

**WiredWest Executive Committee Meeting Minutes**

**Date / time:** Wednesday, May 25, 2016 6:00 PM,

**Location / address:** Hampshire Council of Governments, 99 Main Street, Northampton, MA

**Meeting called to order at** –

**Attendees from EC** – Jim Drawe, Charley Rose, Bob LaBrie, MaryEllen Kennedy, Holleran Greenberger, Becky Torres

**Guests** – Jeremy Dunn, Tim Newman, the Uptons from Worthinigton

1. **Approve minutes of previous EC meeting** - Approved, Bob Labrie abstaining
2. **MBI Update** – Jim attended UMass meeting (Montague, Hardwick cable expansion) DTC Commissioner chaired the meeting, seems she is the decider. Follow on comments to DTC, 2 day limit. No hint on when decision will be made. Hardwick, Montague and Princeton attendees expressed interest in working with WW.

Response from Katie Stebbins for Bill Ennen & Peter Larkin – trying to set up a phone call with Charley & Kimberly in response to request for meeting with WW. The goal of the meeting is to be reinstated as part of the Last Mile Project. We’d want a 2-3 hour meeting in person to present our case. Charley will push for in person meeting with EC.

Shutesbury concall – They have 4 person team (plus 2) meeting with only 2 Shutesbury BB ctte members.

Charley reported on Bill Ennen meeting – he understands the need for regionalization, especially for smaller towns. His job is to get the project moving as fast as possible, stated he didn’t want to be between WW & the state. Governor’s chief counsel is reviewing WW documents (they may have out of date information). The next step is pole surveys, but they need to know which towns are in before issuing RFPs. That’s why they are starting with 6 towns (Bill’s choice of towns). Asked about coverage goals, Bill offered to provide costs for subs only or all. Towns should state whether they want to be in a regional group. Bill ‘helped design the middle mile’ (but not the final design done by federal gov’t). Expects 1 person from Governor’s legal team & WW representative to work on WW plan. Bill seemed receptive to working with Verizon, which is giving up ownership of poles to the power companies, we could request overlashing their copper which will cut down on makeready. MBI (under Patrick) had meeting to streamline makeready, no real result. Makeready costs are about 35% of project costs.

David Dvore’s meeting with Bill E they are working hard on what can be started immediately, not trying to plan entire network. Bill is not in favor of wireless. Governor doesn’t like to see too many people involved; Peter Larkin essentially replacing the MBI board. What needs to happen: Financial review by DLS, review of town’s plan by MBI professional team. Thinks there’s not much of a role for MBI now. Peter L & Bill E seem to be in favor of regionalization, but to bring it in later. Bill has short term focus on getting things going, Peter Larkin is thinking about the overall strategy and future.

Jeremy – we should offer to let them work on the capital side and help by working on the operational issues.

Mr. Upton would like to see a comparison of WW plan vs. standalone, including cost of build and subscriber rates. There’s not much difference in construction costs (slightly higher for regional), but operations will be costlier for standalone.

Contract between MBI and Axia states maximum price they may charge and they are charging the maximum. Unlikely to get lower prices at this time, Axia not making money.

Jim will contact Frontier & Matrix to present proposals. Would like to ask Matrix for next Friday evening. He will ask Sertex to come back with more details (Becky thinks Sertex person said they can’t do TV). He also spoke to someone who sells VoIP switches and recommended a company who can do VoIP for ~$8.15/subscriber. Tim suggests followup with HG&E re their network operations and possibly additional services. He asked for a high-level proposal for a regional network which could help us.

Tim - New Marlborough BB ctte has spoken to Frontier & others. They had done an RFI and multiple companies responded.

Policy questions we should ask – probably of Peter Larkin. Jim D asked EC to consider what else we should ask.

* Overlashing,
* Verizon
* State money first
1. **Committee Updates** –

**Finance** – no reimbursement from MBI yet – submitted 4 warrants – 2 denied. Dispute on CTC invoice. Terminating CrowdFiber on June 1. Jeremy – redirect register.ww.net to a page on our site (and shorten TTL beforehand).

MEK to contact Greg at CF for data before shutdown.

[Jeremy, looking into details of “shiny model” – plans to sit with his BB ctte to analyze. He sees low $90/month fee, including debt service. Jim D – shiny model tells you what ARPU needs to be, but doesn’t show revenue side, hard to account for all costs per customer in the aggregate model – can tweak to get individual town numbers. ARPU is dependent on number of customers. David D thinks MBI is aware of VZN plan to get out of DSL. Jim D – outsourcing at wholesale (10-15k customers) may leave margin for profit that retail outsourcing doesn’t – but single town can’t do wholesale].

**Outreach** – Bob L. suggested the committee defer meeting until after WiredWest meets with Peter Larkin/Bill Ennen. Tim’s had initial talks with press (NYTimes & PBS Newshour) – followon deferred until after meeting. He gave them some background. Charley pitched story to GBY based on Berkman report, not sure he should continue pushing.

1. **Plan for meeting with MBI** – see item 2.
2. **Need for new EC members** Jim Drawe– Monica announced withdrawal, EC needs to choose chair & vice-chair. Becky – we should try to fill the EC back to 6 or more**.** Asked for suggestions for EC some names mentioned were Bob Handsaker, Tim Newman, David Dvore, Kimberly Longey, Trevor Mackie, David Kulp, Jeremy Dunn, Russ Jolly. Must be the primary delegate for the town. The EC members must be nominated at a BoD meeting.

Not all towns have not been attending meetings, should we try to prune the member towns, e.g. cable towns?

1. **Action on deposits** – there is hope that we will provide service, so we agree to retain for now. Jim will add in the money to cover credit card charges when MBI reimburses.
2. **RFI estimates update** – should we invite potential vendors in and talk to them? Or write & publish and RFI and see who responds? Becky, do both**.** There is a state location to publish RFIs, but some of our prospective vendors may not see them. Concern about having multiple vendors performing separate functions – will that be harder to manage? Jim – advantage of single product vendors – simpler if we want to bring service in-house over time. We need to look at both options. IF we can persuade Peter & Bill that we can help with operations, may be able to get some help from them in writing an RFI. Services which will be needed: Phone, ISP, customer service, billing, network operations. Each EC member should take one service and research potential vendors. Need to specify to Peter & Bill that we need to negotiate and if they limit potential vendors that will weaken position. We should have our meeting with them before putting energy into finding vendors.
3. **Review May 21, WiredWest Board meeting in New Salem -**
4. **Review other ongoing work, including meetings, conference calls** –
5. **Other business which could not be reasonably foreseen within 48 hours of meeting –** Holleran announced that Colrain has withdrawn from WiredWest.
6. **Set next EC meeting** – Wed, June 1 same place 6pm.

**Adjourned at 9:37pm**