

**WiredWest Executive Committee Meeting Agenda**

**Date / time:** Wednesday, Nov 16, 2016 6:30 PM,

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

Attending: Jim Drawe, Bob Labrie, Charley Rose, David Dvore, MaryEllen Kennedy

Guests: Steve Nelson

Called to order at: 6:47 pm

1. **Approve minutes of previous meeting:** Wed Nov 9 – David Dvore moved, Bob Labrie second – all approved
2. **RFI followup:** no updates from FullChannel or Westfield G&E yet.
3. **Strategy for communication with Last Mile policy drivers:** Charley Rose – we should be more in touch with legislators as well. Steve Nelson – the SelectBoards & Finance Committees should be out front, with WW supporting them – legislators more likely to be receptive. Suggests we should have info sessions for town officials once the plan is approved by BoD. Jim Drawe to contact Adam Hinds to introduce WiredWest to him officially.
4. **MBI Update:** Bill Ennen offered to come to Rowe in response to David Dvore’s letter.
5. **Discuss Plan A2:** Jim Drawe handout – revenue per town, potential based on take rate – Jim had emailed to EC on Oct 28. Steve Nelson – we should only include the firm towns in our calculations. Jim Drawe noted poverty rates, which may account for low take rate in some towns. If we offer a phone only service, more people might subscribe. David Dvore, Steve Nelson concerned about the cost to provide phone only. Steve Nelson thinks phone & TV package would be attractive to older folks.

MaryEllen Kennedy to ask Doug McNally if there can be an alternate from Windsor, while sending a note re missed meetings.

David Dvore – thinks basic price must meet current DSL ($85), we should not promise debt relief. Towns cost of ownership – debt relief and depreciation reserves. A certain portion returned to towns based on investment, the rest on revenue.

Jim Drawe – costs: debt service, dep reserves, pole license & bonds, OSP insurance, electricity, OSP & ISP maintenance, ISP services (Internet, phone, TV, Cust Service, Billing, Network operations). All but ISP services vary by town (independent of customers). ISP services – fee includes ISP profit, OSP & ISP maintenance. ISP Fee + MLP fee needs to cover all costs, except debt & depreciation.

Could charge like Leverett: ISP fee + MLP fee per town or do it for all towns combined to cover the costs above. Some towns could add a per town surcharge, so subscriber fees can vary by town.

Jim Drawe – what if WW leases the network to the town for the cost of debt + depreciation? He’d like to avoid different costs for different towns.

1. **Committee Updates:**

Finance – Bob Labrie talking to Roland re: interest to be paid on refunds. This should be the rate we get for the escrow account, starting at when they signed up.

1. Review other ongoing work, including meetings, conference calls
2. **Other business which could not be reasonably foreseen within 48 hours of meeting:**

David Dvore – Graybar – sent proposal just for Rowe – it was expensive, but may be negotiated.

They are meeting on Nov 30 with Rowe. Jim to follow up with Sharon re interest in regional solution.

HCOG Legislative Summit Dec. 3 – to propose legislation which my help small towns. Jim Drawe chairing Broadband session – would like to see Internet access subsidies for families receiving school lunch subsidy.

Charley Rose – Matrix presented to Worthington. Town would only pay makeready, and police detail, no debt incurred. Town would have option to buy back network later.

Steve Nelson – we need to know who is really in and he’d like to see someone with consumer experience. We’d like to have more details about whether Matrix is interested in regional network. Jim will ask Calix to present on Nov 30 & Matrix on Dec 7.

1. Set next EC meeting – Nov 30 6:00 pm

Adjourn: 9:15 pm