

Leyden Broadband Committee Meeting
Informational Meeting with Sertex, LLC
2/23/16 at 1 PM

Minutes

Attendees: Lance Fritz, Tom Luck, Jeff Neipp, Bob Ryan and Al Woodhull.

This meeting was the result of a prior discussion between Jeff Neipp and Sertex a company out of Plainfield CT that designs and constructs municipal fiber optic networks. The purpose of this meeting was to see if Leyden could realize a significant cost savings by using someone other than MBI

There was some initial confusion in that Jeff had been led to believe a representative from Sertex was to be doing a presentation in Leyden. Sertex, on the other hand, had not expected to come to Leyden and had simply anticipated a teleconferencing round table discussion with our Broadband Committee and Selectboard. Once we got past that, we spoke with Michael Solitro the Founder and President, who very clearly didn't know where Leyden was or have any sense as to our size. In the course of our discussion it became clear that Sertex has not done any network design/ implementations anywhere near us with the closest being a 400 mile network on Cape Cod called "CapeNet.

Michael Solitro, the Sertex President, thought that MBI's estimated gross project cost of \$1,750,000 was not far off from what he would estimate and anticipated it would break down to approximately \$1,100,000 for design engineering and hanging the wire, \$360,000 for make ready and \$250,000 for 240 drops. He felt the whole project would take between 9 to 15 months to implement if his firm was hired.

During our discussion it became obvious that there wouldn't be some large cost savings as a result of using Sertex. In addition, in the process of using them we would lose access to the \$680,000 of State grant monies available to us we're we to use MBI. We left it with Sertex that we would get back to them if we had any further interest.

The call finished at 1:45 pm and the meeting was adjourned.

Respectfully submitted,

Bob Ryan, Chair