

Service Committee Minutes

Honorable Council
City of Newark, Ohio
April 18, 2022

The Service Committee met in Council Chambers on April 18, 2022, following the Finance Committee with these members in attendance:

Jeff Rath - Chair
Jeff Harris – Vice Chair
Spencer Barker
Beth Bline
Ms. Hottinger

We wish to report:

1. **Presentation** by HORIZON on fiber optics for the City of Newark

JP West, VP of Business Development and Brian Riley, Sr. VP of FTTP

Mr. West explained who Horizon is, they were established in 1895 and have offices in Columbus. He explained how they are superior to Cable Companies. He explained how they address situations when there are outages. He explained there is no 3rd party billing. He explained their financial stability and their financial partnerships. He gave examples of all of the customers that they provide service for. He covered their network map and their data center connectivity. He explained the different service tiers that they have and covered their products and services and described their fiber-to-the-home. He addressed band widths and what are required in homes with their varying needs. He covered a home-buyers guide to the value of all-fiber broadband connectivity. He discussed the Ohio Broadband Alliance and why you should choose Horizon fiber for the home. He spoke about their competitors pricing and services and did a comparison.

Mr. Rath – You said you're the only company out there giving people symmetrical speeds.

Mr. West – Not symmetrical speeds, optimal speeds, so if we give someone a gig, it's going to be 24/7 not fluctuate. A lot of others are giving symmetrical speeds, but no one else in Ohio is giving speeds that don't fluctuate.

Mr. Rath – Okay, so you're going to guarantee it. Are you talking about a wired speed or wireless speed.

Mr. Riley – At the wired termination point. Customer wifi devices, whether it's wifi 3,4,5,6 is going to really depend on what they get wirelessly, if they do decide to purchase a whole home solution they are going to improve their speed. What JP is saying, we are able to provide a dedicated fiber connection, there is nobody else in Ohio or the Midwest doing a network like that. Most of them do fiber coaxel, plm passive network. That's not what we do, it's actually dedicated from the server location to the customers house and that's really the difference here that allows us to give unlimited bandwidth to the customer.

Mr. Rath – What is it that you want from the City here tonight.

Mr. Riley – I don't think we really need anything from the City of Newark, other than, we're at the point where, we as a company have 172 communities in Ohio that we are trying to bring service to. We've identified a lot of towns, we've had an enterprise offer here for about the last 10-12 years. We serve a lot of healthcare in the area actually, but what we've realized as a business and as a society where people are looking for really robust resilient internet connections, so this is where the conversation starts for us as we move toward the planning stages then ultimately construction in the communities, there will be a lot more conversation and meetings that will happen down the road with folks that are on the execution side of the business, you know project engineers and fiber managers and those type folks will be sharing design plans. From our perspective we're not looking for anything other than to make you aware of what we'd like to do and what service we'd like to bring to Newark and we'd also like to do it in a kind of partnership approach. One of the things we don't want to do is come into a community and say "this is how we do business, figure it out". Usually we'll set up introductory meetings within the community, like maybe the roads department or street folks, how do you want us to handle permits. What's the best way for you, as a blanket permit, as a street by street permit, every community is different in how they want to execute these things and that's the kind of stuff we'll eventually get to talking about. This is mostly just about awareness.

Mr. Rath – And the reason you're giving those speeds, those are introductory rates.

Mr. West – This is truly a partnership, we'll work with Dave and his team. Once we design a prospective network, we'll get to together and say this is what we have what do you think.

Stephen Smith, 237 Violet Ct. – Unfortunately the comment I was wanting to make before was I couldn't hear what the gentleman was saying and the slides didn't correspond to what was in our packets. A lot of the slides were not visible and could not be read from where I was sitting and due to contrast issues and color choices were just not readable. I'm an engineer, I'm retired now so my skills are not totally up to date, but I was the Air Forces technical contact manager for the world wide mission for some 10 years before I retired, so I am not unfamiliar with the concepts here. This is a terrible presentation from the standpoint of conveying information it doesn't give me much confidence in the company at all.

Mr. Rath – Do you have a question for them.

Mr. Smith – I don't have a question other than to the extent that I would like to get copies of all of these slides.

Doug Marmie, Council Member – I appreciate your presentation, I think it was fantastic information, especially since it's more or less introductory and definitely you talked way over my head, but I appreciate it. The one question I have is you said you don't have the wire fees correct?

Mr. West – The router fees.

Mr. Marmie – Because I didn't know how this whole thing was working with what's going on with the new legislation that some government entities are trying to do to charge for Netflix and different things, I didn't know how that was impacting your business and things like that.

Mr. West – So, the router fees are an equipment charge, we’re not looking to take money away from cities and counties, so right now there is a franchise fee and if anyone still has a franchise fee we will match what is happening right now, you’ll also have more channels as well.

Mr. Rath – I’m glad you said that I do have another question for you, I know there are services in town that call for internet and telephone, Windstream, Spectrum, internet and TV, and you’ve talked only about internet.

Mr. West – That’s because internet drives everything. We will also be offering phone service as well as TV service, basically whatever is available now will be available through us as well.

Mr. Riley – We will offer TV, phone and internet, but I think the reason JP is focused on internet is because we find most of our customers do not choose a phone service or cable service anymore because that’s the changing world we are in, but it is available for anyone who would want it.

Mr. West – This is just a high level overview, we are not getting into the nuts and bolts of the specifics, once we move forward things will get more detailed. I mentioned we will be a partner, if you have a developer or business looking to come to Newark they will ask what type of broadband service you have available.

Rochelle Volen- Smith, 237 Violet Ct. – I wanted to know what other companies your company is affiliated with, whether it be Verizon, or whatever, I would like to know more about that.

Mr. Riley – We’re not affiliated, we’re our own complete corporation, so JP mentioned Horizon has been an Ohio Corporation for 127 years, we’re not a partner of Verizon or ATT or anybody else. We work with them and provide a lot of services for companies, but we are our own self-contained company.

2. **Resolution No. 22-39** A RESOLUTION AUTHORIZING AND DIRECTING THE DIRECTOR OF PUBLIC SERVICE OF THE CITY OF NEWARK, OHIO TO PROCEED WITH THE STEPS NECESSARY TO DESIGNATE A PORTION OF LOCUST STREET IN THE DOWNTOWN AREA AS GERALD K. MCCLAIN WAY

Mr. Rath – Jerry McClain has been part of the City of Newark for a long time and has been a great philanthropist and has done a lot for the development of downtown Newark, Cheri could probably list a resume of things he’s done, but I thought this was appropriate to honor him, by taking a portion of Locust Street from North 1st Street to North 5th Street and dedicating that to Gerald K. McClain Way.

Motion to send to full council by Mr. Barker, second by Ms. Bline

Ms. Hottinger – This is wonderful, thank you for doing this.

Motion passed 5-0

3. **Resolution No. 22-42** A RESOLUTION AUTHORIZING AND DIRECTING THE DIRECTOR OF PUBLIC SERVICE TO PARTICIPATE IN THE ODOT WINTER CONTRACT (018-23) FOR ROAD SALT AND DECLARING AN EMERGENCY.

Brian Morehead, City Engineer – This is standard legislation that we do every year that allows us to purchase with the ODOT salt contract. Their website state that they want the legislation back by Friday, April 29th, but they also put a disclaimer on there that says or as soon as possible afterward because they did not give enough time for most communities to get this through the council process. So, hopefully we can get this passed on the first reading and get it to them as soon as possible.

Mr. Rath – This is a standard piece of legislation that we do every year.

Motion to send to full council by Mr. Barker, second by Mr. Harris, Motion passed 5-0

4. **Resolution No. 22-43** Project scope includes pavement reconstruction, vertical profile improvement, installation of turn lanes, and reconstruction of intersection at Thornwood Drive and West Main Street

Brian Morehead, City Engineer – This is basically the very first piece of legislation that comes through ODOT's preliminary legislation to allow us to get started with the project that will allow us to reconstruct Thornwood Drive from basically River Road, south to Faye Drive. We have a letter of interest ready to go out to hire a consultant to begin work on that, but the first piece is to pass this legislation through from ODOT and that will allow us to get started on the process.

Motion to send to full council by MS. Hottinger, second by Mr. Harris, Motion passed 5-0

5. **Resolution No. 22-44** A RESOLUTION AUTHORIZING THE GRANTING OF AN EASEMENT OVER CERTAIN REAL PROPERTY CONTROLLED BY THE CITY OF NEWARK, OHIO AND DECLARING AN EMERGENCY

Rule 11 to be used on this.

Meeting stands adjourned

Jeff Rath - Chair