



**Minutes**  
**Business Development Committee**  
**June 25, 2019**

**Attending:**

David Healy, Ken Jones, Jared Thomas, Michael Birnbaum, Jeremy Matt, Skip Lindsey, & Greg Kelley

1. Public Comment
  - a. None
2. Other Items for Agenda 5:00 PM
3. Discuss “Integration of Feasibility Studies” Discussion/Action
  - a. Discussed need to designate two members to participate with WEC’s study and to formally make a proposal at next full board meeting to appoint 2 members to work with WEC in their feasibility study provided they can work with us on our feasibility efforts.
  - b. See notes at end of minutes.
4. Discuss Existing Data to Support Business/Feasibility Plan Discussion/Action 5:20-5:30 PM
  - a. Discussed need to clarify whether a Board Member can be contracted by Business/Feasibility Consultant to provide expert consulting services. Full Board should address this as part of its policies. We have several “specialists” on the board who have skills to support contracted efforts.
5. Discuss Elements of Business/Feasibility Plan Discussion/Action
  - a. Discussed draft plan elements
6. Discuss Calais Pilot Survey Update-David Healy 5:50-6:00 PM
  - a. Survey went out on FPF on June 18
7. Discussion of Website Content Priorities 6:00-6:15 PM
  - a. Jared is still waiting for complete file dump of minutes and agendas.
  - b. Jared looking for review of development site before he shuts down old site:  
<https://dev.cvfiber.net>
8. Discussed DPS RFP for Feasibility Study of Electric Companies Offering Broadband Service
  - a. Someone from Board/Committee needs to stay on top of this.
  - b. Proposals were due on July 1, 2019.
9. Discussed Pros and Cons of fiber in electric space,
  - Requires ADSS Fiber
  - Requires technicians with more training.
  - Harder to do splices
  - Lower Make Ready Costs
  - Delay time saving
  - Frequency of Drops



## Discussed Elements of Feasibility Study

- Need to Understand Rate Schedule Options as part of Feasibility Study
  - Varied
  - One
  - Subsidized
- Consultation Coordination
  - How to get more input
- Software—demand aggregation software.
  - Crowd Fiber
  - COS—Swedish
  - Neighborhoods-have them fight it out.
- Training Program
  - Vermont Tech Schools-Curriculum
  - Apprenticeship Program