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OPENCAPE REDUCES MONTHLY INTERNET RATES BY OVER 31% FOR FALMOUTH MAIN STREET CUSTOMERS

BARNSTABLE, MASS, MARCH 16, 2022 – While residents and businesses across the Commonwealth struggle with rising prices and rates of inflation not seen in decades, OpenCape Corporation, the nonprofit technology company that owns and operates the 100% fiber optic network on the Cape, Islands and Southeastern Massachusetts, recently announced that starting March 1, it will decrease monthly internet service rates for its Main Street customers in Falmouth from \$117 to \$80 a month.

OpenCape customers on Falmouth’s Main Street are connected to a Gigabit Passive Optical Network (GPON) in which they share a gigabit of service. A loan from MassDevelopment made the buildout of the Falmouth GPON possible, and a strong partnership with Falmouth Economic Development & Industrial Corporation (EDIC) and the Falmouth Chamber of Commerce helped launch the effort. OpenCape committed to reducing rates for customers once the loan was paid off, which happened in January 2022, two years ahead of schedule.

“This rate reduction represents a promise made and a promise kept to our Falmouth Main Street Customers,” OpenCape CEO Steven Johnston said. He reiterated OpenCape’s position that the Commonwealth must strive to be a national frontrunner in fiber optic network expansion and access, particularly as it pertains to affordability. “Providing affordable, robust, and reliable service is the only way to ensure that everyone—regardless of income, race, ethnicity, or any other demographic category — can access future-focused connectivity, affordably and easily,” explained Johnston. “In a world where monopoly internet service providers charge for *everything*, this rate reduction is a testament to how a local nonprofit provider like OpenCape can do more for less.”

“Broadband infrastructure and reliable high-speed internet are critical to developing and providing increased economic opportunities in our region,” said Wayne Lingafelter, Executive

Director at Falmouth EDIC. “The success of our local businesses is very dependent upon their ability to connect with their customers. In a competitive marketplace, Falmouth is well positioned to attract new businesses and promote future economic growth and development.”

Michael Kasparian, CEO and President at the Falmouth Chamber of Commerce noted that prior to the GPON buildout, some Falmouth Main Street businesses lacked the connectivity during peak season to even process credit card transactions. “Thanks to GPON, Falmouth businesses, even those with limited financial resources, have access to reliable, high-speed 100% fiber connectivity because we removed the cost barrier.”

Referring to the local service available through OpenCape’s Barnstable-based office, Tom Lynch of Falmouth Stamp & Coin in Town Hall Square says, “It’s nice knowing I can call and there’s a human on the other end of the phone. If I have a question they can’t answer, they will find someone who can help.” When asked why Falmouth Stamp & Coin switched internet service to OpenCape, Lynch replies, “Speed and cost. We specialize in stamps, coins, currency and other collectibles such as postcards and historic papers that we sell all over the world. We ship packages to Europe, Africa, Asia, and beyond. Being a small business, the internet allows us to make contact with the people who we deal with. We couldn’t do this much business without it.”

About OpenCape

OpenCape Corporation is a 501c3 nonprofit technology company headquartered in Barnstable Village at the Barnstable County Complex. OpenCape owns and operates a state-of-the-art 100% fiber optic network built to serve local governments, businesses, and residents of Barnstable, Bristol, Plymouth, Dukes and Nantucket counties. For more information, please visit www.opencape.org

About the Falmouth EDIC

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