



## **Minutes**

WiredWest Board of Directors Meeting

May 11, 2013 9:30 AM

Swift River School

201 Wendell Rd.

New Salem, MA 01355

Name tags and sign in sheet were made available and encouraged.

**Welcome and Introductions** - Sign-in sheet signatures were counted which assured a quorum. The meeting was called to order at 9:31 a.m. by Chairman Monica Webb who then thanked our hosts, Mary Ellen Kennedy and Kathy Soule-Regine for the buffet breakfast and for the arrangements.

**Presentation by Judy Dumont of MBI, questions, discussion** - Judy started by asking for member introductions which we provided. She thanked us for the amazing amount of work we have done.

Regarding MBI: Some underground work remains, asphalt plants are re-opened, most done. Pittsfield licensed conduit recently. Light Up plan has been changed to two phases, 1/2 in July, balance in August. Per Senator Ben Downey, the bond bill with the \$40M will pass at the earliest in the fall and possibly next spring, so Judy is pushing for it to be faster and urging us to do the same. No known opposition to the bill. Until bill MBI will have ~ \$3M on hand for further planning. Goal is 100% of homes at about \$100M. Less \$ means Wireless solution out at the end. Judy said not necessarily single provider, but tends that way if the private portion is big and powerful. She emphasized that her personal choice is open access but that may not be financially viable.

MBI-WW would pioneer "Rural on a Regional scale".

The talk was informal and allowed for questions throughout. There was good round of applause when Judy took her farewell.

**Approval of minutes from April 13th, 2013 meeting** - Peter Langmore moved and Jim Drawe seconded that we approve the minutes. Steve Nelson suggested to change a sentence fragment in Sharing of Confidential Information with Other Entities from "MBI has shared their pro forma" to "MBI will share their pro forma". All in favor as amended with two abstentions, David Kulp and Mike Crochiere.

## **Committee Reports**

- **Sales** - Glenn discussed the various ISP customer prospects. He is moving forward to help create a revenue making business. We now fully understand our costs and can offer pricing (\$675/month for 50M). Only variable is construction cost which Axia may help bear. Some off topic discussions about CAIs and local networks.

- **Marketing** - Town billing to the delegates for the Support Cards due out this week. \$3800 has been received from Steve's letter so far. Delegates are encouraged to continue to push for card completions. John Hardie had some pushback from his recent town meeting attendees about the money request. in Steve's email. Delegates agree they should get the bounced email info which David Howe will provide.

- **Governance** - Steve discussed the EC policy regarding how they might deal with shared confidential information. John Hardie had some concerns and was proposing more accounting of sharing which Steve Nelson attempted to resolve. Jackie DelRossi got a bit off topic talking about cable towns being served which became an extended conversation. Jim Drawe restated his/our desire to wire every home. Back on topic, EC is not looking for approval of the policy, just sharing it.

- **Finance** - Running low with about \$6K when it all settles down. Looking forward to the ISP income. A copy of the balance sheet was distributed.

- **Technology** - Kevin absent and his work on hold, so he is supporting Glenn on the sales calls.

**Other Director Input** - Monica solicited remarks about Judy's presentation. Stephen Harris had positive feelings about her attitude. Glad to see them (MBI) turning to us for partnership. RUS is still supportive of us. Need to stay aware of cable company activity. Monica reported that the only other major communication regarding our relationship was with Judy when she was arranging her talk today. Judy pressed to come as early as possible. Jim related the complexities of RUS funding since they insist on real \$\$\$ in bank, not bonds issued and not sold or \$\$ from future Government bonds. Steve recounted that Judy said the \$40M was because of Wired West and he was happy that was said. Thanks from the floor to EC for bearing thru all these difficult times. David Kulp suggested making the BOD meeting less frequent (every other month, every 6 weeks). Generally speaking most expressed very positive feelings about Judy's talk and the future relationship with MBI.

**Other business which could not be reasonably foreseen within 48 hours of meeting** - None

**Confirm and Schedule next BoD meetings** - June 15th Lanesboro, July 13 in Royalston (may have to change town).

**Adjourn** - Jim Drawe moved that we adjourn the meeting at 12:14 pm and Mary Ellen Kennedy seconded. All were in favor. Meeting adjourned.

Respectively submitted,

David Howe (temporary acting recording secretary)