



Eileen Donoghue  
*City Manager*

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*Assistant City Manager*

TO: Eileen Donoghue, City Manager *EMD*  
FROM: Kara Keefe Mullin, Assistant City Manager  
DATE: December 12, 2018  
RE: Councilor Milinazzo – Req. City Mgr. Meet With Representatives From RCN To Discuss Bringing A Second Option To Residents For Internet, Cable And Telephone Services.

In response to Councilor Milinazzo’s motion, a meeting was convened with representatives of RCN to discuss the possibility of them coming to Lowell as a cable, internet and telephone services provider for residents and businesses. Present at the meeting were myself, Alex Magee, RCN Sr. VP General Manager Jeff Carlson, Marketing Director Paul Panagopoulos and Vice President Thomas Steel.

RCN was receptive to the idea of studying whether coming into this market would be a good fit for their business, and determined they would need to complete a few studies to determine if Lowell would be a good fit for their business plan. The process of determining if this is a right fit for the City and RCN should take approximately 6 months to complete. They plan on evaluating the demographics, service providers in other neighboring communities, infrastructure needs as well as conducting a survey on utility poles within the city. We have made various staff around the city aware and available that they should be receiving contact from RCN in the next few months regarding these various studies. RCN will further need to discuss this possibility with their board of directors at its next meeting.

RCN recently expanded its operations in the City of Revere. They did point out that although the customer base may be similar to Lowell it was also a good fit given the proximity to Everett where they were already operating, and was simply an extension of their network of infrastructure. If they were to come to Lowell they would need an operations center, vehicle parking, etc., making this a different and larger investment than in the City of Revere. RCN said they would begin their feasibility studies and would be in touch in the coming months.

Please let me know if you have any questions on this issue.