



CV FIBER BUSINESS DEVELOPMENT COMMITTEE MEETING MINUTES

GoToMeeting (virtual meeting only)

November 12, 2020

Present:

Business Development Committee delegates: Chuck Burt (Moretown), David Healy (Calais), Greg Kelly (Barre), Henry Amistadi (Duxbury), Ken Jones (Montpelier), Jerry Diamantides (Berlin), (Michael Birnbaum (Plainfield), Ray Pelletier (Northfield), Siobhan Perricone (Orange)

Others: Tim Shea,

Called to order: 5:32PM by David Healy via GoToMeeting

Additions to the agenda:

- Chuck Burt suggested discussing presubscriptions

Public comment:

- None

Approval of October 27th Minutes: MOTION (Michael Birnbaum second Siobhan Perricone) Passed unanimously. No discussion

COVID Grant Round 2 Status and Assignments:

- David Healy reported that the Public Service Department approved our application after several iterations. We were approved for all three projects. David reported he has spoken with Rebecca Ellis (Peter Welch's staff) about extending the deadlines for the CARES funding. He is unclear on what the outcome will be.

Canvassing RFP:

- David Healy reported we had one response to the RFP from Last Mile Community Connections. David checked the references and they spoke highly of LMCC.
- Ray Pelletier moved to contract with LMCC including the Phase 1 area routes for approximately 4300 addresses. Some Board members may want to join in the canvassing to coordinate efforts. Tim Shea

should reach out to every Board member about interest in wanting to be involved with canvassing in their community.

- Henry Amistadi feels members should be involved with canvassing in their areas. Henry requested that a pre-canvassing briefing happen with the canvassing project manager for each area.
- Michael Birnbaum recommended that canvassing team should meet with each Board members area prior to starting work.
- Siobhan Perricone wanted to confirm CVFiber will receive the data collected from the canvassing project.

MOTION: (Siobhan Perricone second Michael Birnbaum) CVFiber to contract with LMCC for all Phase 1 routes per their proposal.

DISCUSSION:

- Ray Pelletier asked who will provide the handhelds and whether we would get daily downloads of their data.

AMENDMENT: Henry Amistadi made a friendly amendment to add Duxbury to the route for canvassing. Chuck Burt did not see reference to handing out the marketing materials.

David Healy reported that the grant needs to consider telehealth, remote learning, and remote workers in our campaign materials.

Henry Amistadi stated he developed some good questions in his Duxbury survey and should be considered for the canvassing project.

Ray Pelletier wants to make sure we clarify the details of the scope in the contract.

Passed unanimously.

Marketing RFP:

- Chuck Burt would like to move this to the Communications Committee meeting for discussion.

Pre-subscriptions:

- Chuck Burt has people interested in a pre-subscription and would like to develop a program.
- Greg Kelly suggested we take the money and place in an interest-bearing account.
- Ken Jones asked what the reasonable timeline is to implement this program.
- Michael Birnbaum stated that pre-subscription money received needs to be held in escrow. Purpose of these funds is to create financial viability for CVFiber. Kingdom Fiber has a program for pre-subscriptions that includes the installation cost and one year of service. You get one month free for doing the prebuy. Michael pointed out we need to develop a rate structure before promoting the pre-subscription program. He prefers the idea of a loan versus pre-subscriptions.
- Chuck Burt expressed a program based on an assumed rate to move things along.
- Henry Amistadi wanted to know what Duxbury residents get out of it and if the number of pre-subscribed will drive the build priority.
- Michael Birnbaum stated that COS Systems demand aggregation software will help with prioritizing the build order (if we want). We should take the money from those who want to give it to us.
- Chuck Burt said we cannot advertise a loan program, but we can for pre-subscriptions. Chuck wondered how ECFiber was able to work around this with a new law in a public forum.
- Michael Birnbaum stated that Vermont is part of a crowd sourcing finance law that allows this activity.

- David Healy reported he thinks both are a good idea, but we need to set rates.
- Michael Birnbaum said we can do promissory notes in higher increments than pre-subscriptions.
- Chuck Burt asked who would develop the options for consideration?
- David Healy stated Tim Shea will develop the matrix and take a sampling of other rates to develop the recommendations.
- Siobhan Perricone said we need to earmark money for low income subscribers to subsize their rates.
- David Healy reported that ECFiber is standing up a 501c3 that will be an entity that can accept foundational support to do just that.
- Henry Amistadi is looking for the formula to determine the priorities of building out our infrastructure with specific criteria that is weighted.
- David Healy responded that Interisle has already done this for us in the feasibility study.
- Siobhan Perricone does not think we should develop criteria for determining build priorities.
- Ray Pelletier said we have already determined the blue route is the priority.
- Michael Birnbaum wants to get the details in the survey and voiced concern that setting rates may slow this work down.
- Chuck Burt likes the idea of tiered pre-subscriptions.
- Michael Birnbaum said that Kingdom Fiber has a standard installation cost and one year of service in their pre-subscription program.
- Henry Amistadi reported that Duxbury is not a wealthy town and does not want to put too much focus on pre-subscriptions.

MOTION: (Chuck Burt seconded Siobhan Perricone) Tim Shea will pull together options for pre-subscription program for Business Development Committee consideration. Passed unanimously.

Roundtable:

- Henry Amistadi asked how some CUDs' are doing pole inventories with CARES monies.
- David Healy said that it was grandfathered in before they changed the determination.

Meeting Adjourned at 6:25 PM

Respectfully submitted,
Tim Shea