

**Leyden Selectboard and Broadband Committee**  
**Leyden Town Hall**  
**Minutes**  
May 23, 2017

**Selectboard Members Present:** Bill Glabach, Lance Fritz.

**Others Present:** Bob Hardesty, Bill Stathis, Matt Crocker, Bob Ryan, Tom Luck, Dave Curtis, Bob Anson, Al Woodhull, Sheila Hourihan.

Call to order 7:00pm.

**Crocker Communications Broadband Proposal**

Bob Ryan explained the purpose of the meeting, and introduced Matt Crocker, President of Crocker Communications, and Bill Stathis, Crocker Communications Director of Sales. Matt and Bill presented their proposal for the build-out of Leyden's Broadband Network. Fujitsu will be the build-out sub-contractor and operator; Crocker will own the network. Greenfield Co-Operative Bank is interested in financing the project. A synopsis of basic facts is attached. Discussion. Matt and Bill answered questions from the Selectboard and Broadband Committee. Bob Ryan thanked them for their time and all the work they have done with MBI for the Broadband project.

The Selectboard and Broadband Committee briefly discussed the proposal.

**MOTION:** Tom Luck moved that the Broadband Committee recommend to the MLP Board to negotiate with Westfield Gas and Electric for the construction of the Leyden Broadband network. Unanimous.

**ADJOURNMENT**

**MOTION:** Lance moved to adjourn. Meeting adjourned at 8:21pm.

Respectfully Submitted,

Robert Hardesty

**Crocker/Leyden Prioposal 5/23/17**

Premised on a 3.5%, 15 year loan by Leyden  
 with Greenfield Co-operative Bank in the amount of: \$ 2,007,093

Monthly Leyden Debt Service Per Crocker \$ 35.00  
 Crocker Add On \$ 15.00  
 Calculated Base Cost (To be Updated after Design/Engineering/Makeready) \$ 50.00

**SUBSCRIBER COST/LEYDEN:**

Base Cost (above)  
 Telephone Cost  
 Next Tier Cost (ballpark by Crocker)  
 Incremental Cost/ Leyden Subscriber:  
     Guaranteed Homes 300  
     Assumed Subscriber Homes @75% (225)  
     Remaining Homes Guaranteed - Not Subscribed 75  
 Monthly Guaranteed Base Cost For Homes Not Subscribed \$ 3,750  
 Incremental Absorption Cost to Subscriber Homes 17

Final Monthly Cost/Subscriber

|    | Upcharge for Additional Mbps |         |          |           |
|----|------------------------------|---------|----------|-----------|
|    | Guaranteed<br>12 Mbps        | 25 Mbps | 100 Mbps | 1 Gigabit |
| \$ | 50                           | \$ 50   | \$ 50    | \$ 50     |
|    | 15                           | 15      | 15       | 15        |
|    | 65                           | 25      | 50       | 70        |
|    |                              | 90      | 115      | 135       |
|    | 17                           | 17      | 17       | 17        |
| \$ | 82                           | \$ 107  | \$ 132   | \$ 152    |