

C. A. Cable TV
July 28, 2016, 6pm
Blackburn Industrial Park

Present:

Erich Archer/CATV

Bill Solomon/Gloucester

Chris Sicuranza/Gloucester

Sal DiStefano/Gloucester

Paul Germain

Fred Cowan

Greg Federspiel/Manchester

Barry O'Brien/Essex

Approval of Minutes: postponed, all minutes to date will be e-mailed to Sal DiStefano.

Updates from Each Community:

Gloucester: S. DiStefano said he had a productive meeting in the Mayor's office, E. Archer gave a presentation on C. A. TV needs. Gloucester plans a survey and public meetings in the fall.

Essex: Barry O'Brien said he met with B. Zubricki and the Essex Board of Selectmen. He said they have no problem with the 5% ask. He said the subscriber rates are going up anyway; the programming is going to get more expensive. The merchants group has a movement in Essex they feel a bigger interest in talking about advantages of our towns, attract visitors, etc.

Manchester: 6:45 Greg Federspiel arrived, he said they have a high interest in upgrading fiber. Using the i-net in town hall. If everyone e-mails Bill Solomon he will get an e-mail out to a vendor to cost out some alternatives.

Erich Archer, CATV Information Presentation: 5-year plan, 2017 re-negotiation, Current core services, high quality public, education and video content, connect our communities. He said at stake is the ability for CATV over the next decade.

Cover every high school sports event
More community event coverage
More community seminars and workshops
Local news coverage
HD equipment
TV studio upgrade
New production truck and equip
Creation of community media lab
A second upgrade in 5 year

This would be a \$2/month increase to subscribers, provide media center for next 10 years.

Bill Solomon said don't leave money on the table; in a community with tourism (arts & culture) how about another channel, Arts Culture and events, as this is a driver of the economy.

S. DiStefano asked what happens if this doesn't happen, if we choose not to raise the rates. E. Archer said we would have to cut back on the services we are currently providing. He said they are operating in the red to demonstrate the ability.

Bill Solomon said Newburyport licenses are expiring at almost the same time. With the March license, we would want the license proposal into the City by November, the RFP by October 15 at the latest. In Newburyport they figured out the basic issues, video return, service area, customer service; try to come to an agreement on those. What the personnel will be? What are the facility needs? Sit down with the leadership, face to face, In Peabody the mayor played a significant role.

They might put in fiber for a community; that means a lot. Maybe go to fewer locations. If you have older video return say to Comcast, we'd like you to build the fiber system. Have analysis done to determine costs to buildout or expand the fiber system.

The RFP is only for one company. Formal process to send out RFP, they will provide proposal. It gives you leverage, they have to be concerned that we could preliminarily deny your license. Get a deal in Sept to reach a deal. The license can take a little bit of time. Each community needs individual RFP; Erich will do most of that work.

If some towns want CATV to handle their technology fund, that will be spelled out in the contract.

PEG assessments: Bill Solomon can provide some samples.

10 survey questions:

1. would you prefer to see another cable company?
2. how many times have you called ComCast regarding service problems?
3. Please check the category of (billing, signal quality).
4. Rate overall satisfaction.
5. Do you think an improved community media center is valuable?
6. Do you value having access to gov't, etc. programming?
7. Please check the boxes .
8. Is it important for you to be informed about your community?
9. Station facilities, do you value that opportunity to residents?
10. How much more would you be willing to pay for improved community access TV on Cape Ann?

Barry O'Brien/Essex arrived at 7:20pm

In each town how is it connected, that way we have what everyone has. Then we can get a capital plan (specification), say to Jane, we want new fiber system.

E. Archer questioned how the first negotiation would impact the rest of the negotiations.

Next Meeting: Thursday, August 17, 5pm

Bring preliminary budget to next meeting (1.25%) what is going to be done with it.

Adjournment: F. Cowan moved to adjourn, seconded by B. O'Brien, all in favor.