



# UPPER SHORE REGIONAL COUNCIL

Cecil County  
Kent County  
Queen Anne's County

## Upper Shore Regional Council IT Directors Minutes, March 11, 2013

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Doris S. Mason  
Executive Director  
dmason@kentgov.org  
[www.linkedin.com/in/dorismason](http://www.linkedin.com/in/dorismason)

**Location:** 122 N. Cross St., Chestertown

**Time:** 10:00-11:00 AM

**Participants:** Scott Boone, Amy Plummer, Scott Mesneak, Megan DelGaudio, Karl Hagelin, Jacqueline Brown; Doris Mason;

### Time

#### **10:00-10:05** Opening/Meeting Purpose

Ms. Mason did a quick review of the USRC's strategic plan highlighting goal #1 Broadband/High Speed Internet Services in the region, and it's pertinence to the group's meeting. She highlighted that filling in the gaps for high-speed internet services in every area of the three county (Kent, Cecil and Queen Anne's) region is a critical infrastructural need for local businesses and families (as it is an economic and quality of life issue). She added that the expertise to make a plan to fill in those gaps was around the table and that the world of alternatives is wide open and is certainly not limited to fiber in the ground.

#### **10:05-10:15** Introductions and History with Broadband

The group went around the table conducting introductions and sharing some history of former and present work with the MD Broadband Cooperative and broadband/high speed internet in general.

#### **10:15-11:00** Feasible Alternatives to Completing the Last Mile

The group highlighted the need for "community-education" around the uses and needs and practicality of providing high-speed internet services in every area of our region including those remote areas. All agreed that this needs to be a role for our work-group. The group pointed out that the public does not understand what the BTOP grant has done in Maryland, as an example of the need for public education. We highlighted our own need to identify exactly where is all of the fiber in our region whether laid by private ISP's or via the Maryland Broadband Coop. Ms. Mason shared with the group the USRC's relation with the Cooperative.

Alternatives for engaging the smaller ISP's and incentivizing them somehow to provide services where there are gaps was discussed.



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### Some facts shared:

- 17 customers per mile in order to turn a profit—average Individual Service Provider (ISP requires
- 96 count strands exist in some areas

### 11:00-11:15 Action Steps/Summary/Next Meeting

Our next meeting date was arranged for April 17, 2013, at 10:00 a.m. at the Upper Shore Regional Council offices (same place), and all agreed that we needed a 2-hour, as opposed to a 1-hour meeting.

Scott Mesneak agreed to share his drafts of the Cable Service Franchise Agreement (3) he has created within his county with the others in the meeting. He also agreed to share regarding a possible gap-filling resource called "Home Fusion" provided by Verizon. The group agreed to make the recommendation to our county leadership that we fast-track the permitting processes for any business development by the ISP's who plan to provide "last mile" related services in any form.

Ms. Mason and other members of the group agreed to explore other possible alternatives and to share them. Ms. Mason agreed to work on a list of providers who are already in our region.

### *We are presently aware of:*

Skyline, Way Vision, Verizon, Comcast, AT &T, Atlantic Broadband, Kent Island Online, Net Zero, Armstrong, Bay Tech Team, Earthlink, Cox, Century Link, Adelphia and Sprint.