2 MR. SHAW: Mike Shaw, 161 Mountain
3 Road. Last year I remember clearly when we
4 said the cost to make-ready was 1.2 million
5 for Princeton. Your people said that at
6 that time our estimated cost was
7 approximately the same. Now I hear
8 something different. You said we would be
9 able to do it cheaper. So I'm a little
10 confused to what you said last year to what
11 you're saying now.

12 MR. KELLY: What was it that we said
13 exactly last year, Mike?

14 MR. SHAW: Last year you was in the
15 meeting, and we gave the information that
16 Princeton had spent 1.2 million on
17 make-ready and we asked the question to
18 your people, "Is that what you would
19 charge?" And you said approximately the
20 same, within 100,000 my memory said. And I
21 have a good memory, so don't try and change
22 it.

23 MS. NAZARIAN: Mr. Kelly, I can
24 confirm to the September presentation there

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1 was discussion about \$100,000 delta at that
2 time and it was stated that it was
3 approximate, but it was \$100,000 delta.

4 MR. SHAW: Yes, that's right.

5 MR. MOSS: Anymore? We have six
6 minutes left to go or else we can call the
7 recess now and get started sooner.

8 MR. FUDEMAN: Call the recess.

9 MR. MOSS: I have 6:40 -- well, that
10 clock is wrong. It's 7:44. We will
11 reconvene. Do we have a motion to recess
12 the hearing?

13 MR. FUDEMAN: So moved.

14 MR. MOSS: The hearing will
15 reconvene in ten minutes. All in favor?
16 Aye.

17 MR. FUDEMAN: Aye.

18 MS. MORGAN: Aye.

19

20 (A recess was taken)

21

22 MR. MOSS: Do I have a motion to
23 continue the hearing?

24 MR. FUDEMAN: So moved.

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1 MR. MOSS: All in favor? Aye.

2 MR. FUDEMAN: Aye.

3 MS. MORGAN: Aye.

4 MR. MOSS: The floor is now turned
5 over to Charter, and we'd ask that the
6 Charter representatives please identify
7 themselves and their positions with the
8 company. Same thing, half an hour to
9 present, half an hour for questions. We
10 will see where we are at when we get there.
11 Thank you.

12 MR. COHAN: Thank you very much,
13 Mr. Chairman. My name is Tom Cohan. I'm
14 the Director of Government Affairs for
15 Charter Communications.

16 MR. ABBOTT: Paul Abbott. I'm the
17 vice president for Local Government Affairs
18 and Franchising for Charter.

19 MR. GARABEDIAN: I'm Greg
20 Garabedian, area vice president for New
21 England and New York.

22 MR. COHAN: And if you missed me,
23 it's Tom Cohan, Director of Government
24 Affairs for Charter. Thank you very much,

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1 Mr. Chairman. It's a pleasure to be here
2 tonight. I think a lot of what you have
3 heard about Comcast will apply to Charter
4 as well. We're a cable telecommunications
5 company.

6 You'll notice that I have a -- can
7 you go back a slide? I brought a number of
8 people with us tonight. We did this back
9 in November when we met with the Board of
10 Selectmen and the Cable Advisory Committee.
11 I think it went pretty well.

12 We want to kind of emphasize that we
13 are a local company and the people that
14 you're meeting tonight and who are with us
15 in the room are the people who will be
16 operating, managing -- easier said than
17 done, Bill. Can't help you there, Bill.

18 So these are the people who will be
19 operating, managing, building the network
20 here in Princeton. And if we are, and we
21 hope we are selected to be the cable
22 licensee in the Town of Princeton, these
23 are the people who you will be dealing with
24 on an ongoing basis as you sign up for

1 service with Charter.

2 So very briefly Greg and Paul each
3 introduced themselves. With me also today
4 is Anna Lucey, a new Director of Government
5 Affairs, Kevin Mailloux, our Director of
6 Field Operations, Dave Paplawski, our
7 Director of Field Engineering had a family
8 emergency and at the last minute was not
9 able to come tonight. Jim Studley, the
10 Senior Director of our inside plant, Mike
11 Marcy, the Director of Programming for
12 Charter TV3 and John Melveney, the Director
13 of Field Marketing for Charter in the
14 northeast region.

15 This is a group of people that most
16 of the people on this list have 25 to 35
17 years experience in the cable industry.
18 People like Greg and Dave and Kevin are
19 responsible for building the network in
20 central Massachusetts and have been
21 operating it for many, many years.

22 I personally have been with Charter
23 for the last 10 years have been on the
24 cable industry on one side of the table or

1 another as a government employee or as a
2 cable industry representative for almost 30
3 years. Paul Abbott has been in the
4 government business for probably 20 plus
5 years or in the cable business. He was the
6 former chief counsel for the Department of
7 Telecommunications in cable, excuse me.
8 The only new person we have here is Anna
9 Lucey, who has been with Charter now for
10 six days. Otherwise, there's a lot of
11 experience in the room. And if you could
12 go to the next slide.

13 This gives you a pretty good idea of
14 where Charter operates in Massachusetts.
15 Princeton is highlighted in yellow. We
16 have a major presence in central
17 Massachusetts. Charter has been in
18 operation here since the late '90s. Prior
19 to that, Greater Media and United Video
20 were operating here. So we had 53 cities
21 and towns in Massachusetts that we
22 franchised until last May when we purchased
23 Time Warner Cable. We inherited 15
24 additional communities in Massachusetts

1 mostly out in the Berkshires and a couple
2 not too far from here, Athol and Orange
3 were also Legacy Time Warner communities.

4 We now are the second largest
5 telecommunications provider in the United
6 States behind Comcast. We are operating in
7 41 states. We have approximately
8 24 million customers nationwide. We have
9 about 268,000 here in Massachusetts. Can
10 you go to the next slide?

11 So we have a pretty good array of
12 products and services that we are offering.
13 We are developing uniformed pricing and
14 packaging nationwide. We are calling it
15 Spectrum. And, again, when we purchased
16 the Time Warner cable and worked a deal
17 that went through last May, we probably
18 quadrupled in size nationwide.

19 Historically, Charter was a company
20 that primarily served towns not too unlike
21 Princeton. Worcester is one of the largest
22 cities that the Legacy Charter served
23 nationwide. We were primarily in suburban,
24 exurban and rural areas, so we're very

1 familiar with a build like the one that
2 faces us here in Princeton.

3 Not too long ago we increased -- we
4 upgraded our systems in Massachusetts to be
5 all digital. That allowed us to offer the
6 standard digital speed. Standard internet
7 speed that we are offering today is 60
8 megabits per second. So for residential
9 customers, we have a 60 megabit service and
10 a 100 megabit service. We have no data
11 caps, no usage base pricing, no modem fees
12 and no early terminations fees. Charter
13 has always been one of the innovation
14 leaders in the areas of both video,
15 internet service and telephone service.

16 We have a new cloud base guide that
17 we will be unveiling shortly that is easy
18 to use, gives customers a lot of the
19 features they are looking for so that they
20 can make the best use of their video
21 programming on their primary TV and
22 whatever connected TVs they have in their
23 house, as well as other electronic devices,
24 tablets, Smart phones, et cetera.

1 We have a new Spectrum internet
2 assist program. Comcast talked about their
3 internet essential program. We are
4 offering something similar, a low cost
5 internet service for low income residents.
6 The cost will be 14.99. The speed will be
7 30 megabits per second, which is about
8 three times what other similar services are
9 available for low income residents. Thirty
10 megabits is also one that meets the
11 definition that the FCC at what a broadband
12 speed is.

13 The eligibility criteria, again,
14 somewhat similar to the one that Comcast
15 offered. If you are a family with students
16 in school who are eligible for the federal
17 reduced cost free or reduced cost lunch
18 program, you would be eligible for this
19 service. Or if you are a senior 65 ages --
20 65 years of age or older eligible for SSI,
21 which is supplemental security income.

22 We are very proud of this new
23 program. It has just been introduced in
24 the Legacy Charter systems in

1 Massachusetts. It will be rolled out in
2 the Time Warner systems we purchased
3 beginning next month. Go to the next
4 slide, please. It's a little more than
5 that. It should be coming.

6 I know that in Princeton there has
7 been a very active Cable Advisory Committee
8 and before that a Broadband Committee that
9 has been working for maybe as long as ten
10 years, Stan? Four years, okay. I think in
11 some towns they have been working for ten
12 years trying to get broadband service or
13 cable service or just about anything to
14 some of the rural towns in Massachusetts.
15 And I have heard a lot of interest in fiber
16 to the home and fiber as being kind of the
17 future proof.

18 We would argue that our ability to
19 invest and upgrade our network on a regular
20 basis is probably more important in
21 providing a level of confidence that we
22 will be delivering the services, the
23 internet speeds that people are demanding
24 as things change. And over the years,

1 again, with more people using more devices
2 in the home, we are constantly upgrading
3 our network.

4 Our company in the last three years,
5 I think, it has invested \$16 billion
6 upgrading our networks, and we are doing
7 that so that we can both offer a better
8 video product, more HD channels and to
9 ensure that we are continually upgrading
10 the broadband speeds more often to
11 customers in addition to the residential
12 speeds.

13 And I should say that that standard
14 60 megabit speed is the fastest standard
15 speed of any cable company in the industry.
16 And probably 90 to 95 percent of our
17 customers take that. We offer the 100
18 megabit speed. Most people find that they
19 get along quite well with the 60 megabit
20 speed.

21 We also, again, like Comcast, we are
22 beginning to deploy the public WiFi hot
23 spots so that a Charter customer is able to
24 save money on their data plans by using the

1 WiFi hot spots when they are out in a
2 public area. And if you are a customer
3 here in Princeton, you would be able to
4 access those WiFi hot spots anywhere in the
5 country where there is a Charter system.

6 We're also going to have a
7 reciprocal agreement with other cable
8 providers so that if you can authenticate
9 your Charter subscription, you would be
10 able to use the WiFi hot spots just about
11 anywhere in the country where Charter,
12 Comcast, Cox Cable Vision, other cable
13 providers office. So that covers just
14 about the entire United States.

15 Charter also has a major commitment
16 to American jobs. We brought in a new
17 leadership team with Charter in 2012. And
18 one of the first things they did, they
19 moved our corporate headquarters to
20 Stamford, Connecticut. So we are a more
21 New England company now. We have
22 maintained our New England headquarters for
23 operations here in Worcester,
24 Massachusetts, just about 20 minutes away

1 from here.

2 One of the first things the new
3 leadership team did was started to bring
4 offshore call centers back to the United
5 States. So Charter has hired 7,000 new
6 employees just in the last four years, and
7 we have a commitment as we have expanded
8 with the purchase of Time Warner and the
9 Bright House network to hire 20,000 new
10 employees in the coming years primarily
11 focused on customer facing jobs,
12 technicians and the people who answer the
13 phones in our customer service centers.

14 We have more than 80 call centers
15 around the United States, including one in
16 Worcester. Again, that's the largest call
17 center we have in New England, and it's 20
18 minutes from here. Charter has always had
19 a commitment to net neutrality, which is
20 some of the questions that have been asked
21 to us. That's simply the way we manage our
22 network.

23 We have never, you know, blocked
24 traffic, throttled traffic. We have no

1 paid prioritization. And, again, as I
2 mentioned, and I should emphasize we have
3 no data caps, no usage space pricing for
4 internet service. There are no modem fees
5 for customers on our internet service. And
6 when we went through the process to merge
7 with Time Warner Cable and Bright House
8 Network, we had a lot of support from some
9 of the over-the-top providers like Netflix,
10 who sent supportive letters to the FCC
11 saying that they had a very good experience
12 working with Charter on inner connection
13 issues and just on the speed that our
14 service would provide.

15 The next slide, this kind of
16 emphasizes that we are the local company to
17 central Massachusetts. Again, our
18 headquarters is in Worcester,
19 Massachusetts. The red dot represents the
20 Town of Princeton. We have the systems in
21 this area. We are very familiar with
22 central Massachusetts. In fact, we already
23 serve three of the four other towns that
24 are part of the Wachusett Regional School

1 District, and we've had a very good
2 experience over the years dealing with and
3 operating in Holden, Hubbardston, Paxton,
4 Rutland, West Boylston, so we pretty much
5 surround the Town of Princeton on three
6 sides.

7 And, I think, the next thing is, if
8 you go to the next slide. This is an
9 important distinction that Charter has over
10 other providers. We have very good local
11 programming. Worcester is kind of in a
12 unique situation. It's the second largest
13 city in New England, and I think it is
14 still the largest city in the United States
15 that doesn't have a broadcast station. We
16 have been able to fill that niche with
17 Charter TV3.

18 And at this point, I'd like to
19 introduce Mike Marcy, who is the Director
20 of Programming for Charter TV3 to kind of
21 introduce a video and tell you a little bit
22 about the programming we do here in central
23 Massachusetts.

24 MR. MARCY: Tom, thank you very

1 much. Thank you very much for the
2 opportunity to stand and speak before you
3 this evening. Let me just say that Charter
4 TV3 and Worcester News Tonight are
5 Charter's community television station. It
6 would be our honor, heck, it would be our
7 privilege if Charter TV3 and Worcester News
8 Tonight could be Princeton's community TV
9 station.

10 I'm very passionate about our
11 television station and what we do for the
12 communities that we serve. I can speak
13 deep into the evening, probably right
14 through tomorrow's snow event. But out of
15 respect to everyone's time, let me just go
16 to a tape that we provided and we put
17 together that I would like to showcase for
18 you.

19
20 (Video is now playing for the
21 public)

22
23 MR. MARCY: In closing, let me say
24 that I believe in your Town of Princeton.

1 You have a legendary Labor Day tennis
2 tournament, and it would really be an honor
3 to be able to cover that and showcase it
4 for everyone here in Princeton on Charter
5 TV3, Worcester News Tonight. Thank you
6 very much.

7 MR. COHAN: Thank you, Mike. Again,
8 to kind of emphasize the investments we've
9 made in the Commonwealth of Massachusetts,
10 it was in 2014 that we began investing
11 \$158 million upgrading our network in
12 Massachusetts to all digital. That's the
13 network that we would be extending into the
14 Town of Princeton. By doing that, it
15 enabled us to make more efficient use of
16 our bandwidth.

17 It allowed us to double the number
18 of HD channels we were offering from 100 to
19 200. It enabled us to double the internet
20 speeds we were offering to customers. And
21 since that time, we have kept 60 megabits
22 as our standard speed while still offering
23 100 megabits to residential customers.

24 We can customize just about any

1 service of business wants by building fiber
2 to the premise. Ten gig service is
3 available to any commercial customers.
4 Those would include schools, libraries, et
5 cetera. And I should emphasize that
6 because we are located right here in
7 Worcester, we are a major employer in
8 central Massachusetts. And as I noticed at
9 the bottom, we're always hiring.

10 Next slide, please. One thing that
11 is kind of specific to what we are here
12 tonight to talk about is that both Charter
13 and Comcast have approached the town,
14 responded to the RFP for cable television
15 license and have both said that, you know,
16 our ability to move forward is contingent
17 upon receiving some funds from MBI. The
18 availability of these dollars has kind of
19 been the game changer in building a network
20 in some of the more rural towns that have
21 lower household density.

22 We have already established a pretty
23 good traffic record of working with the
24 Mass. Broad Institute, MBI. We worked with

1 them last summer. Leased some of their
2 middle mild fiber to allow us to send our
3 bandwidth and signals out to three towns in
4 western Mass. that we have been operating
5 for some time as cable only systems that
6 were isolated from the rest of our network.

7 We upgraded those to the same
8 service we offered in central Mass. to
9 provide broadband as of last August. We
10 are extending the network there with
11 financial support from MBI to build out to
12 100 percent of the homes in those three
13 communities.

14 More recently we responded to a
15 request for proposals from MBI to build
16 out, extend our networks into other
17 unserved communities in Massachusetts. We
18 selected six communities, including the
19 Town of Princeton. We are in -- I
20 shouldn't say we are in negotiations. We
21 have provided the information to MBI. It
22 is now up to the towns that we selected to
23 decide whether Charter is the provider that
24 they want to go with, and that includes the

1 Town of Princeton.

2 So to give you a little bit of a
3 timeframe that was discussed earlier in the
4 Comcast presentation, I believe the towns
5 have until March 24th to notify MBI who
6 they wish to go with if they received
7 multiple applicants. Some of the towns
8 there were like 40 unserved towns. Some of
9 the towns really didn't get any serious
10 applicants. Princeton is quite fortunate.
11 Two major cable telecommunications
12 providers have submitted applications here.

13 And after that, I believe, if MBI
14 hears from the towns as to what provider
15 they would like to go with and the MBI and
16 the Mass. Technology Collaborative boards
17 meet as soon as March 28th to make some
18 decisions on that.

19 So, Charter is proud that we were
20 one of the first success stories that MBI
21 and the Baker Administration had in
22 actually delivering broadband service to
23 people who have been waiting many, many
24 years for that service.

1 And, finally, again, the Charter
2 advantage we're -- you know, I would like
3 to think of us as the hometown team here in
4 central Massachusetts. Worcester is our
5 New England headquarters. We have a local
6 call center in Worcester. We operate
7 Charter TV3, which is the only station
8 located and focused on central
9 Massachusetts with nightly news,
10 information and sports programming
11 highlighting the people in communities in
12 our area.

13 And as you can see, even though
14 Princeton is not a town where we have
15 operated, because of your regional school
16 district, we have been here before covering
17 the events and the people in the Town of
18 Princeton.

19 The other thing is we are fully
20 prepared to continue to make investments in
21 our network so that we are delivering the
22 services, the broadband speeds that people
23 expect and we fully note that those
24 expectations will only grow and we're

1 prepared to meet those expectations.

2 And, finally, we've got a good track
3 record of working with MBI, and MBI is
4 almost a third leg of the stool in this
5 operation here in Princeton. So, again, I
6 would like to thank you -- let me -- there
7 is some questions that the Cable Advisory
8 Committee asked me to address that I had a
9 hard time weaving into that presentation,
10 but let me address a couple of them now.

11 Let's see. In terms of -- it was
12 mentioned in the Comcast thing about a
13 provisional license versus a final license.
14 We have a strong interest in moving right
15 into a final license so that we can get
16 about the business of working on the cable
17 license that we would operate under and
18 that would authorize us to use the public
19 rights of way in the town. It would mean
20 that the residents of Princeton who have
21 been waiting a long time would get services
22 a lot sooner.

23 In our amended application, we
24 submitted a proposed license agreement to

1 the town. We had submitted our
2 Massachusetts template with our initial
3 application back in November. In the
4 meantime, the Cable Advisory Committee did
5 a lot of work. They looked at some of the
6 cable licenses in Charter towns and in
7 Comcast towns, and they put together a Town
8 of Princeton template for a cable license.

9 Out of respect for the work that the
10 committee did, we based our amended
11 application on or we included in our
12 amended application sort of a markup of the
13 license that the Cable Advisory Committee
14 had been working on. So that is in front
15 of the board today.

16 Charter's participation in this --
17 this process is contingent upon receiving
18 the dollars that MBI has set aside in their
19 construction fund, which amounts to
20 \$910,000. We have not made our license
21 application contingent upon the receipt of
22 any additional dollars from MBI. It would
23 be nice to get those dollars. But without
24 them, we will still proceed in negotiating

1 a cable license and operating and building
2 a network in the Town of Princeton.

3 Our proposal is to build a network
4 that passes all of the homes along the
5 public rights of way in the town and on the
6 private ways provided that we gain lawful
7 access to those private ways. In terms of
8 the long driveways, we put in our cable
9 application we use the standard insulation
10 definition that the FCC provides, which is
11 125 feet. That's something that we put in
12 our licenses. In reality, our goal is to
13 get customers so that we will work with
14 customers who have longer drops.

15 We don't have a written policy on
16 something like this, but we will spend up
17 to \$3,000 to provide services to somebody
18 who wants to be a customer. So, anything
19 beyond that would be we would approach the
20 customer. We would do a survey and tell
21 people the exact cost. Anything beyond our
22 first expenditure that if there was
23 anything in excess of that, we would tell
24 the potential customer that this is the

1 additional cost based on labor and
2 materials that we would incur in doing
3 that.

4 We would be happy to work with
5 individual customers who have long
6 underground drops. If they are willing
7 to -- if they have got conduit in space, if
8 they were willing to dig a trench, that
9 might save them some money. And, again,
10 we're flexible. We want to work with
11 potential customers so that they become our
12 real customers.

13 And, finally, in our proposal to
14 MBI, we selected six towns and we told MBI
15 that we were proposing to build these six
16 towns as a package. We have privately told
17 MBI, and we'll tell you here tonight that
18 we consider Princeton to be separate from
19 that. Because Princeton initiated a cable
20 licensing process last fall. We entered
21 that in good-faith so that if we find that
22 some of the other towns that we consider as
23 a package choose not to go with Charter,
24 that will not affect our willingness to

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1 proceed with the Town of Princeton to
2 negotiate a license and build a network
3 here.

4 With that, I would like to thank
5 everybody for sticking through both
6 presentations and coming out tonight, and
7 we'd be happy to entertain questions. And
8 I've brought my team with me to help me
9 answer these questions.

10 MR. MOSS: Okay. We're going to
11 start with the initial Board of Selectmen,
12 questions?

13 MR. FUDEMAN: None here.

14 MR. MOSS: Cable Advisory Committee.

15 MR. WARE: Thank you. So to
16 confirm, you need a commitment from MBI for
17 the 910. It's not necessarily a
18 disbursement agreement prior to entering
19 into a license with Princeton.

20 MR. COHAN: We have both applied for
21 a cable license in the Town of Princeton,
22 and we have applied to MBI for funding for
23 each of the towns. In the Town of
24 Princeton, MBI in their RFP has already put

1 the \$910,000 on the table. It's the
2 additional funds that were not put on the
3 table by MBI, but any applicant responding
4 to the RFP was within their right to ask
5 for additional funds. For the Town of
6 Princeton, we did not ask for additional
7 funds.

8 MR. WARE: Thank you. You propose
9 to carry the Educational Access channel
10 from Wachusett Regional High School. Will
11 a franchiser fee for that service appear on
12 the subscriber's monthly bill?

13 MR. COHAN: No. The only franchise
14 fees related to public educational
15 government access would be related to
16 requirements for expenditures in the cable
17 television license for public educational
18 government access. If the town chooses to
19 forego public educational government access
20 programming, we happen to have in our other
21 towns a channel that covers Wachusett
22 Regional High School and provides the
23 educational access programming.

24 It is pretty much that cable

1 television production is done by the Town
2 of Holden's cable access group. When we
3 negotiated a renewal license in the Town of
4 Rutland probably a year-and-a-half, two
5 years ago, they requested that and, you
6 know, I simply had a conversation with the
7 folks in Holden and they authorized us to
8 send that programming to Rutland as well.

9 MR. WARE: And there was no
10 franchise fee.

11 MR. COHAN: There was no franchise
12 fee.

13 MR. WARE: So we wouldn't anticipate
14 one for Princeton either.

15 MR. COHAN: Not simply for the
16 carriage of that channel if there is no
17 other public educational request.

18 MR. WARE: Correct. Can you confirm
19 that your licensee plant will include all
20 necessary underground cabling and pedestals
21 for all public and private ways at no
22 additional cost to the subscribers or the
23 town?

24 MR. GARABEDIAN: It's your question.

1 It's your public priority questions. You
2 answered that earlier.

3 MR. COHAN: Yes, well --

4 MR. WARE: You answered that you
5 were going to furnish to all public and
6 private ways where the necessary provisions
7 can be established.

8 MR. COHAN: We would have those
9 necessary provisions under a cable license
10 for the public right of way. So it's just
11 for the private right of ways -- private
12 ways that we would need lawful permission
13 to be there. And if you have, for example,
14 private ways where the Princeton Municipal
15 Light has poles, we would have access to
16 these poles. There would be an easement
17 established with that. If there are
18 private ways, say there is six houses and
19 we would need to get an easement from each
20 of those six homes, one house could block
21 others from our gaining access.

22 MR. WARE: Understood. But given
23 that you would get the lawful access, you
24 would build out underground cabling and

1 pedestals as necessary to furnish the
2 service to those homes?

3 MR. COHAN: That is correct.

4 MR. WARE: As part of your standard
5 plant.

6 MR. COHAN: That's correct.

7 MR. WARE: Thank you. I think you
8 already addressed the question of a \$3,000
9 credit in the case of a non-standard
10 installation.

11 MR. HILTON: Yes? Get a
12 clarification or I will.

13 MR. WARE: Would you please repeat
14 that from a standpoint that says currently
15 your standard installation is 125-foot
16 aerial drop, all underground installations
17 are non-standard and standard installation
18 is greater than 125, you will do an
19 estimate. And in that estimate, you would
20 provide a \$3,000 credit for the total cost.

21 MR. COHAN: Yes. What we will put
22 in a cable television license is the
23 standard installation definition that's in
24 the FCC regulations, which would be

1 125 feet. In reality, what we offer to
2 people is we'll spend -- if we have
3 somebody who contacts us and says they want
4 to be a customer, we will spend the first
5 \$3,000 to get to their home from the
6 street.

7 MR. WARE: Thank you, okay. Do you
8 have any procedural requests of the town
9 with respect to implementation of fair
10 licensing procedures so that the town may
11 consider saying and make every effort to
12 address any concerns?

13 MR. COHAN: I think our only concern
14 is that it is in the interest of Charter
15 and the town and the residents to dispense
16 with the provisional license which, as was
17 stated earlier, it's kind of an artifact of
18 cable licensing that took place 30 years
19 ago. And to be honest, I have been in this
20 business for 30 years and this is the first
21 time I've been to a cable licensing hearing
22 where there is actually two companies
23 bidding on an unserved town. It just
24 hasn't happened in a long time.

1 There was a reason that there was a
2 provisional license 30 years ago. That
3 reason doesn't exist today. It is my
4 understanding that the Massachusetts
5 Department of Telecommunication and Cable
6 is perfectly willing to waive the
7 requirement for a provisional license.

8 MR. ABBOTT: I just want to add one
9 thing in response to that question, which
10 is you've actually done one thing that I
11 would have asked for had you not done it
12 already, which is that, you know, start the
13 negotiating process with a reasonable
14 understanding of what you want and what you
15 want to do and what a license should look
16 like.

17 And to Tom's point earlier that's
18 why our, you know, our revised proposal
19 actually was built off of your draft.
20 That's not something we do very often. We
21 have a format we like, and that's typically
22 the way we go. So, you know, I really --
23 that's not directly responsive, but that
24 was the right start.

1 MR. AUGUST: Bill August. On the
2 question of provisional license or final
3 license, just for the benefit of the public
4 and the audience, the Department of
5 Telecommunications and Cable regulations
6 provide for starting with the provisional
7 license. So there are regulatory reasons
8 for asking that question about are you open
9 to going with the provisional license
10 process.

11 It's not because we want to be an
12 additional bureaucracy or time. It's in
13 the regs., and we just do not have
14 experience requesting a waiver of that reg.
15 The DTC can waive certain regs., but it's
16 new territory for us in terms of seeking a
17 provisional license waiver.

18 MR. COHAN: Yes. I guess we're
19 probably just saying we would request that
20 the town seek that waiver. Again, Bill,
21 it's my understanding that when Verizon was
22 seeking franchises to overbuild incumbent
23 cable operators they were granted waivers
24 from the provisional license. And they are

1 operating in 120 cities and towns in
2 Massachusetts today.

3 MR. AUGUST: Right. Although, there
4 is one difference in the Verizon case.
5 Their proposals were not contingent on
6 third-party funding. So here there is
7 still some contingency element but I'm
8 just -- I'm not pro or con provisional. I
9 guess the bottom line from my perspective
10 is the real question is: Are you open to
11 both approaches?

12 MR. COHAN: If the question is, are
13 we willing to sit down and start
14 negotiating a cable license with the town
15 as soon as possible, the answer is yes. I
16 think that in -- and, again, to be fair to
17 Tim Kelly, who had some trouble answering
18 some of the questions, there is a number of
19 things going on. So there is a lot of
20 balls up in the air that we are juggling.
21 We do know that the Mass. Tech and MBI
22 boards are going to meet on March 28th. We
23 are hoping that the towns make positive
24 decisions, the towns we selected and choose

1 Charter. And then there will be some
2 negotiations with MBI, I think, probably in
3 some of our towns, less so for the Town of
4 Princeton.

5 Because we made it very clear we
6 were only asking for the amount that they
7 had already put out on the table. And then
8 we need the -- I mean, what has to precede
9 that is the Town of Princeton, I guess,
10 it's the Board of Selectmen need to make a
11 decision to give to MBI and to make a
12 decision. It's probably one in the same
13 decision as which cable company you would
14 like to go with.

15 But we would be ready to begin
16 negotiations on the cable license while we
17 were negotiating with MBI for a grant
18 disbursement agreement. So that at the end
19 of the day, the residents of Princeton
20 could get service on a more expedited
21 basis.

22 MS. NAZARIAN: Just for purposes of
23 the record, Nina Nazarian, Town
24 Administrator. I just want to comment a

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1 point that Charter has made this evening on
2 a couple of occurrences and it's this
3 March 24th date. I'm not expecting that
4 the Town of Princeton will be able to meet
5 that timeline, and we need to communicate
6 that to MBI.

7 At the end of this evening because
8 of procedural reasons, we are actually
9 going to be looking -- and I'm sorry, Mr.
10 Cohan, this came up earlier in the day and
11 I didn't have an opportunity to contact
12 either Charter or Comcast to let you know.
13 But at the end of this evening, we will be
14 continuing the hearing and the hearing will
15 be continued to April 3rd. The purpose of
16 the continuance is really to obtain the
17 record that will be generated by the Cable
18 Advisory Committee by way of a
19 recommendation to the Board of Selectmen
20 and capture that within the hearing record.

21 MR. COHAN: Okay.

22 MR. GRANSEWICZ: Phil Gransewicz,
23 Cable Advisory Committee. Can you please
24 speak to the length of time it will take to

1 accomplish a 100 percent build-out of the
2 Town of Princeton?

3 MR. GARABEDIAN: It's Greg
4 Garabedian. So it's unclear to me exactly
5 where the make-ready stands today. But
6 assuming the make-ready is done or going to
7 be done in the near future, then those
8 cable licenses will be either obtained by
9 us or transferred to us and it will be one
10 year -- within one year after the licenses
11 are available.

12 MR. WARE: Two informational only
13 questions. DOCSIS, this point -- DOCSIS
14 3.1, where are you guys on that relative to
15 Princeton?

16 MR. GARABEDIAN: DOCSIS 3.1 is on
17 our roadmap. If we get Princeton done
18 within a year, it could be close but I
19 can't commit to that.

20 MR. HILTON: And the second
21 informational only question is the -- so
22 we've got a 60 and 100 megabyte. I assume
23 that's download. What's the upload speed
24 with that?

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1 MR. COHAN: 60 by four and 100 by
2 five.

3 MR. HILTON: Thank you.

4 MR. UNION: David Union from the
5 cable committee. Quick question on the
6 upstream fee. Will the equipment be able
7 to have offerings for business customers or
8 people willing to pay more for a higher
9 upstream speed or is that the limit of what
10 the equipment can currently handle?

11 MR. COHAN: No. For business
12 customers, I believe, we can do symmetrical
13 to 10 gig service if they so desire and
14 anything in between.

15 MR. WARE: No further questions.

16 MR. MOSS: Any questions from the
17 Board of Selectmen at this time?

18 MR. FUDEMAN: No.

19 MR. MOSS: It's about quarter till.
20 We will see what we can do in the next 30
21 minutes for questions from the people in
22 attendance.

23 MR. SHAW: Mike Shaw, 161 Mountain
24 Road. You mentioned 125 feet and/or \$3,000

1 towards. How far does the 3,000 go with
2 underground cable, underground conduit?

3 MR. GARABEDIAN: It's very difficult
4 to answer, but I will try to some extent.
5 So, oftentimes we don't know what we are
6 going to run into that's in the ground. It
7 depends if it's under a driveway, under the
8 walkway, under your garage or whatever it
9 may be to get there.

10 MR. SHAW: I said the conduit.

11 MR. GARABEDIAN: If it's in a
12 conduit -- so I heard that question. I
13 heard your comment earlier. If you have a
14 conduit from the street to your home and
15 how far off the road is your home?

16 MR. SHAW: 450 feet.

17 MR. GARABEDIAN: You're well within
18 the \$3,000.

19 MR. SHAW: That's all I wanted to
20 hear.

21 MR. GARABEDIAN: That's all I've
22 wanted to say since I was sitting right
23 there.

24 MR. SHARIS: Adam Sharis, Totan

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1 Road. Maybe this is a question for the
2 Board. But if we don't meet this deadline,
3 how long is this going to take to get the
4 ball rolling?

5 MR. MOSS: We're going to hold to
6 the procedure here where the questions are
7 to Charter until their 30 minutes is up.
8 Then the Board -- at the end of that, we
9 will close this hearing and I will have
10 some quick information for you all. And
11 then if there is questions after that, we
12 will get to that.

13 MR. PEARSON: Al Pearson, Pine Hill
14 Lane. What's the term of the agreement?

15 MR. ABBOTT: It's the same thing, a
16 15 year. That's the maximum permitted
17 under for an initial license under the
18 Massachusetts rules, so that's what we
19 proposed as well.

20 MR. PEARSON: You had said, and
21 thanks for your great presentation, but you
22 had said that it sounded like you were
23 going to negotiate an agreement sometime in
24 the future. That's the sense I got from

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1 what I heard you say. I was under the
2 impression that you kind of already specked
3 out a bid and that was the final --
4 final --

5 MR. COHAN: What the town has done
6 in the cable licensing process has put out
7 an RFP-2 to two companies. Comcast and
8 Charter submitted applications. There is a
9 stake form that we had to use called the
10 Form 100. Along with that form, we each
11 submitted proposed license templates. We
12 fully expect that we would be negotiating
13 some of the terms of that with the Cable
14 Advisory Committee and/or the Board of
15 Selectmen.

16 MR. PEARSON: So that kind of gets
17 back to the chicken and the egg problem
18 here. We have a deadline coming up pretty
19 quick. It sounds to me the Board of
20 Selectmen is supposed to decide which cable
21 company they wanted to work with. But then
22 after deciding which cable company they
23 wanted to work with, they have the
24 privilege of negotiating a contract.

1 MR. COHAN: Yes, that's essentially
2 the way it works. But it's that cable
3 license that will authorize us to use the
4 public rights of way. The unusual feature
5 in this is that the economics for this town
6 have not changed. As I said, you know, MBI
7 is the game-changer with their money and we
8 both need their money to make this a viable
9 build. But they are -- MBI has already
10 said that they would make at least \$910,000
11 available for that, and that is enough for
12 us to go on.

13 MR. PEARSON: And then we can
14 negotiate. But, anyways, thanks so much.
15 That was great.

16 MR. AUGUST: Can I ask a
17 clarification, a follow-up on the process
18 of adopting a license? This is not
19 necessarily a negotiation. My question is
20 not so much about negotiation but about
21 incorporating the elements of the
22 application into the draft license because
23 the amended proposal, your proposal
24 includes a Form 100 as well as the draft

1 license document.

2 Would you confirm that anything
3 that's already in the amended proposal,
4 which is part of your proposal but not in
5 the draft license document itself, could be
6 incorporated into the draft license if it's
7 in the proposal and if it's lawfully
8 subject matter that is within the scope of
9 a cable license?

10 MR. COHAN: Without having the Form
11 100 right in front of me, the only
12 exception might be I don't think it's
13 appropriate to put anything in the cable
14 license referring to the money from MBI.
15 Our willingness to negotiate that is
16 contingent upon receiving that money, but
17 that's not something that belongs in a
18 cable license.

19 MR. AUGUST: But other terms that
20 just have to do with cable service terms
21 and conditions that may be in part --

22 MR. COHAN: Again, except for the
23 pricing information we put into that.

24 MR. AUGUST: Right, we can regulate

1 rates, okay, yes. And I don't know what
2 the protocol is in terms of a follow-up
3 question for Comcast. I would like to pose
4 that same question to Comcast at some
5 point. Thank you, thank you very much.

6 MR. MOSS: Anybody else?

7 MR. TOBRIDGE: Brett Tobridge,
8 Matthews Lane. Total cost to build, where
9 do you guys -- I know it's over 3 million
10 on this side.

11 MR. GARABEDIAN: I'm not sure that I
12 want to share that cost. You know, we are
13 seeking funding the 910,000 but, you know,
14 the total cost to build really still
15 remains to be seen. But with my
16 competition sitting in the room, I'm not
17 really willing to share that cost.

18 MR. TOBRIDGE: The potential for
19 overages you said that you had a comment
20 earlier about depending on the state of the
21 make-ready. You said that the 910 on the
22 table is sufficient. Is there any overages
23 or chance for Princeton to have to incur
24 additional costs?

1 MR. GARABEDIAN: It's my
2 understanding that Princeton is already
3 committed to doing 100 percent of the
4 make-ready, so there would be no additional
5 costs.

6 MR. TOBRIDGE: Six towns on the
7 table, if they all come through, can you
8 deliver on one year still; do you have the
9 manpower to do that?

10 MR. GARABEDIAN: One year after the
11 cable license, yes.

12 MR. TOBRIDGE: Thank you.

13 MR. AUGUST: Can we call Tim Kelly?

14 MR. GARABEDIAN: I just want to
15 clear my answer. I said cable license. I
16 met pole licenses.

17 MR. AUGUST: Tim, my question was --

18 MR. KELLY: Yes, Bill.

19 MR. AUGUST: -- that with the
20 amended application including different
21 components, the Form 100 answers as well as
22 the draft license, generally is it the
23 intent to commit to some of the terms and
24 conditions that are in the Form 100 answers

1 but not in the draft license itself and can
2 that be incorporated into the draft license
3 with respect to things that are properly
4 within the scope of cable negotiations?

5 MR. KELLY: What we've included in
6 the Form 100 in the form of our draft, the
7 template, is what we would like to work off
8 of, if that answers your question.

9 MR. AUGUST: Well, it answers that
10 you would like to work off that. But,
11 generally, is it the intention to standby
12 any other commitments that are not in the
13 template but that might be in the amended
14 proposal; is that the general intention,
15 those are binding parts --

16 MR. KELLY: Right. There was a lot
17 of for informational purposes only in the
18 Form 100. Those in no way would be
19 incorporated into a license draft that were
20 outside the purview or scope of the
21 licensing process.

22 MR. AUGUST: Thank you.

23 MR. KELLY: Thank you.

24 MR. MOSS: Anybody else? I am going

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1 to just give you a little bit of preview of
2 what's coming up in the next couple of
3 minutes. On the Board of Selectmen given
4 that there is no questions remaining, in a
5 minute we are going to vote to continue
6 this hearing in which we will close out --
7 officially close out the hearing. And then
8 if you would like to stick around for a
9 couple of minutes, we'll just give you some
10 information that has come up in the form of
11 questions here.

12 Can I have a motion to continue this
13 hearing to Monday, April 3, 2017 at
14 6:30 p.m. at the Town Hall Annex?

15 MR. FUDEMAN: So moved.

16 MS. MORGAN: Second.

17 MR. MOSS: All in favor? Aye.

18 MR. FUDEMAN: Aye.

19 MS. MORGAN: Aye.

20 MR. MOSS: The hearing is closed.

21 We started this effort with the Broadband
22 Committee 51 months ago. Thousands and
23 thousands and thousands of hours by a
24 pretty small number of volunteers. I will

1 note because this came up a couple of
2 times. Tom mentioned this. MBI has made a
3 request that we notify them by Friday the
4 24th as to our selection. They have no
5 legal standing in terms of this highly
6 regulated cable franchising process.

7 So we are going to try and get --
8 the Cable Advisory Committee needs some
9 time to study tonight. We have got some
10 personnel issues, and so we're really
11 looking to do this -- the law allows us up
12 to 90 days after today to make the
13 decision. The Board of Selectmen is just
14 pretty hardcore committed to see if we can
15 do this in another 21 days. Our goal
16 always remains is high speed communications
17 as soon as possible. Sorry, 60 days.

18 The provisional license, that's up
19 to three months and our Cable Advisory
20 Committee recommended that with legal
21 counsel to say if there is a way we can
22 avoid an extra three months of not doing
23 anything, then we are going to take a run
24 at this not doing a provisional license and

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1 going to a final license. That will be on
2 the advice of counsel. We have to do this
3 right. We can't mess it up.

4 For your information, we're probably
5 just over 60 percent complete on our
6 make-ready. PMLD was completed November.
7 Verizon was officially notified, and we are
8 paying the bill on six pole licenses of 200
9 poles a piece. Licenses seven, that is one
10 through six. Seven and nine they had two
11 to three poles to get done and getting
12 status out of them is like almost
13 impossible. So that's the information for
14 you all. Any questions for the Board?
15 Yes.

16 MR. ADAMS: Want me to come to the
17 mike?

18 MR. MOSS: So everybody can hear,
19 yes.

20 MR. ADAMS: This is Wayne Adams. I
21 live at 104 Mariam Road. I'm also a member
22 of the advisory committee. One of the last
23 responses that came from Charter was an
24 assumption made that they would be 100

1 percent make-ready. We know there has been
2 some places in town that have been left in
3 an indeterminate state to see how this
4 would go. I was wondering if you had
5 anything to say about that at this point in
6 time.

7 MR. MOSS: As a member of the Board
8 of Selectmen, I have no standing authority
9 to make a comment on the make-ready because
10 that is under the purview of the Princeton
11 Broadband Municipal Light Plant. The same
12 three people I am going to post it as that.

13 What the MLP has said many times
14 publically is that they plan and
15 implemented a make-ready that assumed a
16 fiberoptic network built by the town in
17 conjunction with private contractors. We
18 have also been pretty firm, and correct me
19 if I am wrong as I state this, we are done
20 spending money -- taxpayer money on the
21 make-ready. Just before the meeting
22 tonight, we took the make-ready loan
23 November 2014, the town authorized up to
24 spending up to \$1.2 million. We spent

1 maybe 910 or 920 as of last Monday. We
2 projected out looking at activities we need
3 to complete this make-ready, legal advice
4 and that type of stuff, it was probably
5 about 940. Tonight we signed a note to
6 borrow \$1 million over 10 years.

7 Now, we only needed 940 or so. We
8 borrowed a million because it turns out the
9 banks, they really like that \$100,000 a
10 year payment and would have liked really
11 clobbered our interest rate to go less than
12 a million-dollars. And we will take
13 whatever we don't spend and put that
14 towards paying back the loan. It just made
15 great economic sense. So as far as any
16 additional or any situational stuff, that's
17 going to be up to the company that is
18 chosen.

19 I would really like to thank the
20 Cable Advisory Committee, David, Lane,
21 Phil, David. We are missing Paul Caneen
22 and we're missing the chairwoman, Darcy
23 Rowell, who really led just a pretty
24 hellish effort and we all really appreciate

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1 that. They are not done with their work
2 yet, but we couldn't have done it without
3 you all, thank you.

4 Thank you all for coming. Really
5 nice turnout, nice event. None of us has
6 ever done this before, so kind of new
7 experience for all of us. We appreciate
8 that it was civil and polite and thank you.
9 Motion to adjourn the Board of Selectmen?

10 MR. FUDEMAN: I move that we
11 adjourn.

12 MS. MORGAN: Second.

13 MR. MOSS: Thank you, Charter.

14
15 (Public hearing adjourned at
16 9:03 p.m.)

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COMMONWEALTH OF MASSACHUSETTS

I, KRISTEN M. EDWARDS, COURT REPORTER,
do hereby certify that the foregoing is a true and
accurate transcription of my stenographic notes,
to the best of my knowledge and ability.

WITNESS MY HAND, this 23rd day of
March, 2017.

Kristen M. Edwards