



Executive Committee Meeting MINUTES

Date / time: Wednesday, January 23, 2013 3:00 pm

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

Meeting called to order at 3:15 p.m. EC Members in attendance: Monica Webb (chair), Reva Reck, Jim Drawe, Kevin Cahill, Steve Nelson, Glenn Cardinal, Jean Atwater-Williams (recording). Guest: Kevin Donovan.

1. Approval of minutes of 1/16/2013 - Jim moved to approve; Kevin seconded; all in favor.

2. Royalson letter follow up - The response letter to Royalston went out on Thursday, January 17th via email and USPS to the Town of Royalston; by email to the towns to whom Royalston had sent their correspondence, as well as delegates. Initial feedback indicates strong support of the EC's response, but we will continue to seek feedback.

3. Options for Management of WiredWest ISP - EC reviewed options and associated costs for putting a manager in place. Also, underlying rates and CAI subscriptions were evaluated. Initial analysis indicates that the CAI business will be challenging from the perspective of profitability and management. It was concluded that the ISP business may be more feasible initially if we focus on fewer, larger customers.

4. Long-term and short-term financing strategies and Cornerstone Proposal - Jim had a follow up conversation with Richard Rosmarin. Discussed his experience with RUS and his rates as well as the structure of the contract. EC members to perform due diligence and check references and compare similar. Also discussed forming a working committee to pursue the RUS funding. Monica reviewed her follow up with RUS.

5. West Stockbridge suggestion for BOD meeting topic - it was requested that the issue of whether towns should be asked to invest in the network be raised at the board level. Glenn moved that this should be on the agenda for the February board meeting. Monica seconded. All in favor.

6. Progress reports:

- a. Support Card campaign - GB sent out their support card mailing yesterday.
- b. Final Engineering Information from Matrix and other sources - tabled
- c. CAI phone bills and spreadsheet - tabled
- d. Legislative work - Steve and Monica reviewed the changes recommended by Dierdre.
- e. ISP business and financing plan - covered in item 3 above.

7. Review ongoing work, including meetings, conference calls - see item 4; Steve reviewed the

Governance group's work on the Confidentiality Agreement.

8. Other business which could not be reasonably foreseen within 48 hours of meeting - n/a

Meeting adjourned at 7:30 p.m.