



**Chappaquiddick Wireless Site Committee
Friday, June 21, 2013 @ 8:30 a.m.**

Meeting with Brian Savva, HPC Wireless Services

Those in attendance: Brian Savva, Roger Becker, Bill Brine, Will Geresy, Dennis Goldin, Georgiana Greenough, Bob Gurnitz and Claire Thacher.

The meeting was called by Georgiana to introduce Brian Savva, HPC Wireless Services, who volunteered to speak to the Wireless Committee about his contacts within the wireless industry. Mr. Savva was the agent representing U.S. Homeland Security when they recently applied to the Planning Board for a whip antenna to be constructed on the North St. Tower. Mr. Savva's company specializes in representing all carriers in the wireless industry. He also had a 10-year stint with American Tower and therefore has knowledge of what an infrastructure developer is seeking. He currently lives on the island.

The only response for the Town's RFP for a DAS on Chappy was Grain Communications with their partner Broadband Services Group was reviewed. It has been two years with no plan. Georgiana said the wireless committee no longer has to work with Grain & Broadband. She explained that Grain is in the tower business (who are currently constructing a tower on the Edg-VH Rd at the Ice Arena) and Broadband who is in the business of constructing DAS systems. Although Grain had the financial resources to construct the DAS, they did not have the resources to locate proper contacts representing the carriers.

Bill Brine asked about costs for both tower and DAS construction. In a previous email to the Wireless Committee, Grain provided numbers (\$1.5 million+ for DAS and depending on the construction (less than \$300,000 for a tower) with the obvious conclusion that a tower is far less expensive to develop than DAS. Dennis Goldin said it was important to look at the long term vision for the Island of Chappaquiddick which is to maintain its views. His comments in favor of DAS included: too much dissention within the community for a tower; the town would benefit from revenue; and DAS does not impact the views. He said he spoke with Richard Enright Director, Network Performance New England, for Verizon, who provided a glimmer of interest. Mr. Goldin referred to the recent article written about Verizon going onto the Chilmark/Aquinnah DAS, where Enright was quoted as saying "Additional projects on Cape Cod, Martha's Vineyard and Nantucket are also underway to enhance service."

Brian Savva said he has spoken with Jeff Baker, Area Vice President, of American Tower who indicated he would look at it. He also knows and will contact Steve Marshall, President of American Tower. He said American Tower's primary interest is in towers, although they do consider DAS when it is feasible. Mr. Saava offered to provide his list of contacts.

Discussion ensued as to whether we should reissue the RFP right away, send letters or telephone those individuals on the proposed contact list. Mr. Saava said you might consider writing two letters, one for the developers and one to the carriers requesting information on their interest in providing proposed wireless service on Chappaquiddick, and explaining the town is very willing to cooperate with the carriers. Georgiana said the letters should provide more specific information on the "market" that might make it more attractive rather than using the standard line of "40 homes in winter and 400 homes in summer".

Brian Savva said the market is changing very rapidly. In the old days a tower's equipment shed cost \$250,000 per carrier; and now it's around \$25,000. Now, all the equipment (tower & DAS) is more efficient, smaller and less expensive.

Bob Gurnitz said he wanted to set some deadlines: 10 days to receive the list of contacts; 20 days to contact them; and 15 days to write a proposal.

Will Gerese said aesthetics don't matter, they are in the eyes of the beholder. He doesn't like the looks of either system, but he believes there should be coverage. Claire Thacher said aesthetics do matter especially to the Preservation Trust and the trustees of Reservation, which set us aside from other historical towns.

Georgiana interrupted the discussion and asked for a motion to stop the discussion on aesthetics or other matters of contention that have already been hashed out. Everyone agreed. She asked for another motion to proceed with drafting two letters; one to carriers and another one to developers, asking for their interest in working with the Town to provide wireless services to Chappaquiddick. Everyone agreed. Brian Savva said he would provide his list of contacts sometime next week.

Georgiana added that the bone of contention is, and will continue to be, acquiring and/or negotiating a lease for the cable under the channel to Chappy, from either Comcast or NSTAR. Brian Savva noted that they could microwave the signal from the American Tower on North St. to a small wooden tower on Chappy, with the caveat that it needed to be located near the DAS hotel which is currently being offered at the Chappaquiddick Fire Station.

Georgiana agreed to draft the two letters with the assistance of Brian Savva, and once the contact list is provided, the letters shall be mailed out.

The meeting was adjourned at 9:30 a.m.

Submitted by Georgiana Greenough