



Lowell City Council

Technology & Utilities SC Meeting Minutes

Michael Q. Geary
City Clerk

Date: May 28, 2019
Time: 5:30 PM
Location: City Council Chamber
375 Merrimack Street, 2nd Floor, Lowell, MA

PRESENT:

Present on Roll Call were Chairman Leahy, C. Cirillo and C. Nuon. Also present were C. Mercier, C. Milinazzo, Conor Baldwin (CFO), Miran Fernandez and Scott Bradshaw (Pres. Sifi Networks).

MEETING CALLED TO ORDER:

Chairman Leahy called the meeting to order introducing Mr. Bradshaw.

ORDER OF BUSINESS:

Mr. Bradshaw made presentation entitled "Sifi Networks City of Lowell". Mr. Bradshaw outlined response to the RFP produced by the City establishing the interest by the company and the fact that they would sustain all of the costs for establishing a Fiber City in Lowell. Mr. Bradshaw explained the concept of a fiber city and how it is a brand for their company which establishes a service environment not just internet services. Mr. Bradshaw noted the goals as establishing choice and competition which would benefit consumers. Mr. Bradshaw outlined the community impact of the project noting it would be City wide and increase efficiency throughout. Mr. Bradshaw commented that they would need access to every street in the City so that the fiber network would be extensive and would be completed in two years. Mr. Bradshaw noted their partners and financial investors of the company as well as outlining their financial scheme. Mr. Bradshaw outlined business model which entails their company taking on the risks and footing the costs of installation in return for leasing of the network; noting that their revenue is driven by service providers indicating the more successful the network the increase in revenue. Mr. Bradshaw noted that the City would have control on type and extent of network being installed. C. Leahy questioned how homes and businesses are connected to the network. Mr. Bradshaw described the process and how the infrastructure integrates with existing utilities. C. Cirillo questioned if the company would have a presence in the City. C. Cirillo questioned the number of cabinets present in the City. Mr. Bradshaw described the cabinets and noted that one cabinet would be used for about one thousand homes. C. Cirillo



commented on micro trenching and accounting for the many canals in the City. Mr. Bradshaw described the process and noted how existing structures are dealt with. C. Nuon commented on agreements, funding and return on investment. C. Nuon noted the increase in consumer choice and competition. C. Leahy questioned how costs to consumers would change. Mr. Fernandez commented on costs and choice to consumers. Mr. Baldwin commented on vote that had been referred and recommended that Council support the matter. **Motion** by C. Cirillo, seconded by C. Leahy to request to City Council to authorized the Manager to move forward on vote to contract with Sifi Networks. So voted.

ADJOURNMENT:

Motion to adjourn by C. Cirillo, seconded by C. Nuon. So Voted.

Meeting adjourned at 6:25 PM.

Michael Q. Geary, City Clerk