Present: Christopher Land (C), Susan Moran (VC), Christopher Simmler (C), Paul Burke (T), Brooks Bartlett, Michael Galasso, Patti Haney

8:36* CALL TO ORDER
A quorum was established. The Chairman called the meeting to order.

8:36 PUBLIC COMMENT
None

8:37 TECH PARK
- The Chair and Vice-Chair stated an overview of the information regarding a proposed extension of the Tech Park Development Agreement; as was sent in a certified letter to all Tech Park Owners from the Falmouth EDIC in November 2018.
- Atty. Moynihan provided an overview of the information she learned via her conversations with the CCC regarding the Tech Park Development Agreement, and what was summarized in a November 2018 letter to the Falmouth EDIC and which was shared within the certified letter to the Tech Park Owners.
- Simmler and Galasso reiterated that the EDIC will still be available to partner with the Tech Park Owners to support the continued development of the Tech Park but to reduce the regulatory process to develop the property to 100%.
- Moran requested that the Board translate and clearly state what the EDIC commitment to the Tech Park will be in terms of funding and specific interests and activities.
- It is noted that 4 Tech Park property owners/representatives attended this board meeting.
- Dan Webb, Tech Park Owner thanked the EDIC for the invitation. He said that Atty. Moynihan was quite clear that obtaining would be very difficult if not impossible, as well as very expensive. Webb stated he did not believe that anyone in the Tech Park would want to pursue an extension of the Development Agreement. He noted he appreciated all the work and legal support that the Falmouth EDIC provided on this subject.
- Simmler inquired to attending Tech Park Owners if there were any examples of issues where property was not able to be developed because of any regulatory issues. No comment was provided.
- Land requested that Webb work with Tech Park members to appoint a person to work with the Falmouth EDIC on what efforts can be taken together to continue the Tech Park development.

9:06am GUEST SPEAKER
- Lafrance is attempting to build a hotel on the corner of Scranton and Main Street in Falmouth.
- Lafrance has been in business since 1955 – with White’s of Westport, MA – a banquet facility.
- Lafrance entered the hotel industry in 1985 throughout NE and FL.
- Affiliated with Hilton, Choice and Marriott brands.
- Dufour said their desire is to always hire locally for all levels, with job fairs.
- Target date to begin construction is the end of 2020.
- Proposing a 79-room, mixed use hotel. All parking is behind with some underground parking. Gambrel design 2-story building, natural wood shingles. Water views will be had by 2nd floor hotel rooms.
- Old building will be demolished with a total rebuild for the hotel.
- Building rendering is being worked on now, they will return with copies to FEDIC when completed.
• Looking at the affordable housing component – either funding for or actual offsite housing.
• Land and Haney suggested that Lafrance involve the community and their feedback regarding the hotel’s design, appearance and traffic/transportation issues.

9:26 COMMITTEE REPORTS

SUMMARY OF DECEMBER 7TH GOALS AND MISSION MEETING - Christopher Land
• The mission statement was revised.
• Funding parameters were defined for when entities request funding.
• Focus must be on the EDIC mission and not overly focused on financial revenues.
• Decided to hire an Executive Director on a PT (16-20 hrs. per week) basis to move mission goals forward. To provide $50K a year compensation for 3 years for this contracted role. Simmler and Galasso to work on a job description.
• The 3 goals for the next 3 years were defined.
• See December 7th meeting minutes for complete details.

FALMOUTH STATION – Chris Simmler, Lynne Broderick
• Chef John is keeping the Station open extended hours for winter for a fee; until 5:15pm when the last bus departs.
• Simmler advised the documents to Patronicity for funding from Mass Development is under review. Should know more in the next couple of weeks.
• Broderick advised the Ad sell sheets will begin being mailed next week and will proceed into January.
• Alan Whittaker to inspect for rusting issues in the Station bathrooms.
• Haney advised that it will be important to note that Electric Bikes will not be allowed on the Bikeways in Falmouth due to high traffic and pedestrian issues.

REAL ESTATE
• Brooks Bartlett volunteered to be the RE Representative for the Falmouth EDIC Board.
• MOTION: Land made a motion to appoint Bartlett as RE Representative for the Falmouth EDIC Board. Moran 2nd. All in favor. Passed.

LANDFILL SOLAR DEVELOPMENT PROJECT – PHASE 2 – Michael Galasso
• Eversource provided an impact study, however, without a cost estimate. Once a cost estimate is done, an interconnection service agreement should follow shortly thereafter.
• The wind turbines are still on the circuits, and this will affect costing.

FINANCE – Paul Burke
• Burke said the loan to the FFS for a 0% loan is simple and will be done this month. He inquired who was to sign for the loan.
• MOTION: Moran made a motion to allow Burke to be the sole signatory for the loan to the FFS. Haney 2nd. All in favor. Approved.
• Burke presented the January 8th, 2019 warrant in the amount of $21,024.84. The warrant was higher than normal due to a $5K Audit expense. $2,500 to CCYP and the $5,900 for the website update.
• Galasso requested that Broderick investigate a wireless alarm system to reduce Verizon expense at the Falmouth Station.
• Galasso requested that the CCYP display the EDIC logo at any of the events/activities held using the funds the EDIC granted. Broderick to contact CCYP to request. Land suggested that this request be made to all organization in the future that the EDIC assists with funding.
• MOTION: Bartlett made a motion to approve the January 8th warrant in the amount of $21,024.84. Moran 2nd. All in favor. Approved.

OPEN CAPE – Brooks Bartlett, Michael Galasso
• Galasso did an updated economic analysis. $280K for entire project. $80K received to date.
• Started working on permissions for lines on the poles.
• A bit of resistance from Merchants on paying the connection fees.
• Asking Mass Development for a Bridge Loan to be repaid once the State provides the money for the project; $200K was approved but EDIC is uncertain of method or time of receipt.
• Grant cites that the project must be completed by June 2019.
• Galasso advised that the plan should the $200K not be provided by the State, the EDIC would be repaid for the Bridge Loan by a monthly fee attached to each Users invoice. The EDIC would also ask Open Cape to provide a corporate guarantee on the loan – to share with loan responsibility.
• There will be on-going income source to the Falmouth EDIC from Open Cape.
• Moran questioned the newly budgeted payment to the Chamber of Commerce; believing it is part of their business model to support local businesses. Moran stated the EDIC is paying for Council and managing the project, so she agrees with a management fee to the EDIC. Moran requested in the future these types of fees should be discussed in advance. Galasso to speak to Michael Kasparian about this paid service.

E for All – PITCH CONTEST – Brooks Bartlett
Bartlett is attempting to meet before the end of the month with E for All and CCYP to discuss a potential joint effort event.

AMENDED AND RESTATED BYLAWS 2007
• Broderick reminded that Board that Atty. Moynihan suggested a sub-committee be formed to do a thorough review of her edited red-lined November version of the Bylaws.
• Moran volunteered herself and Chris Land to form to sub-committee to review, and to bring to the Board at the February Board Meeting.

10:08 EDIC ADMINISTRATIVE BUSINESS
• MOTION: A motion was made by Simmler to approve the November 13th, 2018 Meeting minutes. Moran 2nd. Haney abstained. All others in favor. Approved.
• MOTION: A motion was made by Moran to approve the December 7th, 2018 Meeting minutes. Haney 2nd. Galasso abstained. All others in favor. Approved.
• MOTION: A motion was made by Simmler to approve the December 11th, 2018 Meeting minutes. Haney 2nd. Land, Moran and Galasso abstained. All others in favor. Approved.

10:11 FUTURE AGENDA ITEMS/ SPEAKERS
• Moran requested that we move forward quickly with the Executive Director hiring and with ED and Administration job descriptions. Moran requested that draft of ED job description as soon as possible.
• Land suggested that Moran send the draft of job description to Town Council for procurement advice.
• Galasso requested a Mixed Use Co-Working Space presenter for the February meeting.
• MOTION: Simmler made a motion to create a Co-Working Space sub-committee. Galasso, Simmler and Haney volunteered. Moran 2nd. All in favor. Approved.
• Galasso advised of an office space available and being offered to the EDIC at the Falmouth of Chamber. Rent is $500 -$700 - all inclusive. Board agreed someone would go to Chamber to look at the office space available.

10:20 ADJOURNMENT:
MOTION: Haney made a motion to adjourn Public Open Meeting session. Simmler 2nd. All in favor. Approved.

NEXT MEETING – February 12th, 2019, 8:30 AM
*Times listed are intended merely for guidance