

BrightSpeed/Winchester Broadband Committee
Meeting Minutes
4/06/22 Via Zoom

The purpose of the meeting was to understand the objectives of Brightspeed for Broadband delivery to Winchester.

Attendees: Tom Maguire, John Livecchi - former Verizon execs, now Brightspeed. Broadband Committee members: Jim Hochstetter, Dave Lull, Gary Engstrom, Nicholas Newton, Nancy Johnson, John Grimmer

- Brightspeed is a startup funded by a \$2B investment from Apollo Global Management - a private asset management company. Current staff - under 100
- Have placed a bid with FCC to acquire Lumen coverage areas which includes Winchester and is anticipated to be approved in Q 3 2022. If awarded, they will be using sub-contractors to complete the work. In this bid, they would be inheriting 6M homes, feel they can do 3M with the \$2B investment.
- Looking at this first acquisition as their "foot in the door" for future opportunities.
- Have not implemented any broadband projects yet
- They don't have deep insight into Centurylink/Lumens current layout/equipment etc that is currently in place to deliver internet services. The plan is to use a faster and cheaper "in the air" delivery model built on existing paths in order to expedite installations, no digging trenches. This along with much newer equipment from Corning that is "plug and play" removes the need for technicians making extensive changes to equipment. Goal is to build an infrastructure people can use at a reasonable price.
- Centurylink customers will become Brightspeed customers. Expected speeds after acquisition is 200Mbps up & down. Based on comments made by Tom Maguire, 5 G is not in the plan. Customer service will be an important aspect. Discussed the plan to mail the "Brightspeed installation box" to customers once they sign-up for their own installation.
- When asked "what if the money runs out", it was said they would not walk away from any unfinished project.
- Winchester is one of the first communities to reach out to them in this target area and we offered any help we can provide. The committee thanked them for their time and responsiveness.

Submitted by Nancy Johnson, Committee Secretary