

ENTRY POINT NETWORKS

EAST HADDAM, CT

Presentation to Board of Selectmen
March 2, 2023

MEETING

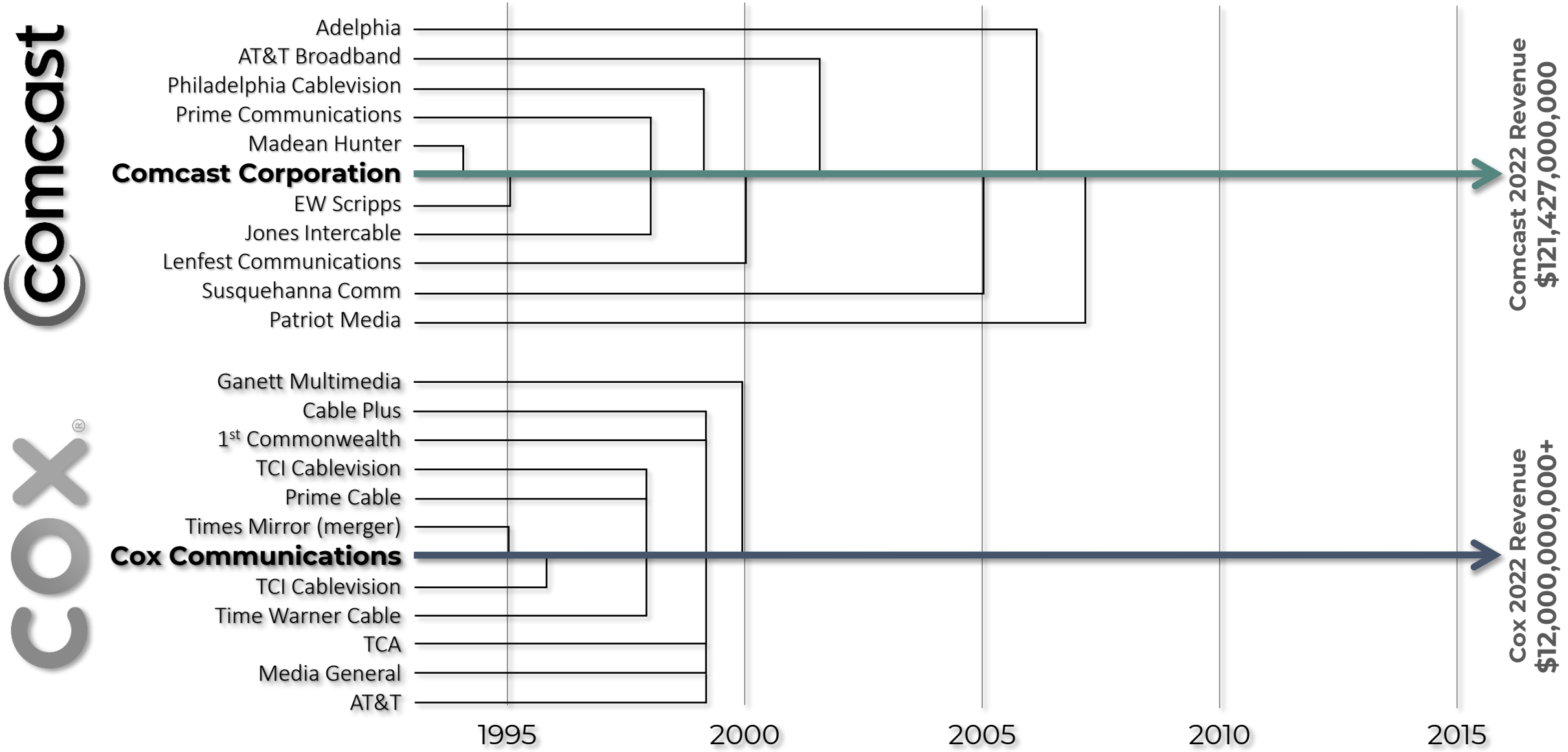
AGENDA

- Monopoly or Local Control
- Why Fiber
- Funding Opportunities
- Cost to Build an East Haddam Network
- Cost to Subscribers
- Next Steps

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Cable Industry Consolidation

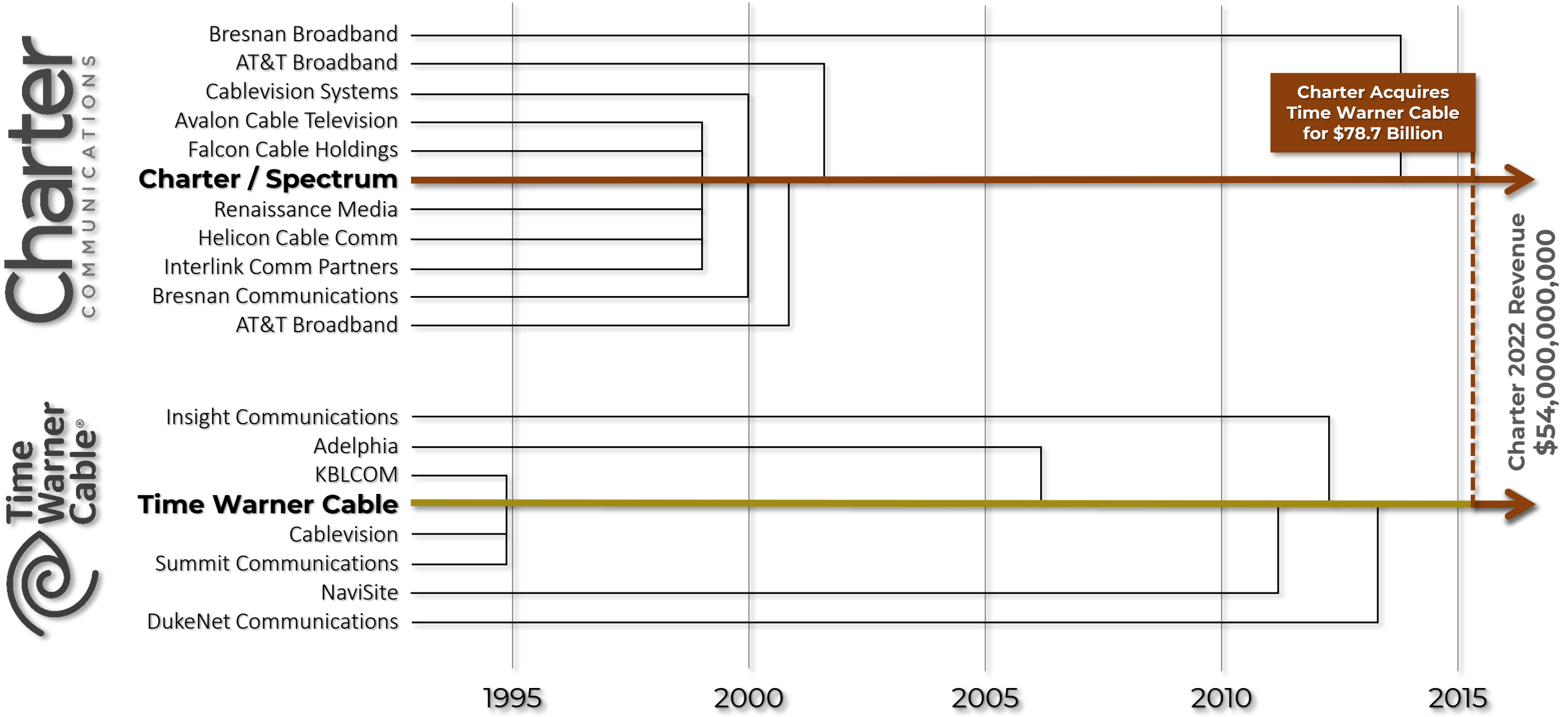
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Cable Industry Consolidation

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Fiber Industry Consolidation Has Begun

The multi-terabit hunger of American homes for 4K video can't be fulfilled by wireless home broadband plans... Fiber is a durable solution and a superior technology to address the demands for broadband.

Jeff McElfresh – CEO
March 2021

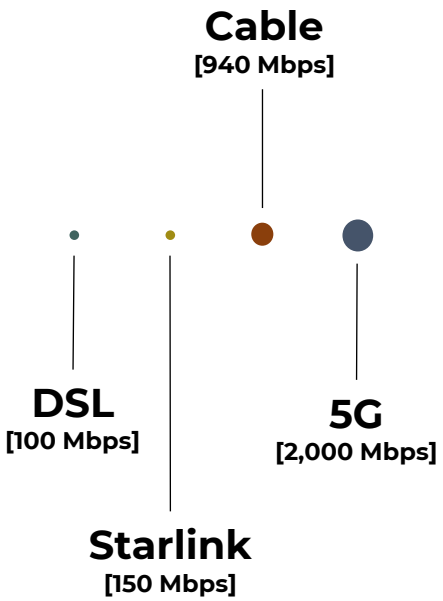
AT&T Bags BlackRock for Gigapower Fiber JV

AT&T nabbed venture capital firm BlackRock to help propel its fiber ambitions outside of the carrier's traditional 21-state wireline footprint and move on AT&T's long-simmering fiber expansion plans.

December 2022

Why Fiber? – Comparison my Medium

Current Maximum Download Speeds



Fiber

25 Tbps

[25,000,000 Mbps]

Funding
Opportunities



Federal & State Grants



Municipal Bonds



Public Private Partnership

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Projected Build Costs

Projected Total Infrastructure Costs

Financial Pro-Forma of Full Project Costs - 1 Year Build - Ethernet Architecture

	100% Aerial	20% Buried / 80% Aerial	100% Buried
Projected Cost Per Premise (Common and Drop)	$5,377	$5,810	$7,542
Estimated Subscribers	2,466	2,466	2,466
Total Projected Project Costs	**$13,260,476**	**$14,327,895**	**$18,597,570**

Based upon a 60% Take Rate

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Projected Subscriber Costs

Projected Monthly Subscription Cost

Projected Residential Services Monthly Costs	100% Aerial	20% Buried / 80% Aerial	100% Buried
Infrastructure	$34.45	$37.22	$48.31
Maintenance and Operations	$20.50	$20.50	$20.50
ISP Services (Dedicated 1 GB Symmetrical)	$9.99	$9.99	$9.99
Monthly Total	**$64.94**	**$67.71**	**$78.80**

Based upon a 60% Take Rate

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Current Internet Spend in East Haddam

Internet Spend in East Haddam Today

Average monthly cost of home internet connectivity in U.S. today is $74.99[1]

Number of Households w/ Broadband	4,110
Average Monthly Internet Cost	$74.99
Annual Internet Spend	$3,698,507
20 Year Internet Spend	$73,970,136

[1] Consumer Reports – November 17, 2022

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EAST HADDAM, CT

Next Steps

Key Decisions

1) Ownership
2) Governance
3) Operational Model

Key Steps

1) Project Management (Owners Rep)
2) Funding
3) Engineering (Architecture & Design)
4) Procurement
5) Community Engagement
6) Network Management (NOC)

EntryPoint's Planning Services

1) $250 Per Hour or
2) Project Fee Based Upon Defined SOW

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QUESTIONS?

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Thank You!

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