Elliot Health System is looking to run fiber from our main facility to our new River's Edge facility to assure that we can deliver consistent services, in the most cost effective manner, while having the flexibility to increase network speed as needed to our patients and the public that we serve. The Elliot at River's Edge will include a four story comprehensive, state of the art outpatient healthcare facility. The healthcare facility will create 200 permanent health care jobs in addition to the retention of 800 existing jobs. The grant will allow the not-for-profit, Elliot Health System, to run fiber from the main hospital campus to the new facility on 300 existing telephone poles. This fiber will allow Elliot Health System to have a reliable source of bandwidth and communicate with other health facilities via voice and data. Within our service areas there are primarily two service providers that will offer us broadband connectivity, either FairPoint Communications or Comcast. Currently, we primarily use FairPoint Communications as they have the broadest offering for our needs. FairPoint Communications is currently under going Chapter 11 bankruptcy reorganization which presents concerns about their future and currently we struggle with service issues with FairPoint where we have experienced outages that range anywhere from several minutes to several days leaving us fully dependent upon Fairpoint to resolve the issues. For Elliot to successfully deliver broadband services to this facility, we believe we need to have the ability to increase bandwidth as needed and not be dependant on a third party provider. We need to be able to intervene when outages occur without being dependent upon a company that doesn't see us as being a high priority, in addition to being able to contain our cost for the bandwidth delivered. Since this site will require the transportation of large images from one site to the other, bandwidth will be important. Currently for FairPoint Communications to provide 1 gigabyte of bandwidth to the River's Edge site, they have estimated the cost to Elliot to be $144,000 annually and it should be noted that this solution would allow for only data transmission, there would be no opportunity for voice transmission via this service. For the Elliot to extend our own fiber where we can increase the bandwidth as needed and to transport both data and voice over the same fiber path, our initial investment would be approximately $387,316. The Elliot would see a return on our investment as compared to the FairPoint solution in 2.3 years. This would also allow the Elliot to add additional functionality and bandwidth as needed without significant cost to the organization. In a time when we are looking to reduce healthcare costs this solution has a significant advantage. At seventeen acres, the site for this development is currently the largest underutilized parcel within the City of Manchester. It is in fact an abandoned and blighted property. The redevelopment of this former Brownfields site is an integral part of Manchester's Comprehensive Economic Development Strategy. The site for the project is adjacent to a federally designated Medically Underserved Area (MUA) where access to care has
historically been limited as a result of cultural and socio-economic barriers for the residents in the MUA. The lack of health care resources in MUAs typically results in higher utilization of emergency care, higher costs, and increased Medicaid expenses. The Elliot at River’s Edge project will help the community address the problems faced in the MUA. Also, according to the 2000 Census this development lies within Census Tract 19, Block Group 2 an area of .406 mile. This area includes some of the most economically challenged households in the City of Manchester. The Median household income of $30,865, compared to the city average of $40,774 and a per capita income of $12,770 compared with the Manchester average of $21,244. Further analysis of the Census indicates a 25% non-English speaking population with a high rate of linguistic isolation. This language barrier typically creates a depression in income levels and is also often an indicator of reduced access to local services including education, social services, and medical treatment. (Refer to the City of Manchester, Economic Development Office letter dated October 18, 2007.) The design Elliot is proposing is to run fiber via over approximately 300 existing public utilities poles from the Elliot's main campus where our current data center is located to the River's Edge facility. This would involve the following steps: 1. Obtaining appropriate permits from the city and public utilities companies. 2. Engaging the public utilities companies such as Public Service of New Hampshire, FairPoint Communications, and Comcast to name a few, to make the poles ready for the fiber run. 3. Install conduit as needed to bring the fiber underground where mandated by the city and the site layout. 4. Running the actual fiber across approximately 300 public utilities poles. 5. Installing network switches, gbics, patch panels, patch cables, etc., at both the main campus and the River's Edge campus which would allow us to connect both sites and control our required bandwidth.