

Chappy Cell Committee

7/30/15. Phone meeting with American tower 11:30

Becker, Cobb, Darack, Filley, Gurnitz, Kennedy - - Edgartown Town Hall

The meeting started with a teleconference with American Tower, one of the respondents to the RFP. A list of questions was prepared beforehand and has been used in the past to discuss with other RFP participants.. The first set of questions focused on the Tower option. They felt it was an easier sell for a tower since it was a cheaper alternative. He stated that they prefer to offer their clients (the cell providers) with the less expensive alternative, and he discussed general comparisons in pricing. Asked about the shortest tower, he said they did towers from 66-150 feet, and that tree height and carrier requests usually dictate height. There was a discussion of interference by trees, followed by a discussion of stealth and cost and then a general discussion of small cells as well how each of the carriers are investing and providing services. They spoke about their work on Nantucket and how it evolved from a Nextel based system and how it evolved. A question about how the North St. Tower could help Chappy coverage returned a probably not much. Alex from American Tower talked about how companies invest in different towers based on population density, especially sports or other large draw venues. He spoke of the Super Bowl and political conventions as drawing infrastructure investment. A discussion of the difference in the financial costs of a tower and DAS followed with details about upfront and recurring costs. Other general discussions about fiber/cable access and other backhaul methods followed to the end of the call.

Approved 6/15/17