



## **WiredWest Executive Committee Meeting Minutes**

**Date / time:** Wednesday, October 12, 2016 6:00 PM,

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

Attendees: Jim Drawe, Bob Labrie, David Dvore, Jeremy Dunn, Charley Rose, MaryEllen Kennedy

Guests:

Meeting called to order at: 6:09 pm

1. Approve minutes of previous meeting – Wed Oct 5, 2016 – Bob Labrie moved, David Dvore seconded – all approved. Bob Labrie abstained
2. RFI response evaluation – How to proceed? Jim prefers to choose a full service responder (or group of vendors) who can provide the whole solution.  
Jeremy wants to have at least one alternative vendor, better negotiating position – we should investigate Westfield G&E. But they may not be interested in expanding potential area. Becket & Blandford may have a proposal from WGE. Charley concerned that WGE lacks broadband experience. They seem very well organized and are competing with Comcast. WGE offers Internet only, partners with OOMA for VoIP. We will contact WGE.  
FullChannel/Sertex seems to have the most complete solution, so Jim will contact them for to start negotiation.  
WW should get a quote from Graybar/Corning/Fujitsu.  
Matrix may be forming a consortium with Cornerstone, so we'll watch that.  
WideOpen networks – open network concept, which may not work for us.  
Jeremy doesn't see that we can cover all services with a combination of responding vendors. We don't have enough knowledge to combine multiple vendors to supply a full service suite.  
WW is locating a solution for the towns. Charley, there needs to be an entity combining all the towns. Jim WW would get the revenues (and discount) to save money for towns.  
Meetings with vendors should be non-public business sessions – do not require posting or minutes.
3. MBI Update – letter today announced they are doing RFP for private providers. They are looking at Axia, Frontier...  
Jeremy – New Marlboro just issued an RFP  
Rowe's pole survey delayed 1 week to Oct 31, training new people. Ashfield (& Egremont) have started. Goshen submitted last week, under review and waiting for greenlight.
4. Discuss Plan A2
5. Committee Updates

Finance Committee – we've spent \$47,313 so far leaving \$32,687 available from MBI grants. We need legal opinion about whether MLP Coop is subject to 30B procurement. Also, opinion on whether Town Meeting articles using WW/regional coop will still be valid.  
Credit card charges \$6,000.

Credit card fees – only can count charges incurred after July 1, 2015. We can ask MBI for an extension of time for using the grant money.

MEK to send Bob Labrie the CF spreadsheet & explanation of how to filter to id credit card charges since July 1, 2015.

Outreach Committee meeting on Sunday evening. Working on letters to towns for contributions.

6. Review other ongoing work, including meetings, conference calls

Monday meeting – with Rural Policy Advisory Commission. Some points:

- MBI giving much higher subsidy to Comcast than Last Mile FTTH
- David Dvore – the middle mile policy – he’s trying to get it removed from MBI contracts
- MBI is now waiving the ownership policy for private companies, should do same for MLP coop
- Jim to give short history of WW
- \$18M Professional Services pool – what is MBI doing with that? Towns have different proportions of allocation of professional services vs. construction. Jim Drawe stated the formula for construction was related to the number of poles [& premises?].
- Make copies of MBI Dec 14 presentation (on WW website)
- Need for fault-tolerant middle mile. Hilltown Health Center replaced their connection due to outages.
- Operating costs – biggest part is debt service & depreciation reserves. The lower cost of the build, the more affordable for the towns.
- Suggesting changes MBI could make that would be beneficial to towns. E.g. every town connecting to MBI123 adds ~\$950k to cost to towns. (Axia is losing \$3M/year on middle mile. State will need to subsidize or sell – could sell towns parts of the middle).
- Our main point – there are ways to save money for towns– suggest some changes that could help.

Website – David Dvore has been updating, Greenfield Recorder Diane Brancaccio probably monitors Facebook – she called Jim which led to a front page article today.

Steve Nelson had a recent editorial in Berkshire Eagle.

Charley – Joe Kearns working on spreadsheet showing impact if debt repayment charged to subscribers. Worthington TM decided to elect MLP members – will have a special election – may combine with debt exclusion (another Special Town Meeting not yet scheduled).

7. Other business which could not be reasonably foreseen within 48 hours of meeting

Bob Labrie – how to keep towns which are not still WW informed and explain why we can’t just give back the money in bulk.

8. Set next EC meeting; Oct 19

Adjourned: 8:33 pm