

## GOSHEN PROPOSED HIGH SPEED INTERNET - PLANS COMPARISON

CATEGORY	CATEGORY SUBSECTION	PROPOSED TOWN OWNED NETWORK OPERATED REGIONALLY BY WIRED WEST	PROPOSED PRIVATE PARTNER NETWORK OWNED & OPERATED BY COMCAST	NOTES & QUESTIONS
<b>TECHNOLOGY</b>	<b>Network Architecture</b>	Fiber to the home via Gigabit Passive Optical Network (GPON) designed & built by vendor to be chosen by the Town of Goshen. <b>Additional explanation by provider.</b>	Hybrid Fiber Coax (HFC) network. Fiber to node locations in town. Coax from nodes to home. Network designed & built by Comcast. <b>Additional explanation by provider.</b>	
	<b>Percentage of households with connection availability</b>	Proposed 100% coverage on existing utility poles passing homes. Coverage & costs will be decided by the town during design & build phase.	Minimum 96% coverage on existing utility poles passing homes. Coverage above 96% will be evaluated by Comcast based on costs involved to connect each location. Additional coverage costs may be picked up by Comcast, the Town or the subscriber.	
	<b>Redundancy</b>	Ring technology with built in redundancies from surrounding towns. <b>Additional explanation by provider.</b>	Fiber from Northampton to nodes in Goshen. <b>Additional explanation by provider.</b>	
	<b>Internet Privacy</b>	No data collection. This will depend upon how well the vendor contract with the ISP is written. Will not protect against collection of information by search engines, social media sites, mobile phones or other providers.	Data & information collection and usage only when a subscriber affirmatively opts in and agrees to collecting their information. Will not protect against collection of information by search engines, social media sites, mobile phones or other providers.	
	<b>Types of Services Offered</b>	Internet Telephone (VOIP) Over the top television via the Internet (Netflix, Hulu, etc. - costs will vary depending upon the services you choose)	Internet Telephone (VOIP) Cable Television Over the top television via the Internet (Netflix, Hulu, etc. - costs will vary depending upon the services you choose) Mobile phone plans may also be forthcoming	
	<b>Estimated Time to completion if proposal is agreed to by 6/30/2017</b>	Best case scenario is 4th quarter of 2018. Timeline is dependant upon make ready results. <b>Additional explanation by provider.</b>	Best case scenario is 4th quarter of 2018. Timeline is dependant upon make ready results. <b>Additional explanation by provider.</b>	
	<b>Length to connect from utility pole to home</b>	First 300 feet is covered by current Wired West proposal. Greater than 300 feet is paid by the homeowner. <b>Additional explanation by provider.</b>	First 300 feet is covered by Comcast proposal. Greater than 300 feet is paid by the homeowner. <b>Additional explanation by provider.</b>	
	<b>Net Neutrality - The ISP make access to all content and applications, regardless of the source, without favoring or blocking products or websites.</b>	Wired West supports net neutrality.	Comcast has a public policy supporting net neutrality.	

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<b>COSTS TO THE TOWN</b>	<b>Total Debt to Town</b>	<p>\$2,170,000 estimated total project cost                      - \$770,000 grant funds from EOHEd                      \$1,400,000 amount to be borrowed                      + \$441,000 interest at 3% for 20 years                      \$1,841,000 total debt &amp; interest</p> <table style="margin-left: auto; margin-right: auto;"> <tr> <td style="text-align: center;">Single family residence value</td> <td style="text-align: center;">Tax increase per year</td> </tr> <tr> <td style="text-align: center;">\$218,669</td> <td style="text-align: center;">\$144</td> </tr> <tr> <td style="text-align: center;">\$250,000</td> <td style="text-align: center;">\$165</td> </tr> <tr> <td style="text-align: center;">\$350,000</td> <td style="text-align: center;">\$231</td> </tr> <tr> <td style="text-align: center;">\$450,000</td> <td style="text-align: center;">\$297</td> </tr> <tr> <td style="text-align: center;">\$550,000</td> <td style="text-align: center;">\$363</td> </tr> </table> <p>Adds \$0.66 per \$1000 of property valuation which is the equivalent of a 4.24% property tax increase for 20 year duration of borrowing.</p>	Single family residence value	Tax increase per year	\$218,669	\$144	\$250,000	\$165	\$350,000	\$231	\$450,000	\$297	\$550,000	\$363	<p>Zero dollars as Comcast would design, build, own &amp; operate the network using \$770,000 grant funds from Massachusetts Executive office of Housing &amp; Economic Development (EOHEd), additional incentive funds from the state, and additional monies from Comcast.</p>	
	Single family residence value	Tax increase per year														
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<b>Pole Attachment Rental Fees</b>	\$18,000 first year paid by town. Subsequent years are paid by WW as the network operator.															
<b>Fiber Plant Depreciation 25 years useful life</b>	\$25,000 per year beginning in either the first year after completion or the 21st year after completion of the network. The town needs to decide when to start putting aside the depreciation amounts. The suggestion to put the money aside in the 21st year is based on the concept of making these allocations after the 20 debt service is paid.		\$0 as Comcast would pay to design, build, own and operate the network													
<b>Network Electronics Depreciation 7 years useful life</b>	\$7,000 per year															
<b>Who pays for technology upgrades when they are deemed necessary</b>	The Town of Goshen. See the subsection above titled Network Electronics Depreciation.															
<b>Legal fees</b>	\$0 for contract review piggybacking on existing legal review by Town Counsel. Recurring when service agreements are renewed generally every 5 years.		\$10,000 for initial franchise & contract review. Recurring when franchise agreements are renewed generally every 5 or 10 years.													
<b>Potential Revenues to Town</b>	Some monies may be returned to the town based on a take rate greater than 50%. A take rate greater than 70% would provide monies to either offset town debt for this project or contribute to other town capital projects. <b>Additional explanation by provider.</b>		Some monies from cable TV licensing fees negotiated in contract may go to the town. <b>Additional explanation by provider.</b>													

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<b>COSTS TO SUBSCRIBERS</b>	<b>Internet Pricing</b>	<p style="text-align: center;"> <b>Speed (down/up)</b>      <b>Monthly Price</b>                      25/25 Mbps      \$59                      1/1 Gbps      \$75                 </p> <p style="text-align: center;"><b>Additional explanation &amp; hand outs by provider.</b></p>	<p style="text-align: center;"> <b>Speed (down/up)</b>      <b>Monthly Price (Bundled/Standalone)</b>                      10/1 Mbps      \$9.95 available to qualified households                      10/2 Mbps      \$49.95                      25/5 Mbps      \$61.95/\$74.95                      100/5 Mbps      \$71.95/\$84.95                      200/10 Mbps      \$74.95/\$87.95                      2/2 Gbps      \$299.95                 </p> <p style="text-align: center;"><b>Additional explanation &amp; hand outs by provider.</b></p>	
	<b>Telephone Service VOIP</b>	\$19 per month includes voicemail & battery backup for telephone.	VOIP telephone available in bundled offerings. <b>Additional explanation by provider.</b>	
	<b>Access to Television</b>	<p>Subscription television was removed from the original Wired West proposal as it would make the project too expensive.</p> <p>Over the top TV, via the internet, is available from a multitude of vendors. This means connecting via the internet to a smart TV (current generation flat panels). Costs will vary depending upon which services you select from each provider.</p>	<p>For a comprehensive list of choices see their price list. - AND/OR -</p> <p>Over the top TV, via the internet, is available from a multitude of vendors. This means connecting via the internet to a smart TV (current generation flat panels). Costs will vary depending upon which services you select from each provider.</p>	
	<b>Activation or installation fees</b>	\$99, one time, for initial activation.	\$75 installation fee if subscriber wants Comcast to set up the connections to box	
	<b>Seasonal Pricing</b>	To be explained by provider.	To be explained by provider.	
<b>POTENTIAL IMPACTS TO THE TOWN</b>	<b>Potential impact on other town capital projects &amp; needs currently on the capital plan.</b>	New Hingham roof replacement. Guesstimated Goshen share of cost is \$267,000 based on the current capital plan	No borrowing for the Comcast proposal therefore no additional impact to capital projects & needs.	
	<b>Impacts could be: delayed purchases; replacing with used equipment; or not replacing something at all.</b>	Fire Dept. itemized capital request totals \$2.45 million based on the current capital plan Highway Dept. itemized capital request totals \$685,000 based on the current capital plan Police Dept. itemized capital request totals \$222,250 based on the current capital plan Town Buildings identified need to replace the Highway department garage. Depending on whether this is a single use building or a multi-use building the cost could be up to \$1,000,000 based on the current guesstimate.		
	<b>Please note that not all of these capital items have been thoroughly vetted nor approved at this time.</b>	Public Health itemized capital request totals \$80,000 based on the current capital plan		
<b>LEGAL</b>	<b>Contractual Agreements</b>	Proposed Wired West service agreement is for 5 years. After the initial term, the Town can either renew the contract or switch to another vendor.	Franchise agreement to be signed with the Town. Agreement time frames are either 5 or 10 years. Agreement is non-exclusive. After each term, the Town can either renew the contract or not. If the town chose not to renew the agreement it would have to arrange for a network to be built.	