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193 pages

COMMONWEALTH OF MASSACHUSETTS

TOWN OF FALMOUTH

ANNUAL FALL TOWN MEETING

Lawrence School

Lakeview Avenue

Falmouth, Massachusetts

TOWN CLERK: Michael Palmer

MODERATOR: David T. Vieira

Tuesday, November 12, 2013

7:00 p.m.

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1                   P R O C E E D I N G S

2                   THE MODERATOR:    Okay, would all Town  
3                   Meeting Members present please come forward, take  
4                   your seats.    Don't forget to check in this  
5                   evening.    I want to remind all Town Meeting  
6                   Members that attendance will be published in the  
7                   Falmouth Enterprise.

8                   Our tellers this evening: in the first  
9                   division will be Mr. Netto; in the second  
10                  division will be Mr. Dufresne; and in the third  
11                  division will be Mr. Hampson.

12    [Pause.]

13                  THE MODERATOR:    All Town Meeting  
14                  Members present please rise for the establishment  
15                  of the quorum and the tellers will return a  
16                  count.

17    [Pause.]

18                  MR. NETTO:     43.

19                  THE MODERATOR:    First division 43.

20                  THE MODERATOR:    In the third division,  
21                  Mr. Hampson?

22                  MR. HAMPSON:    67.

23                  THE MODERATOR:    67.

24                  In the second division, Mr. Dufresne?

1 MR. DUFRESNE: 94.

2 THE MODERATOR: 94.

3 By a counted vote of 204, we have a  
4 quorum and I'll call the Annual Town Meeting into  
5 session.

6 All present please rise for the  
7 presentation of the colors by the Brian Baru Pipe  
8 Band and Boys Scouts Troop 42.

9 [Colors presented.]

10 THE MODERATOR: Please join me in the  
11 Pledge of Allegiance.

12 [Pledge of Allegiance taken.]

13 THE MODERATOR: At this time, we'll  
14 have the National Anthem by the Falmouth Town  
15 Band Brass Choir.

16 [National Anthem played.]

17 THE MODERATOR: At this time, I'll  
18 recognize Andrew Putnam for our invocation.

19 MR. PUTNAM: Heavenly Father, may our  
20 meeting this evening be not only an exercise of  
21 care and concern for our community and its  
22 residents, but also an example of how a community  
23 can agree and disagree and still be a community.  
24 We ask you to watch over and protect our

1 families, our community, our nation and our  
2 world. May your gift of peace become a reality  
3 for all. Amen.

4 THE MODERATOR: At this time, the Brian  
5 Baru Pipe Band will play Amazing Grace in honor  
6 of our veterans, and also during this time if we  
7 could pause to remember the tragedies - the  
8 natural disaster that's happened in the  
9 Philippines.

10 [Amazing Grace played.]

11 [Moment of Silence.]

12 THE MODERATOR: Colors post.

13 Ladies and gentlemen, the Brian Baru  
14 Pipe Band, Boy Scouts Troop 42 and the Falmouth  
15 Town Band Brass Choir.

16 [Applause.]

17 THE MODERATOR: Okay, the first thing  
18 we're going to do tonight is swear in our new  
19 Town Meeting Members. Mr. Clerk.

20 CLERK PALMER: The following people  
21 please rise. David Bailey, Albert Fitzelle,  
22 Paul Ketchum, Richard Latimer, Deborah Maguire,  
23 David Martin, Jean McCluskey, Thomas Peterson,  
24 Peter Waasdorp.

1                   Wendi Buesseler, Anne Dewees, Robert  
2                   Dugan, Lois Girard, Sia Karplus, Tracy Mincer,  
3                   Brian Nickerson, Gerald Potamis, Tiffany Van  
4                   Mooy.

5                   John Alves, Jesse Bishop, Dale Kapp,  
6                   Milton Kelley, Betty Lynch, Rebecca Moffitt,  
7                   Harold O'Connell, Ann-Beth Ostroff, Fred Ravens,  
8                   Christopher Shea.

9                   Todd Bidwell, Paul Brodeur, Jared  
10                  Goldstone, Donald Hoffer, Maureen O'Connell,  
11                  Christopher Palmer, Barbara Schneider, Scott  
12                  Thrasher, Wendy Vogel.

13                  Ruth Brazier, Russell Ferreira, Lynn  
14                  Grant Major, Michael Kasparian, Nicholas Lowell,  
15                  Heidi Marotta, Kevin Murphy, Pam Polloni, Debra  
16                  Rogers, Robert Young.

17                  Annie Hart Cool, Kathryn Elder, Marc  
18                  Finneran, Maureen Harlow-Hawkes, David Moriarty,  
19                  John Noonan, Donna Noonan, Nason Swain, Eric  
20                  Wheeler.

21                  Mark Alliegro, Mary Ann Alliegro, Gary  
22                  Anderson, Margaret Borden, Jeffrey Brodeur,  
23                  Kathleen Driscoll, Thomas Gustin, Herbert Luther,  
24                  Robert Medeiros, Richard Swain, Anthony

1 Tolentino, Stella Tolentino, Jacques Tompkins.

2 Linda Davis, Robert Dion, Austin Heath,  
3 Jason Hyatt, Leslie Lichtenstein, Alyssa Pohlman,  
4 Laurie Robbins, David Salter, Edward Schmitt.

5 David DuBois, Richard Goulart, David  
6 Haddad, Peter Hargraves, Clayton Jones, Francis  
7 Keohane, Andrea Keohane, Adam Perry and Gregory  
8 Pinto.

9 Please all rise and repeat after me: I -  
10 state your name -- do solemnly swear that I will  
11 faithfully perform the duties of Town Meeting  
12 Member according to the best of my abilities and  
13 agreeable to the Constitution and Laws of the  
14 Commonwealth of Massachusetts. So help me God.

15 Congratulations.

16 [Applause.]

17 THE MODERATOR: Welcome to our new Town  
18 Meeting Members. We did the orientation a few  
19 weeks ago and about half of the room were brand  
20 new Town Meeting Members who had actually never  
21 been to a town meeting before. So, welcome.

22 For those of you that might be  
23 interested in reviewing some of the procedures  
24 that we outlined at the orientation, it's now

1 available on the Town website. If you go to the  
2 Town Meeting page, you can actually play the  
3 video right on the Town website. Thanks to  
4 Channel 15 and FCTV for making that available to  
5 us.

6 This evening, we had the flags presented  
7 by Boy Scout Troop 42 and a number of the members  
8 of the troop are in the back right hand - to my  
9 right. They're here tonight to work on their  
10 Citizenship and the Community merit badge. So I  
11 want to welcome the rest of the members of Troop  
12 42 and hopefully you'll enjoy this beginning of  
13 your merit badge and then I'll be working with  
14 them over the next few months to complete their  
15 citizenship merit badge.

16 [Applause.]

17 THE MODERATOR: We have two visitors  
18 here tonight from Houston, Texas. They see town  
19 meeting as an unexpected educational bonus to  
20 visiting New England and being here in Falmouth.

21 [Laughter.]

22 THE MODERATOR: And they feel that  
23 learning how representative government works will  
24 help them get more connected, and I'd like to

1 welcome Janice Hambrick [sp?]and Brent Grennier  
2 [sp?] in our middle section of the back, welcome.

3 [Applause.]

4 THE MODERATOR: We have Thanksgiving  
5 coming up right around the corner and I want to  
6 announce that the Falmouth Service Center the  
7 Sunday before Thanksgiving will be open from noon  
8 to 4:00. Accepting donations, particularly  
9 turkeys this year. They were telling me that  
10 that's one of the things that they really need.  
11 Donations have been a little bit down in that  
12 area, so bringing in some fresh turkeys between  
13 noon and 4:00 the Sunday before Thanksgiving  
14 would be a big help.

15 At this time, I'd like to start with the  
16 dispensing of the reading of the Warrant.

17 Mr. Chairman of the Board of Selectmen  
18 for a main motion.

19 CHAIRMAN PUTNAM: Mr. Moderator, I move  
20 to dispense with the reading of the warrant  
21 except for the Officer's Return.

22 THE MODERATOR: Okay, you've all heard  
23 the main motion to dispense with the reading of  
24 the warrant. All those in favor signify by

1 saying aye.

2 {Aye.]

3 THE MODERATOR: All those opposed, no.

4 [None opposed.]

5 THE MODERATOR: The ayes have it  
6 unanimous.

7 At this point, I'll read the officer's  
8 return of the warrant. By virtue of this  
9 warrant, I have this day notified and summoned  
10 the inhabitants of the Town of Falmouth qualified  
11 to vote on town affairs, as said warrant directs,  
12 by posting an attested copy thereof in Town Hall  
13 and in every precinct in the town. Signed by  
14 Constable Jim Crossen.

15 Mr. Clerk, I ask that the warrant become  
16 an official part the record.

17 At this time, the Chair would entertain  
18 a motion for non-Town Meeting Members to sit up  
19 front with their respective boards and  
20 committees.

21 FROM THE FLOOR: So moved.

22 THE MODERATOR: So moved. All those  
23 in favor, signify by saying aye.

24 [Aye.]

1 THE MODERATOR: All those opposed, no.  
2 [None opposed.]

3 THE MODERATOR: The ayes have it  
4 unanimous.

5 At this time, the Chair would entertain  
6 a motion for all Town employees who are not  
7 residents of the Town of Falmouth to have the  
8 right to speak on all issues before the Town  
9 Meeting.

10 FROM THE FLOOR: Moved.

11 THE MODERATOR: So moved. All those in  
12 favor, signify by saying aye.

13 [Aye.]

14 THE MODERATOR: All those opposed, no.  
15 [None opposed.]

16 THE MODERATOR: The ayes have it  
17 unanimous.

18 Normally we'll have a notification of  
19 public hearing by the Planning Board, but there  
20 are no planning articles.

21 And so, at this point I'd like to direct  
22 your attention to the last page of your warrant  
23 book, and we'll briefly review some Rules for  
24 Town Meeting.

1 Speaking and Voting. Registered  
2 voters, residents and taxpayers of the town may  
3 speak on any article in the warrant. Persons who  
4 are not voters, residents or taxpayers of the  
5 town may address the Meeting only with the  
6 consent of a majority of those present.

7 Only Town Meeting members may vote.

8 Motions and Amendments. Motions and  
9 Amendments may be made only by Town Meeting  
10 Members.

11 Two amendments will be accepted on any  
12 article.

13 Long or complicated motions, and other  
14 motions which he shall so request, shall be  
15 presented to the Moderator in writing.

16 Reconsideration. Reconsideration will  
17 be allowed at any time during the meeting if the  
18 article does not involve the appropriation of  
19 money.

20 If the article involves the  
21 appropriation of money, notice of reconsideration  
22 must be given within 30 minutes of the vote on  
23 the article. Reconsideration may then be  
24 allowed at any future time.

1           The Moderator shall determine if the  
2 motion to reconsider is in order. Motions for  
3 reconsideration must be made on substantially new  
4 information not available to the Meeting at the  
5 time of the original debate. The motion to  
6 reconsider is not debatable.

7           Our Hours of Operation, the first night  
8 seven o'clock; subsequent nights will be seven  
9 o'clock, and we'll close at 11:00 unless we get a  
10 two-thirds vote by Town Meeting to stay longer.

11           Now, normally we would start by doing a  
12 blanket vote, but tonight we have quite a few  
13 reports to do and I'm going to just jump right in  
14 with Article 1 and we'll go through the warrant  
15 article by article.

16           So, at this time, Madame Chairman for a  
17 main motion on Article 1.

18           CHAIRMAN MAGNANI: Mr. Moderator, I  
19 move Article 1 as printed.

20           THE MODERATOR: Okay, Article 1 as  
21 printed, this is to hear reports. The first  
22 organization I have is the Board of Selectmen.

23           Mr. Chairman.

24           CHAIRMAN PUTNAM: Good evening, Ladies

1 and Gentlemen. Brent Putnam, Chairman of the  
2 Falmouth Board of Selectmen. It's always good  
3 to look back, see where you started, see what  
4 progress you've made or lack thereof.

5 Next slide, please. And we've come a  
6 long way. In 2010, I stood before you all and  
7 reported that our Town Manager had resigned, our  
8 Free Cash had been depleted, and our bond rating  
9 had slipped. And my, what a few years can make.

10 Financially speaking, we're better off  
11 today than we were three years ago. We have  
12 millions in Free Cash and we'll still have well  
13 over a million in Free Cash once we're done this  
14 evening. We have a Stabilization Fund, a Capital  
15 Stabilization Fund, that is growing. A new  
16 financial system that is getting implemented and,  
17 not listed here but also worth noting is  
18 addressing the liabilities associated with the  
19 Post Employment Benefits that our retired Town  
20 employees have.

21 Next slide, please. But, while there's  
22 cause for celebration, there's still much work to  
23 do. The Committee Handbook, long discussed but  
24 also long shelved, has been reviewed, submitted

1 for feedback, and will soon be distributed to all  
2 the boards, committees and commissions. The  
3 Board has been working on making our hearings  
4 more consistent so that every applicant can  
5 expect the same process when appearing before us  
6 to get a license.

7 In order to address concerns about  
8 transparency, we've started a T.V. show on  
9 Falmouth Community Television, the government  
10 channel 15, called Behind The Board. It's a  
11 monthly show -- maybe more frequently if we can  
12 pull it off -- and it delves into the details of  
13 Town government and gives the public the  
14 opportunity to call in and ask questions.

15 Early next year the Board will be  
16 holding a workshop on committee oversight and  
17 management, and one of the topics will be a  
18 discussion about merging if not disbanding some  
19 committees.

20 With several active and pending court  
21 cases, the fate and future of our wind turbines  
22 remains in doubt. In September, the Board voted  
23 to run the turbines 16 hours a day from 5:00 a.m.  
24 to 9:00 p.m. as a compromise between the state's

1           desire that we run them more frequently and the  
2           neighbor's concerns about sleep deprivation.  
3           There is a pending decision that we may discuss  
4           tomorrow evening.

5                       Next slide, please.    In June, the  
6           Capital Advisory Committee made a number of  
7           recommendations, and we are exploring them.  Last  
8           week the Board approved a mooring rental pilot  
9           program in West Falmouth Harbor which should be  
10          able to generate revenue as well as increase  
11          access to the water.

12                      In a few weeks we'll be meeting with the  
13          Planning Board and one of the topics will be the  
14          Committee's recommendation to put parking meters  
15          back in the Main Street area.  And of course  
16          tonight we're recommending a management - energy  
17          management services contract, an ESCO for short.  
18          And, it's interesting that the parking meters and  
19          the ESCO have two things in common.  One is that  
20          they're tools.  Tools in our toolbox, if you  
21          will.  For funding capital projects.  But of  
22          course there's also a resistance to both of them.

23                      You see, one way or another, Folks, we  
24          have to devote funds to the mid-sized capital

1 projects, and that was the mission of the Capital  
2 Advisory Committee. They're projects that are  
3 too big to be funded through the Operating Budget  
4 and yet they're too small to stand on their own,  
5 as overrides. This is what the Capital  
6 Stabilization Fund is for, but it needs these  
7 funding sources.

8 We have the Meals Tax; it's been very  
9 successful. But it's unfortunately not enough.

10 And that brings us to this evening's  
11 warrant. The Charter requires that the Board  
12 recommend major courses of action to Town Meeting  
13 and we have a few this evening that we would like  
14 you to support and to vote in favor of.

15 Article 17, already mentioned, is the  
16 ESCO, and we are recommending that you approve  
17 this. It will allow us to fund some of those  
18 mid-sized capital projects by using the savings  
19 in energy costs. More importantly - most  
20 importantly, it would get the projects done  
21 without asking the taxpayers for a debt exclusion  
22 or a capital exclusion.

23 Article 16 includes a variety of capital  
24 projects. One of them, the municipal space

1 improvements, will likely create some discussion  
2 this evening. Town Manager Suso will give you  
3 some more details, but we've been trying to get  
4 the Veteran's Services out of the basement and  
5 Town Counsel into Town Hall for some time, now,  
6 and so we ask that you support this request to  
7 make it happen.

8 Please note that there are additional  
9 pages in the back of your warrant book this  
10 evening. Each one has a specific capital  
11 request. You all asked for more detail and we've  
12 provided it.

13 Article 41 will add a flow neutral bylaw  
14 so that we are eligible for low interest or  
15 excuse me zero interest loans at the state level.  
16 Article 42 will allow us to extend betterments  
17 for as long as 30 years, making them more  
18 affordable to homeowners. Article 43 would  
19 exempt eco toilet installations from sewer  
20 betterments, encouraging homeowners to install  
21 them so we can test these alternative systems.  
22 And we recommend all of these, so that we can  
23 move forward with our wastewater plans.

24 So we've come forward, we've come a long

1 way. We still have a long way to go. We hope  
2 for your support this evening and tomorrow  
3 evening, if we go that far.

4 Mr. Moderator, that concludes my report.  
5 I'd be happy to take any questions.

6 THE MODERATOR: Okay, thank you.

7 Any general questions for the Board of  
8 Selectmen? Okay, Mr. Dufresne.

9 MR. DUFRESNE: My question to the Board  
10 of Selectmen. A number of years ago when the  
11 parking meters were removed from Main Street by a  
12 committee, the Finance Committee took great  
13 exception and spoke on Town Meeting floor that  
14 since the parking meters were placed by a Town  
15 Meeting vote in previous years that only Town  
16 Meeting had the right to remove the parking  
17 meters from Main Street.

18 Town Meeting upheld the Finance  
19 Committee's decision at that particular time. I  
20 was probably one of the guest speakers on that  
21 particular issue and to this day the issue has  
22 never been brought back before Town Meeting for a  
23 legal removal of the meters placed by Town  
24 Meeting in I forget exactly what year.

1                   So I would like the Board of Selectmen  
2                   to take that under consideration in their  
3                   deliberations on Main Street parking meters.

4                   CHAIRMAN PUTNAM:    We will.

5                   THE MODERATOR:    Okay.    Anything else  
6                   for the Board of Selectmen?

7                   Okay, the Community Preservation  
8                   Committee?    No.

9                   Okay.    The Council on Aging.    It's  
10                  supposed to be "COA"; I had "CPA".

11                  MS. BISHOP:    Good evening.    My name is  
12                  Jill Irving Bishop and I am the director of the  
13                  Council on Aging Senior Center.

14                  At the April Town Meeting we announced  
15                  that we would be moving forward with a needs  
16                  assessment process.    We contracted with the Umass  
17                  Boston Gerontology Institute to coordinate this  
18                  process with us.    And they are here this evening  
19                  to provide a brief overview of the process.

20                  But first, I would like to take this  
21                  opportunity to say thank you to all of you that  
22                  participated in any one or multiple points of  
23                  this needs assessment process.

24                  We began in the spring with a community

1 forum, which we had a standing room only crowd  
2 and some quite lively discussions. We also had a  
3 fabulous response to our community detailed  
4 survey and our community questionnaire. I would  
5 also like to thank the Town officials, the local  
6 residents and organizations who shared their  
7 thoughts during our focus groups and our key  
8 informant interviews.

9 I would now like to ask Town Meeting  
10 through the Moderator to allow Jan Mutchler from  
11 the U Mass Gerontology Institute to provide a  
12 brief report on behalf of the Council on Aging.

13 THE MODERATOR: Okay, you've all heard  
14 the main motion, to allow the consultant to  
15 speak. All those in favor, signify by saying  
16 aye.

17 [Aye.]

18 THE MODERATOR: All those opposed no.

19 [None opposed.]

20 THE MODERATOR: The ayes have it.

21 MS. BISHOP: Thank you.

22 MS. MUTCHLER: Good evening. I'm glad  
23 to be here tonight to talk a little bit about the  
24 needs assessment that we've conducted for the

1 Town of Falmouth Council on Aging Senior Center.

2 Our goal in conducting this needs  
3 assessment is to provide information that you can  
4 use when you're making decisions about your  
5 community. Features of the community in which an  
6 older person lives actually makes a very big  
7 difference in the extent to which he or she is  
8 successful in achieving well-being in later life.

9 Thoughtful communities throughout the  
10 United States are seeking to design services,  
11 programs and amenities that will support the  
12 well-being of older residents. They're asking  
13 questions like these: how can our community help  
14 seniors be economically secure throughout their  
15 retirement years? What can we do as a town to  
16 promote wellness throughout the life course?  
17 And how can we secure opportunities for seniors  
18 to participate in community activities and be  
19 engaged with life?

20 The Falmouth Council on Aging Senior  
21 Center takes significant responsibility for  
22 evaluating and responding to the needs of seniors  
23 in Falmouth by identifying and providing engaging  
24 activities for older residents, by providing

1 services that seniors need, by serving as a  
2 source of information and referring seniors to  
3 the programs for which they may be eligible, and  
4 by providing leadership within the community  
5 around senior issues.

6 So the Town of Falmouth Council on Aging  
7 Senior Center Needs Assessment was conducted over  
8 a period of six months, starting last May. In  
9 our data collection we consulted stakeholders  
10 across Falmouth, representatives of the people  
11 who care about seniors and about Falmouth as a  
12 community. Some of you here may have attended  
13 the community forum that Jill just mentioned a  
14 minute ago. Some of you may have participated in  
15 the sample survey, which yielded a 30 percent  
16 response rate, which was very good.

17 All of our findings are reported in a  
18 document that will be released next month.

19 Now, this figure shows the clear  
20 demographic imperative that justifies taking a  
21 close look at the needs of seniors in Falmouth.  
22 Simply put, the Falmouth population age 60 and  
23 over has been rising steadily over the last few  
24 decades, more than doubling since 1980. This

1 growth is due to the joint impact of long-term  
2 residents of Falmouth aging in place, staying  
3 here as they get older, and middle-aged residents  
4 choosing Falmouth as a place to retire.

5 In contrast, the population under age 60  
6 has been declining in the last decade. And so  
7 when you put these two trends together, what you  
8 see is that currently seniors make up about one-  
9 third of the entire Falmouth population. And  
10 this is a higher percentage than in the State of  
11 Florida.

12 Tonight I'll summarize broad themes of  
13 our data collection in terms of strengths,  
14 challenges and opportunities. In surveys in the  
15 forum and other venues we heard about Falmouth's  
16 many strengths. Older residents are happy here  
17 and they want to stay here. They're typically  
18 active and they're engaged in the community.

19 Town offices and community organizations  
20 report strong support for seniors; they value  
21 their volunteer and their civic participation.

22 Seniors in Falmouth are typically in  
23 good health, and so with respect to those key  
24 quality of life indicators, the typical senior in

1 Falmouth is doing pretty well. Yet we heard  
2 about some challenges, as well. For example,  
3 most seniors in Falmouth are drivers, but many  
4 modify their driving in ways that reduce their  
5 ability to do some of the things that they want  
6 to do, such as get out at night.

7 Many Falmouth residents are involved in  
8 caring for family members with physical or  
9 cognitive disabilities. This is very important  
10 work, but many care givers in Falmouth told us  
11 that their care giving activities make it hard to  
12 meet other family and work obligations. We heard  
13 quite a lot about emergency services during  
14 storms and some concerns about that. And  
15 although Falmouth residents are typically  
16 financially secure, we learned about pockets of  
17 insecurity. For example, one out of seven  
18 seniors don't expect to have adequate financial  
19 resources in retirement.

20 As you all in Falmouth plan for a senior  
21 population that will continue to grow and evolve,  
22 you're fortunate to be building on many existing  
23 strengths and resources. Moving ahead, you have  
24 the opportunity to transform Falmouth for the

1 next generation of seniors, while continuing to  
2 strengthen Falmouth as a place for today's older  
3 adults to age in place.

4 Our study revealed a strong commitment  
5 within the community to respond to the growing  
6 older demographic while simultaneously enhancing  
7 the livability of Falmouth for all residents.  
8 This is both a challenge and an exciting  
9 opportunity for the community.

10 As an additional component of our needs  
11 assessment study, we learned about the programs  
12 and services that are currently in place at the  
13 Falmouth Council on Aging Senior Center and views  
14 of the community about them. Based on the sample  
15 survey, it's clear that there's strong support  
16 for the activities and services that are offered  
17 through the Senior Center. We found widespread  
18 interest in participating in Senior Center  
19 activities, either currently or in the future.

20 Yet some challenges were identified,  
21 including information gaps. Many residents don't  
22 know what programs are available or they don't  
23 know how to access them. We heard many  
24 statements that the center is too small, it's too

1 old or it's poorly configured. And our general  
2 sense is that the Senior Center is not having the  
3 impact on the community that it could, in part  
4 because of its physical features.

5 The final component of our study to be  
6 covered tonight involves a comparison of the  
7 Falmouth Senior Center with Senior Centers in  
8 some other communities on the Cape and the South  
9 Shore, and these are communities that are  
10 familiar to you.

11 There are many ways to evaluate a town's  
12 services and amenities, and physical structures  
13 are only one aspect. With respect to senior  
14 services, it's clear that the services and the  
15 programs form the core of what a town offers to  
16 seniors. Yet town structures do shape what  
17 services and programs can be made available.  
18 When we look at comparison communities it's clear  
19 that with respect to their physical amenities  
20 different communities respond to their growing  
21 populations in different ways. These towns have  
22 chosen to frame their senior services and  
23 activities as a community amenity.

24 Let me see the next one. Moving ahead,

1 the challenge for Falmouth is how best to respond  
2 to the growing size and changing needs of its  
3 older population. In this last slide - and you  
4 have it on your handout as well. It's kind of  
5 busy - but the last slide pulls together  
6 information on the profiled centers. The bars  
7 illustrate the size of the Senior Centers in  
8 square feet. The blue represents the number of  
9 seniors living in each community. The blue bar  
10 in the middle represents Falmouth.

11 The relative imbalance between the size  
12 of the Senior Center and its senior population in  
13 comparison to these other communities is clear.  
14 So how best can Falmouth promote quality of life  
15 for all members of the community, including older  
16 adults? How should the special needs and  
17 interests of seniors be factored into the Town's  
18 planning process? And what role can be played  
19 by the Council on Aging Senior Center?

20 These are some of the questions that I  
21 hope our report will help you answer as you move  
22 forward in your planning process in the coming  
23 years. Thank you.

24 MR. VIEIRA: Good evening. Jim,

1 Vieira, Precinct 6 and Chairman of the Falmouth  
2 Council on Aging.

3           Where do we go from here? We've  
4 requested a spot on the Selectmen's agenda to  
5 present the final results of the study that Jan  
6 just talked about. We'll also ask that a working  
7 group be formed to evaluate the options available  
8 for a new Senior Center. A small group within  
9 the Council on Aging has been working over the  
10 past year to do just that. We would like to  
11 formalize that process and widen participation.

12           An important part of this process is an  
13 analysis of staffing impacts and expanded  
14 volunteer opportunities. As a former Finance  
15 Committee chairman, I am well aware of the  
16 associated budgetary expenses that come along  
17 with a new or expanded facility.

18           The group Friends of the Falmouth Senior  
19 Center has funded the needs assessment Jan just  
20 spoke about. They've also received a \$20,000  
21 grant from the Herb Willett Fund through the Cape  
22 Cod Foundation. This is to be put towards a  
23 site and feasibility study that would happen  
24 after we have the results of the working group to

1 narrow the site alternatives.

2 With an organized and deliberate  
3 approach and the support of the administration  
4 and the Board of Selectmen, we can be ready in  
5 the spring of 2015 with an appropriation request  
6 for the design and construction of a new Senior  
7 Center.

8 Thank you for your attention tonight.

9 THE MODERATOR: Okay, any questions for  
10 the Council on Aging?

11 Okay, next is the Community Athletic  
12 Complex Advisory Committee.

13 MS. BISSONNETTE: Good evening, I'm  
14 Karen Bissonnette, Precinct 2, and Mike Duffany.  
15 And we just wanted to give you an update. We  
16 were here last year and we wanted to just give  
17 you an update of what's going on with the  
18 community athletic complex.

19 Since we were here last I think we  
20 showed you this picture where the field would be  
21 sited. We have the engineers working on some  
22 plans now and we'll have some numbers for you in  
23 April, but it is right behind the field house at  
24 the high school.

1 I just kind of wanted to show you the  
2 committee members. I think that you are familiar  
3 with them, but since we were here last, the  
4 School Committee voted us as an ad hoc advisory  
5 committee to the School Committee so that we have  
6 some sort of official status, but this is the  
7 hard working committee that has kept this project  
8 moving forward.

9 We also have a Building Committee, and  
10 that would be on the next slide. And so this is  
11 the Building Committee and so we have some town  
12 people involved with the project, and it's been  
13 really wonderful working with them. And Mike  
14 Ward, who many of you don't know, who is the new  
15 School Finance Director, is on our Committee, as  
16 well. So that's been very helpful.

17 And Mike's going to talk a little bit  
18 about what we've done since we became a  
19 Committee.

20 MR. DUFFANY: Thank you, Karen. Mike  
21 Duffany, Precinct 6.

22 As Karen said, we've made a lot of  
23 progress since we spoke to you back in the  
24 spring, and we're - as we prepared to give you

1 some final numbers on this complex before the  
2 spring town meeting, we have engaged a firm to do  
3 the design and so forth. We have sited the field  
4 as Karen showed you. We have done a lot to try  
5 to reduce the cost of this complex, try to get  
6 the biggest bang as we can for, you know, for our  
7 buck, here.

8 We're going to utilize some of the  
9 existing locker rooms that are in the field house  
10 now. We have put together a donation account, if  
11 you will, through Together We Can, with the  
12 approval of the Selectmen. That was one of the  
13 processes that we went through. So that when you  
14 through - in the goodness of your hearts, you  
15 know, give some funding to this facility, there  
16 will be an account in place that the Selectmen  
17 are comfortable with for that to flow through.

18 We have started the fund-raising  
19 process. We've been out in the community  
20 already, reaching out to folks to help us with  
21 this. And as we go through our design process  
22 we'll further identify areas that people can  
23 contribute to that won't impact the contract or  
24 the contractor doing their work.

1           As most of you know, we have received a  
2           \$500,000 commitment from the Falmouth Road Race  
3           in order to help move this forward. They have  
4           already given \$80,000 of that money towards the  
5           design. So that that has already taken place.

6           As I said, we did award the contract to  
7           CDM Smith. They've done a number of these fields  
8           here in communities both on and off the Cape, and  
9           they have a tremendous amount of experience in  
10          this. We feel very comfortable with so far where  
11          they've been very responsive to us - to our  
12          questions and our needs and so forth. And to the  
13          ability of us to be able to participate as a  
14          community, which is huge, that they've been very  
15          much a part of that.

16          We did, as Karen said, we did form -  
17          officially form these committees so that we are -  
18          we are doing it by all the right rules and  
19          procedures that are out there. It's amazing how  
20          many of these there are; as you go along, you  
21          just keep finding them.

22          We have had unanimous support of the  
23          Recreation Committee. We have also applied for  
24          and have favorable recommendation from the CPC

1 for \$250,000 which we hope that you will support  
2 us on this evening. And, again, that'll help us  
3 to get a little bit closer to our goals. This  
4 is one of the - sort of the condition of some of  
5 the facilities that we have now. Just trying to  
6 make a little bit light of it if we can, but in  
7 reality this is - this is kind of what's going on  
8 down at one of the fields, now.

9 So, and this is just a list of the folks  
10 that, again, and businesses that have stepped up.

11 I'll turn this back over to Karen real  
12 quick, and as you know, Mr. Kalperis is with us,  
13 as well. He was actually the first person to  
14 donate to this, here. His family has already  
15 purchased the flag and the pole for the field.

16 MS. BISSONNETTE: You can go one more.  
17 These are just some of the people that have  
18 committed to us and I'm sure we'll have a lot  
19 more before we get into this project.

20 But I just wanted to give you - just so  
21 you're not surprised when we come to you next  
22 April, because hopefully we will be coming to you  
23 next April.

24 And you can go to the next one. And

1 this is - this is about the amount we think we  
2 might be coming to the Town for. We're hopefully  
3 going to raise a million dollars. We don't  
4 exactly have the figures yet. And so I just kind  
5 of wanted to give you, so people weren't surprised  
6 and we want to be totally open about this, that  
7 there aren't any surprises.

8 But, if we were to borrow with a capital  
9 exclusion, a one time capital exclusion and just  
10 got hit on our taxes for one year, for a \$400,000  
11 house it would just be a little over \$90. And I  
12 just wanted people just to be thinking about that  
13 so that you knew about what the numbers were  
14 going to be.

15 And, you know, I know Brent talked about  
16 all that Free Cash; if we wanted to use that,  
17 that would be okay, too. But I think the reality  
18 is we'll have to borrow a little bit.

19 But I just wanted people just to see  
20 that so that it wouldn't be a surprise. And you  
21 can just kind of chew on that until April when we  
22 come back and see you.

23 But if you have any questions, please  
24 feel free to catch me at the break, or Mike or

1 Mr. Kalperis or any of the other Committee  
2 members. Or, my number's in the book; you can  
3 always call me at home if you have any questions.

4 We would love your help in any way, if  
5 you think you can be helpful. I think this would  
6 be a great project for the community and we thank  
7 you for your time tonight.

8 THE MODERATOR: Okay, any questions for  
9 the Committee?

10 Any further reports? Hearing none, the  
11 question will then come on the main motion to  
12 accept the reports. All those in favor, signify  
13 by saying aye.

14 [Aye.]

15 THE MODERATOR: All those opposed no.

16 [None opposed.]

17 THE MODERATOR: The ayes have it  
18 unanimous.

19 Article 2. Article 2 is to pay unpaid  
20 bills from previous fiscal years.

21 Madame Chairman for the main motion.

22 CHAIRMAN MAGNANI: Mr. Moderator, I  
23 vote indefinite postponement of Article 2.

24 THE MODERATOR: Okay, Article 2,

1 indefinite postponement. All those in favor  
2 signify by saying aye.

3 [Aye.]

4 THE MODERATOR: All those opposed no.

5 [None opposed.]

6 THE MODERATOR: The ayes have it  
7 unanimous.

8 Article 3. Chairman of the Board of  
9 Selectmen for the main motion.

10 CHAIRMAN PUTNAM: Mr. Moderator, the  
11 Board recommends Article 3 as printed.

12 THE MODERATOR: Okay, as printed. This  
13 is to see if the Town will vote to petition the  
14 General Court in relation to the Historic  
15 District Commission around public notices.

16 Discussion on Article 3? Oh, and we  
17 have, in the main motion it says Chapter 654 of  
18 the Acts of 1978, and it should read 1975. So  
19 the main motion changes the date from '78 to  
20 1975.

21 Any discussion on Article 3?

22 Hearing none, then the question will  
23 come on the main motion as printed, with the  
24 change. All those in favor, signify by saying

1 aye.

2 [Aye.]

3 THE MODERATOR: All those opposed no.

4 [None opposed.]

5 THE MODERATOR: The ayes have it  
6 unanimous.

7 Article 4. Mr. Chairman.

8 CHAIRMAN PUTNAM: Mr. Moderator, the  
9 Board recommends Article 4 as printed, with the  
10 change of 1978 to 1975.

11 THE MODERATOR: Okay, this is again to  
12 petition the Court around the Historic District  
13 Commission around applications.

14 Any discussion on Article 4?

15 Hearing none, then the question will  
16 come on the main motion. All those in favor,  
17 signify by saying aye.

18 [Aye.]

19 THE MODERATOR: All those opposed, no.

20 [None opposed.]

21 THE MODERATOR: The ayes have it  
22 unanimous.

23 Article 5, Madame Chairman.

24 CHAIRMAN MAGNANI; Mr. Moderator, I

1 move Article 5 as printed. And I do have an  
2 overhead, I think.

3 THE MODERATOR: Okay, so Article 5, the  
4 main motion is as printed. This is for the  
5 AFSCME local 1636 contract.

6 Madame Chairman.

7 CHAIRMAN MAGNANI: During its regularly  
8 scheduled meeting on Monday, November 4<sup>th</sup>, 2013,  
9 the Finance Committee received a copy of the  
10 Memorandum of Agreement ratified by the Board of  
11 Selectmen and the AFSCME local. The Finance  
12 Committee heard a complete presentation of the  
13 contract terms and fiscal impacts, discussed the  
14 agreement and voted to place a positive motion  
15 before this Town Meeting.

16 And I think that the Personnel Director  
17 is here to answer any questions that you may  
18 have.

19 THE MODERATOR: Okay, discussion on  
20 Article 5.

21 Any discussion?

22 [Pause.]

23 THE MODERATOR: And so there's no  
24 fiscal note on this. The article says to

1 appropriate a sum of money to execute this  
2 contract. The contractual terms do not call for  
3 an appropriation of funds.

4 CHAIRMAN MAGNANI: Mr. Moderator.

5 THE MODERATOR: Madame Chairman.

6 CHAIRMAN MAGNANI: Every year in the  
7 budget, Town Meeting votes a certain amount of  
8 money that's placed in the Accountant's budget to  
9 fund future contracts. And so we do not have to  
10 fund this contract.

11 THE MODERATOR: Mr. Boyer.

12 CHAIRMAN MAGNANI: I have one more.

13 THE MODERATOR: Oh -

14 CHAIRMAN MAGNANI: I forgot my second  
15 page.

16 MR. BOYER: Mr. Moderator -

17 THE MODERATOR: Mr. Boyer -

18 MR. BOYER: - Peter Boyer, Precinct 5.

19 THE MODERATOR: Mr. Boyer, if you  
20 could hold one second. There is actually some  
21 more notes -

22 CHAIRMAN MAGNANI: Yes, yes.

23 THE MODERATOR: - that she needs to  
24 share with us. And then I'll recognize -

1 MR. BOYER: Oh, this may solve the  
2 problem. Am curious to what the terms are.

3 CHAIRMAN MAGNANI: May I finish, Mr.  
4 Boyer, please?

5 THE MODERATOR: Yes. Go ahead, Madame  
6 Chairman.

7 CHAIRMAN MAGNANI: Thank you, sir.

8 The Memorandum of Understanding  
9 represents two contracts spanning six years and  
10 memorializes a sustainable wage package  
11 consistent with the Town's established pattern,  
12 through Fiscal Year 2016.

13 The Finance Committee recognizes that  
14 AFSCME employees have endured both reductions in  
15 wages through furlough and no increase during  
16 this period, and on behalf of the Finance  
17 Committee, I would like to recognize the  
18 contributions of our employees as the Town  
19 endured and continues to recover from the  
20 financial recession and for their ongoing support  
21 for a healthy and resilient municipal economy.

22 The Town Management team is prepared to  
23 answer questions and to present details as  
24 requested.

1 THE MODERATOR: So, Mr. Boyer, did you  
2 have more specific details you were looking for?  
3 Yes. And then we've got our Personnel --

4 MR. BOYER: More specifics.

5 MS. COLEMAN: More specifics. I'm  
6 Denise Coleman. I'm the Personnel Director for  
7 the Town of Falmouth, and I'm very pleased to be  
8 able to report that we're able to settle two  
9 contracts. One for the outstanding years of FY  
10 '11 through '13, and then a new contract for FY  
11 '14 through '16.

12 What I'd like to do is just provide you  
13 with a brief overview of the terms and conditions  
14 and answer any questions.

15 Next slide, please.

16 The wages for the two contracts consist  
17 of, for the first contract, FY '11, a zero  
18 percent cost of living adjustment; as well as FY  
19 '12. And then in FY '13, a 1.5 percent cost of  
20 living adjustment.

21 For the second contract, we'd be looking  
22 at a 2.25 percent cost of living for FY '14, a  
23 one and a half percent for '15 and a one and a  
24 half percent for '16.

1                   Next slide, please.    In addition to  
2                   those wages, I'd like to just briefly review some  
3                   of the concessions on both sides that I think are  
4                   very important.    One would be the monthly  
5                   accrual method of vacation and sick earning.  
6                   What we will be doing now is be able to, with our  
7                   new systems, financial systems, more accurately  
8                   reflect and distribute the Town's financial  
9                   liability in the future.    And our systems are  
10                  capable of doing this, now.    So, instead of  
11                  getting a lump sum at the beginning of the year,  
12                  employees will be able to accrue on a monthly  
13                  basis.

14                  We're also going to - or we've also  
15                  agreed to amend the job description language, the  
16                  review of job description.    So, instead of every  
17                  five years, it'll be every five years and as  
18                  needed as the Town finds it's warranted.

19                  We also will be implementing bi-weekly  
20                  payroll and direct deposit.

21                  We will amend the probationary language  
22                  in the contract.    And, really, the purpose of  
23                  that is so that, you know, if a manager believes  
24                  more time is needed in order to evaluate an

1 employee, they'll have the right to do that.

2 We also have amended the discipline and  
3 discharge language. And it just more clearly  
4 summarizes the progressive discipline process.

5 We've amended the grievance procedure  
6 language, just reflecting a consistent number of  
7 days in terms of responding to the grievances.

8 We've memorialized the non-  
9 discrimination language. New protected classes  
10 have legally come up over the last few years. So  
11 we were able to memorialize those protected  
12 classes. And also memorialize the leaves that we  
13 do offer, which would be the family medical  
14 leave; also the military leave and the maternity  
15 leave statute.

16 We also, in concession for all of these  
17 things, we adopted a sick leave bank for our  
18 employees in AFSCME. And what this does is it  
19 allows employees to contribute sick time into a  
20 sick leave bank, and in the event that an  
21 employee was, you know, seriously ill and was on  
22 an approved FMLA or medical leave, if they've  
23 exhausted all their time, they're able to take  
24 the benefit through that sick leave bank.

1           And then there were also some general  
2 housekeeping language that we changed, and then  
3 we agreed to a wage re-opener for 2016. This is  
4 important to note that this is the first union to  
5 settle a contract for the outlying years of '15  
6 and '16.

7           Next page, please. And last, I just  
8 wanted to review the financial impact. For FY  
9 '13, the one and a half percent cost of living  
10 adjustment is the 39,936. And then, for the new  
11 contract, FY '14 through '16, you'll see the cost  
12 broken out by fiscal year, with a sub-total of  
13 144,299. And, as I mentioned earlier, in  
14 recognition of this union being the first to  
15 settle a contract through FY '16, we did offer a  
16 \$200 per employee one time bonus of \$12,600. For  
17 a total of 156,899.

18           And, in closing, I just want to say  
19 again we're very pleased to be able to settle  
20 these contracts and provide, you know, a  
21 sustainable salary schedule that both - for both  
22 the Town and also, you know, again, I want to  
23 really stress that we're thrilled to be able to  
24 do this for our employees as well.

1 Thank you.

2 THE MODERATOR: Okay. I briefly want  
3 to recognize Town Counsel, just to make an  
4 explanation, because I don't want Town Meeting  
5 Members to misperceive the vote that we're taking  
6 here. Normally you would vote to appropriate  
7 funds for a contract, but you don't ratify a  
8 contract.

9 So, Mr. Duffy, can you just explain that  
10 briefly so we don't have any misconceptions on  
11 this motion?

12 MR. DUFFY: Okay, Mr. Moderator. Town  
13 Meeting does not approve or ratify labor  
14 contracts. That's the jurisdiction of the Board  
15 of Selectmen. The traditional role of Town  
16 Meeting is to appropriate money to fund the  
17 contracts. In this particular case, the  
18 recommendation in the book is indefinite  
19 postponement because at the time we didn't know  
20 there was going to be a contract.

21 Mrs. Magnani has recommended as printed.  
22 Now, it's my understanding that the money to fund  
23 this contract is already in the budget. So what  
24 you're doing by voting as printed, you're

1 authorizing them to spend the money that's  
2 already in the budget for the purpose of funding  
3 this contract.

4 THE MODERATOR: Okay. So, you know,  
5 we're always asking Town management to be forward  
6 with us and let us know what's going on, and so  
7 they wanted to put a positive motion here at Town  
8 Meeting so they could answer questions, they  
9 could make an explanation of what this contract  
10 is, but this body did already appropriate the  
11 funds necessary in the fiscal budget.

12 So, any further questions on Article 5?  
13 Yes, Mr. Stetcher.

14 MR. STETCHER: Bernie Stetcher,  
15 Precinct 3. Just a quick question. On the sick  
16 leave and vacation, is there any limit to how  
17 many days an employee can accrue sick leave or  
18 vacation days?

19 THE MODERATOR: Ms. Coleman.

20 MS. COLEMAN: So, the question is in  
21 terms of the vacation, the maximum allowed to  
22 carry over is depending on how many weeks you  
23 accrue. If you accrue two weeks, you're able to  
24 carry over one week, and if you accrue four

1 weeks, you're able to accrue - carry over an  
2 additional two weeks.

3 But during this first year that we're  
4 implementing this, we're being a little more  
5 flexible because we realized that people needed  
6 to build up their balance, so we have removed  
7 those caps for the first year.

8 For the sick leave, there is no maximum  
9 carry over.

10 THE MODERATOR: Okay, any further  
11 questions?

12 Mr. Johnson.

13 MR. JOHNSON: Leonard Johnson, Precinct  
14 5. Over the years, I have been someone who has  
15 asked questions about and requesting this type of  
16 information. So now that we have it, I would  
17 like to express my appreciation to the Finance  
18 Department and the Finance Committee and the Town  
19 administration for really giving us the kind of  
20 detailed information that we need.

21 I would also like to point out that,  
22 under the Article 2, we do not have any unpaid  
23 bills. This is the first time in my  
24 recollection that that's been the case. It

1 suggests to me that we're running a pretty tight  
2 ship. Thank you.

3 THE MODERATOR: Okay. Any further  
4 discussion on Article 5? Hearing none, then the  
5 question will come on the main motion as printed.  
6 All those in favor, signify by saying aye.

7 [Aye.]

8 THE MODERATOR: All those opposed no.

9 [None opposed.]

10 THE MODERATOR: The ayes have it  
11 unanimous.

12 Article 6, Madame Chairman.

13 CHAIRMAN MAGNANI: Mr. Moderator, I  
14 recommend the Town vote to raise and appropriate  
15 \$304,250, to be appropriated and distributed by  
16 the Town Accountant for the purposes of Article  
17 6.

18 The Town received the arbitration panel  
19 award on Thursday, November 7<sup>th</sup>, 2013. The Board  
20 of Selectmen voted on the award this evening at  
21 their meeting. The Finance Committee recommends  
22 that Town Meeting vote the funds necessary to  
23 conclude the collective bargaining process,  
24 thereby allowing the Town to enter into contract

1 with the IAFF local. This award concludes four  
2 years of bargaining and is consistent with the  
3 across the board wages pattern established by the  
4 Town.

5 The Town's management will answer  
6 questions and provide additional information.

7 Massachusetts General Law Chapter 589,  
8 Section 1 (11), quotes - I quote this: Any  
9 decision or determination resulting from the  
10 mechanism or procedures determined by the  
11 Committee, if supported by material and  
12 substantive evidence on the whole record, shall  
13 be subject to the approval by the legislative  
14 body of a funding request as set forward in this  
15 section. If the municipal legislative body votes  
16 not to approve the request or appropriation, the  
17 decision or determination shall cease to be  
18 binding on the parties and the matter shall be  
19 returned to the parties for further bargaining.

20 Any questions?

21 THE MODERATOR: Okay, questions on  
22 Article 6, either questions or discussion. This  
23 is \$304,250 to raise and appropriate for the  
24 Firefighters Local 1397.

1 Yes, Mr. Boyer.

2 MR. BOYER: I'm not - Mr. Boyer.

3 Peter Boyer, Precinct 5. Mr. Moderator, I'm not  
4 clear on whether or not the contract length is  
5 the same pattern of three years in the past and  
6 three prospective.

7 THE MODERATOR: Mr. Suso.

8 MR. SUSO: Certainly, thank you, Mr.  
9 Moderator, Mr. Boyer. Julian Suso, Falmouth  
10 Town Manager. If I might, Mr. Moderator, just  
11 give a brief summary of the arbitration award, I  
12 think that will answer the question Mr. Boyer has  
13 raised and perhaps similar questions.

14 Can we move to the next slide? Okay.  
15 Thank you. As noted on the slide, the wage award  
16 is per the past town pattern already established.  
17 There is an EMT and Medic stipend, which has been  
18 awarded by the arbitration panel based upon  
19 regional comparability. A vacation request  
20 brought to the arbitrators was not awarded.  
21 Personal leave adjustment was also not awarded.  
22 The existing sick leave buyback had no change.

23 Bi-weekly pay and direct deposit was  
24 awarded similar to what was noted in the AFSCME

1 contract just described. It is our hope to apply  
2 this to all Town employees uniformly for savings  
3 in administrative costs and related costs to  
4 taxpayers.

5 Request for a change in sick leave use  
6 was not changed. Seniority language was not  
7 changed. Call back language was not changed.  
8 And a request for a change in longevity was not  
9 awarded by the arbitration panel.

10 Mr. Moderator, maybe I should also  
11 summarize that.

12 This arbitration process is available to  
13 police and firefighters. Under state statute  
14 this similar process is not available to other  
15 unions in the Commonwealth. It is in recognition  
16 of the public safety - critical public safety  
17 role of police and firefighters.

18 Shortly after my arriving as Town  
19 Manager, the firefighter's union served notice  
20 that they were going to binding arbitration. So  
21 it has been a two year wait, a hearing process  
22 and a lengthy deliberation by the arbitration  
23 panel with the JLMC, a state-wide Joint Labor  
24 Management Committee, which reviews these. And

1 they are the ones who made the determination  
2 about this award after considerable testimony and  
3 filings by the Town administration as well as the  
4 firefighter's union.

5 And that summarizes that award.

6 It is through Fiscal Year '13. Fiscal  
7 year '14, which as Town Meeting is aware, we are  
8 currently in the midst of, about halfway through.  
9 We do not have a contract with firefighters for  
10 FY '14 going forward. The Town pattern is as  
11 shown above and has been recounted for the AFSCME  
12 settlement. We hope to continue that and  
13 anticipate, if we're successful, to continue that  
14 same pattern with all collective bargaining units  
15 in the town.

16 Don't know if there is any other - a  
17 slide with any other information.

18 I guess I'll read this for completeness.  
19 The panel decision and award achieved regional  
20 comparability by increasing stipends for our  
21 EMT's and paramedics over the three year period  
22 noted through FY '13. And then, rolling these  
23 stipends into base pay, that was a major item of  
24 request and review. This will impact both base

1 payroll and overtime and training costs in  
2 perpetuity. The overall annual impact of this  
3 decision approaches \$500,000. Again, I  
4 underscore annual.

5 Cost of living adjustments were budgeted  
6 already, limiting the funds needed to \$304,250.  
7 We are requesting Town Meeting's authorization  
8 and set-aside for this additional appropriation  
9 to fund the financial aspects of this award.  
10 For the years to come, including FY '15, we'll be  
11 bringing you budget proposals which will include  
12 the anticipated annual impact approaching  
13 \$500,000 as well.

14 Happy to answer any other questions  
15 Members may have, Mr. Moderator.

16 THE MODERATOR: Okay, any further  
17 questions or discussion? Mr. Finneran.

18 MR. FINNERAN: Mr. Moderator, no  
19 questions or discussions. I would just like to  
20 make note that last Monday when these contract  
21 negotiations were conducted, Selectmen again, and  
22 I repeat again, improperly posted the meeting.  
23 Therefore the public was not properly informed as  
24 mandated by state law, and I would just like to

1 ask them to redouble their efforts to keep the  
2 public informed. Thank you.

3 THE MODERATOR: Okay, further  
4 discussion on Article 6? Hearing none, then the  
5 question will come on the main motion. This is  
6 \$304,250 to raise and appropriate. All those in  
7 favor, signify by saying aye.

8 [Aye.]

9 THE MODERATOR: All those opposed no.

10 [None opposed.]

11 THE MODERATOR: The ayes have it  
12 unanimous.

13 Article 7, Madame Chairman for the main  
14 motion.

15 CHAIRMAN MAGNANI: Mr. Chairman, I vote  
16 indefinite postponement of Article 7.

17 THE MODERATOR: Okay, Article 7 is  
18 another contract. Police Federation. The main  
19 motion is indefinite postponement.

20 All those in favor, signify by saying  
21 aye.

22 [Aye.]

23 THE MODERATOR: All those opposed no.

24 [None opposed.]

1 THE MODERATOR: The ayes have it  
2 unanimous.

3 Article 8, Madame Chairman.

4 CHAIRMAN MAGNANI: Mr. Moderator, I  
5 vote indefinite postponement of Article 8.

6 THE MODERATOR: Article 8, this is the  
7 Superior Officers' Association contract; it's not  
8 completed.

9 All those in favor of indefinite  
10 postponement, signify by saying aye.

11 [Aye.]

12 THE MODERATOR: All those opposed no.

13 [None opposed.]

14 THE MODERATOR: The ayes have it  
15 unanimous.

16 Madame Chairman, Article 9.

17 CHAIRMAN MAGNANI: Mr. Chairman, I vote  
18 indefinite postponement of Article 9.

19 THE MODERATOR: Article 9, this is  
20 Lieutenants Local 165, no contract; indefinite  
21 postponement.

22 All those in favor, signify by saying  
23 aye.

24 [Aye.]

1 THE MODERATOR: All those opposed no.

2 [None opposed.]

3 THE MODERATOR: The ayes have it  
4 unanimous.

5 Mr. Wilber?

6 MR. WILBER: [Inaudible - no mic.]

7 THE MODERATOR: No, let's just grab a  
8 mic.

9 MR. WILBER: Jude Wilber, Precinct 8.  
10 Is there any update on these last three articles  
11 as comparable to the first two? Any news,  
12 views?

13 THE MODERATOR: In progress.

14 MR. WILBER: Progress?

15 THE MODERATOR: In progress.

16 MR. WILBER: In progress, okay.

17 THE MODERATOR: In progress. And  
18 hopefully next Town Meeting we'll have some  
19 updates.

20 Article 10, Madame Chairman of the Finance  
21 Committee for the main motion.

22 CHAIRMAN MAGNANI: Mr. Moderator, I  
23 move Article 10 as recommended.

24 THE MODERATOR: Okay, as recommended.

1 This is to combine two vacate part-time police  
2 dispatcher positions into one 36 hour police  
3 dispatcher position. And the Grade 6.

4 Discussion on Article 10?

5 Hearing none, then the question will  
6 come on the main motion as recommended. All  
7 those in favor signify by saying aye.

8 [Aye.]

9 THE MODERATOR: All those opposed no.

10 [None opposed.]

11 THE MODERATOR: The ayes have it  
12 unanimous.

13 Article 11, Madame Chairman.

14 CHAIRMAN MAGNANI: Mr. Moderator, I  
15 move Article 11 as printed.

16 THE MODERATOR: As printed. Article  
17 11 is to create a new Grade 3A on the Town Salary  
18 Classification Plan. Any discussion on Article  
19 11?

20 Yes. Microphone to my left, please.

21 MR. MARSHALL: Joe Marshall, Precinct  
22 9. My question and also comment is we're using  
23 this TAM system of grading, but I feel that we're  
24 going to be opening up a can of worms and

1 possibly setting precedents that possibly next  
2 year, or the year after, you'll be coming to ask  
3 for a 4A or a 3B or something on those lines.

4 I know it's going to directly affect the  
5 next article, but I feel that systems are in  
6 place to be followed. Thank you.

7 THE MODERATOR: Ms. Harper.

8 MS. HARPER: Thank you for the  
9 question. Can you hear me?

10 FROM THE FLOOR: [Inaudible].

11 MS. HARPER: Is that better?

12 FROM THE FLOOR: Yes.

13 MS. HARPER: Thank you for the  
14 question. This is a unique circumstance. These  
15 two positions were part of the AFSCME collective  
16 bargaining process. That union, one of the  
17 reasons it took us so long to get back to you  
18 with that settlement agreement is that the Town  
19 and the union agreed to separate that unit into  
20 two separate units, an A group and a B group.  
21 That went to the Division of Labor Services and  
22 took over a year for that separation to occur.

23 We received notice from the DLR on June  
24 24<sup>th</sup> that that was awarded, and one of the

1 components of that was removing the two public  
2 safety administrative assistants in the Police  
3 Department and the Fire Department from that  
4 union, thereby creating a new job. Those  
5 positions did not have job descriptions. They  
6 required - it was necessary to create new job  
7 descriptions in the unclassified technical  
8 administrative and management system and, through  
9 a full evaluation done by the Personnel Director,  
10 both internal and external comparables for  
11 employees conducting that type of classified and  
12 personnel work. The Grade 3 simply wasn't  
13 competitive and the 3A is recommended as in the  
14 best interests of the employees and the Town.

15 THE MODERATOR: Okay, further  
16 discussion on Article 11?

17 Hearing - yes, Ms. Allegro.

18 Microphone in the center section,  
19 please.

20 Ms. Allegro.

21 MS. ALLEGRO: Mary Ann Allegro,  
22 Precinct 7. Yes, just a question. If the three  
23 wasn't a competitive level, why not just raise  
24 the position to a 4?

1 THE MODERATOR: Ms. Harper.

2 MS. HARPER: Ms. Coleman's going to  
3 answer that question.

4 THE MODERATOR: Ms. Coleman.

5 MS. COLEMAN: So the question is why  
6 not classify the position to a Grade 4. And the  
7 reason is there's a 15 percent differential  
8 between the Grade 3 and the Grade 4, and it just  
9 seemed pretty substantial to move it up to that  
10 grade. And by creating that 3A, it really more  
11 properly and precisely puts that position in our  
12 salary schedule, as well as externally, it makes  
13 it more equitable.

14 So it just didn't seem right to either  
15 go 15 percent below or 15 percent higher, so that  
16 3A really seemed to address the issue.

17 THE MODERATOR: Okay, further  
18 discussion?

19 Mr. Shearer.

20 MR. SHEARER: I'm just curious. Dan  
21 Shearer, Precinct 6. What really is the  
22 difference in the job? Why is there an increase  
23 in pay? I don't understand. You're changing a  
24 title but I don't know what the job entails.

1 THE MODERATOR: Ms. Harper.

2 MS. HARPER: The key feature  
3 determining the removal of those position from  
4 the collective bargaining unit really relates to  
5 the confidential nature of the work that those  
6 two employees do for the police chief and the  
7 fire chief. And I know that they are both here  
8 this evening and would be more than happy to talk  
9 about the very specific details about the growth,  
10 over the last decades, and the responsibilities  
11 associated with those positions that really  
12 relates to the confidential nature of the work  
13 related to both personnel actions - personnel  
14 actions, and in any way related to all the  
15 employees in both of those departments. They are  
16 highly confidential and work on the highest  
17 levels of work in the department.

18 THE MODERATOR: Okay, any further  
19 discussion on Article 11?

20 Okay, the question will come on the main  
21 motion. All those in favor, signify by saying  
22 aye.

23 [Aye.]

24 THE MODERATOR: All those opposed no.

1 [None opposed.]

2 THE MODERATOR: The ayes have it  
3 unanimous.

4 Article 12, Madame Chairman for the main  
5 motion.

6 CHAIRMAN MAGNANI: Mr. Moderator, I  
7 recommend that the Town vote Article 12 as  
8 printed, and I will be making a correction in  
9 that written recommendation.

10 THE MODERATOR: Okay. The correction.  
11 So, yeah, in your warrant book it says  
12 Article 11; this is Article 12.

13 So, the main motion as printed. This is  
14 deleting the G-8's and making them the M-3A's.

15 Any discussion on Article 12?

16 Hearing none, then the question will  
17 come on the main motion. All those in favor,  
18 signify by saying aye.

19 [Aye.]

20 THE MODERATOR: All those opposed no.

21 [None opposed.]

22 THE MODERATOR: The ayes have it  
23 unanimous.

24 Madame Chairman.

1 CHAIRMAN MAGNANI: Mr. Moderator, I  
2 recommend Article 13 as printed.

3 THE MODERATOR: As printed, this is to  
4 amend the Town's Classification Plan to delete  
5 the Community Preservation Planner and insert a  
6 Community Development Planner.

7 Discussion? Ms. Haney.

8 MS. HANEY: The CPC has been talking to  
9 the Town about this position for several weeks  
10 now.

11 FROM THE FLOOR: Can't hear you.  
12 Can't hear.

13 MS. HANEY: Oh, sorry.

14 The CPC has been talking to the Town  
15 about this position for several weeks, now. This  
16 is downgrading the position by a whole grade,  
17 when this staff person is - the new job  
18 description would assign them to be staffed to  
19 four committees instead of one, and somehow work  
20 for the CPC 80 percent of the time.

21 It seems hard to believe that that's  
22 possible to do, and we have been working with the  
23 Town. We've gotten some informal agreements with  
24 them on the way the time will be spent. But,

1 despite the strong efforts to come to an  
2 agreement with the Town management, the Community  
3 Preservation Committee has regretfully voted not  
4 to support this article.

5 Members feel that it's critical for a  
6 committee that makes recommendations on millions  
7 of dollars a year should have a top level staff  
8 person dedicated to helping them make those  
9 decisions and to make those projects better for  
10 the Town. We're recommending the spending of  
11 Town money and we've been told we're a bunch of  
12 volunteers, and that's true. We need and want a  
13 professional to work with us pretty much 80  
14 percent of the time.

15 I know there's other committee members  
16 that have comments. They'll be speaking for  
17 themselves.

18 THE MODERATOR: Further discussion.  
19 Ms. Hayward, Mr. Herbst, I'll add you to the  
20 list.

21 MS. HAYWARD: Nancy Hayward, Precinct  
22 5. I agree with Ms. Haney's comment but I have  
23 somewhat further comment to make about this.  
24 Because I went to the personnel office to get the

1 description of the job when it was for a  
2 Community - for the Community - the Assistant  
3 Town Planner Community Preservation person. And  
4 when I got the description for the Town of  
5 Falmouth Community Development Planner, it says  
6 that this person is to assist the Town to  
7 implement Community Development goals, and then  
8 under the supervisor's section, it says they work  
9 under the direction of the Town Planner and the  
10 employee functions independently, consulting with  
11 the Town Planner when clarification or  
12 interpretation of procedures, tasks or policies  
13 is required.

14 And then I found from an Historic - I am  
15 a member of the Historical Commission. And I  
16 found an Historical Commission minutes from the  
17 meeting of October 17<sup>th</sup>, 2012, discussion about  
18 merging the Historic District Commission and the  
19 Historical Commission, a statement which I guess  
20 was made by Chairman Heidi Waltz that the merger  
21 may be part of a trend toward creating a growth  
22 department, which would encompass Planning,  
23 Conservation, Historic Districts and Zoning, and  
24 I had noticed in the appendix section of our

1 warrant book - of our warrant book, on the third  
2 page of the things in the appendix, that there's  
3 this placeholder for - for the development  
4 person. And so, this looks very odd and I think  
5 what I and what the CPC are interested in is  
6 having the administrative assistants as it was  
7 given to them when Jessica Erickson was hired and  
8 filled that position.

9 So, I would say do not vote Article 13  
10 for the Community Development Planner. Thank  
11 you very much.

12 THE MODERATOR: Mr. Herbst.

13 MR. HERBST: Ralph Herbst - excuse me -  
14 Precinct 8. For those new Town Meeting Members  
15 tonight who may not know who I am, I've been on  
16 the Planning Board for 12 years. I've been on  
17 the Community Preservation Committee for eight  
18 and a half years, and I'm one of the three  
19 original members still serving on the Community  
20 Preservation Committee.

21 I'm going to give you five reasons why  
22 you should not vote for Article 13. I will not  
23 have a musical accompaniment to this.

24 [Laughter.]

1 MR. HERBST: The first reason. This is  
2 a classic example of top down management. An  
3 archaic style that does not seek adequate input  
4 from those who have to work with the policy.  
5 The Selectmen voted to endorse this downgraded  
6 position without reviewing the job description.

7 I gave a copy to one member and asked if  
8 others had received a copy prior to their vote.  
9 The answer was no. Even though the job  
10 description includes serving as staff for the  
11 Economic Development Committee, the chairman of  
12 that committee was not consulted or even made  
13 aware of the proposal. How do I know this?  
14 Because I asked him.

15 Number two: if it ain't broke, don't fix  
16 it. The CPC has operated with its own staff for  
17 the majority of its existence. We need four days  
18 of work dedicated to our responsibilities. We  
19 did everything ourselves without a staff person  
20 for the first year. We realized the fiduciary  
21 responsibility of managing millions of dollars  
22 and making responsible recommendations to Town  
23 Meeting - that's you - required professional  
24 assistance for the nine volunteers on the

1 committee.

2           Number three. This proposal creates  
3 more and varied work with less pay. The job  
4 description not only adds considerable  
5 responsibilities, it creates the role as a staff  
6 person - staff person - for the Affordable  
7 Housing Committee, which was created and  
8 appointed by the Selectmen and reports to them -  
9 not to us - the Historical Commission, and the  
10 Economic Development Corporation which I  
11 referenced earlier. Only one day a week is  
12 provided to carry out these responsibilities.  
13 Keep in mind that these government bodies meet  
14 monthly and as the staff person he or she would  
15 be responsible for posting agendas, overseeing  
16 minutes, making site visits, doing research and  
17 drafting articles.

18           In addition, the job description  
19 introduces these duties by saying, quote:  
20 "Including but not limited to", which means they  
21 could add more to this person's responsibilities.  
22 How much more could a person do?

23           It's clear that it will be impossible  
24 for one person to do all of this in just one day

1 per week.

2 It would also jeopardize the time  
3 required to support the CPC in carrying out its  
4 duties. So if the person got overwhelmed by  
5 these additional duties, then, for that one day,  
6 they might be using some of the time dedicated to  
7 the CPC, which is four days.

8 It is important to note that the CPC has  
9 its own administrative funds to pay for the four  
10 days of work. By law, we cannot fund other work.

11 Four. The job description indicates  
12 that this staff person will be supervised by the  
13 Town Planner, yet this person will work four days  
14 for the CPC. The person in this position has  
15 always reported to and worked with the Chairman  
16 of the CPC and there is no reason for this to  
17 change.

18 Number five. The job description is in  
19 direct conflict with the intent of the process  
20 outlined by the Community Preservation Act, which  
21 is the law that establishes the Community  
22 Preservation Committee. This proposal directs  
23 the staff person to, quote - I'm talking about a  
24 quote out of the job description, now - quote:

1 "Draft agreements for funding for review by Town  
2 management", unquote.

3 The CPC law mandates that, quote: "The  
4 CPC shall make recommendations to the legislative  
5 body, Town Meeting" - that's you - "for open  
6 space, recreation, community housing, and  
7 historical resources" unquote. The act was  
8 obviously written to exempt the process from  
9 political and outside influence, and to give the  
10 final decisions to Town Meeting, that's you.  
11 Not to Town government and management. This is  
12 how the CPC has operated for the last seven  
13 years, and has solicited a positive endorsement  
14 of over 75 proposals worth millions of dollars  
15 from you, Town Meeting.

16 What should we do? Vote the article  
17 down. Six out of seven CPC members tonight voted  
18 not to support this article at a meeting held at  
19 six o'clock this evening.

20 Secondly, revert to the previous job  
21 description so that we can continue to function.

22 And, lastly, give Town Meeting - that's  
23 you, because the administration is coming to you  
24 to create a new position - give Town Meeting -

1 that's you - time to consider another, more well-  
2 constructed proposal from Town's management with  
3 major input from the CPC itself.

4 If that doesn't convince you to turn  
5 down Article 13, I don't know what will. Thank  
6 you.

7 [Applause.]

8 THE MODERATOR: Mr. Donahue. Okay.  
9 Let's go, folks.

10 Mr. Donahue in the center. Microphone  
11 in the center section, please.

12 MR. DONAHUE: Mr. Moderator, fellow  
13 Members, I am rising against this motion also.  
14 The reason I'm against it is that there are I  
15 believe four to six people that work for the Town  
16 that are in this Planning Department. And what  
17 we're basically saying from my point of view on  
18 this is that one person in a different department  
19 was making a dollar and 54 cents more than the  
20 other, so we have to bring that six down to a  
21 five to keep harmony in the group. Rather than  
22 bringing the five up to the six. And for other  
23 reasons it's - and, in going further on, talking  
24 about other articles like this tonight, folks, if

1 you look at the numbers, it makes us look like  
2 we're pikers. And I'll speak later on on some  
3 of the other issues. Thank you.

4 THE MODERATOR: Okay, Mr. Latimer.

5 MR. LATIMER: Thank you, Mr. Moderator.  
6 I'm Richard Latimer from Precinct 1. I'm a  
7 member of the Planning Board but I'm not speaking  
8 as such. I'm not a member of the CPC.

9 I agree with everything that's been said  
10 against this article so far. I thoroughly agree  
11 with everything.

12 But I'm going to point out something  
13 very fundamental, a very fundamental flaw with  
14 this that struck me right off the bat. And you  
15 are changing not just the pay level, which might  
16 be a trivial thing and could possibly be  
17 justified if we were in a position of extreme  
18 financial distress, I could see maybe demoting a  
19 position, but the more fundamental problem I have  
20 with this: we're going from a Preservation  
21 Planner to a Development Planner.

22 Now, preservation and development are  
23 two opposite ideas. They're two opposite  
24 concepts. So, if you're going to have a person

1 who is for development, we're going to create  
2 conflicts with people who are interested in  
3 preservation. This is just a badly conceived  
4 idea. I would fully support an article that kept  
5 the Community Preservation Planner as is and then  
6 added another position if it was necessary, a  
7 Community Development Planner. That would be  
8 rational. But this is just irrational. Thank  
9 you.

10 THE MODERATOR: Mr. Netto.

11 MR. NETTO: Joe Netto, Precinct 9. I  
12 think Mr. Herbst summed this up and gave you more  
13 than enough reason to vote this article down as  
14 printed.

15 There are some things when we heard this  
16 at Precinct 9 and when I got my warrant book, you  
17 know, that disturbed me and I'll speak about pay  
18 raises in a future article. But, when you look  
19 at it, this person, again to reiterate, worked  
20 four days a week for one boss. And there's a  
21 new plan now they're going to work four days a  
22 week for that one boss and then on the next day,  
23 the fifth day, work for somebody else.

24 One person cannot serve two masters. We

1 at Town Meeting constantly ask, as Mr. Herbst  
2 said, for information. There's millions of  
3 dollars tied up, tax money, that we take out of  
4 our tax bills to fund the Community Preservation  
5 Act. Again, Mr. Herbst said, if it isn't broken,  
6 don't fix it.

7 And I - but the last, to me, what  
8 bothers me even more, is that we're asking this  
9 person to work 20 percent more and we're going to  
10 ask that position to take a pay decrease. In my  
11 30 some-odd years of standing here in Town  
12 Meeting, and we have other articles to do this,  
13 we have never voted pay decreases and I am not  
14 going to start now. Thank you.

15 THE MODERATOR: Okay, Mr. Finneran.

16 MR. FINNERAN: I too, am against this  
17 article. But I'd like to go a little further.  
18 This article represents what we've seen happening  
19 in the past few months. It started with the  
20 explanation that there were too many direct  
21 reports to the Town Manager, so they were going  
22 to cast some of this off. Basically it's, in my  
23 opinion, it's a sort of a consolidation of power  
24 to the favorite lieutenants. And it just puts

1 another layer between the people that are trying  
2 to get something done and the Town management,  
3 which may have a problem getting things done, if  
4 they're switching this thing as much as they are  
5 and changing it around, and I just don't like it.  
6 Thank you.

7 THE MODERATOR: Okay, does anyone want  
8 to speak in favor of this article?

9 Mr. Dufresne.

10 MR. DUFRESNE: Adrien Dufresne,  
11 Precinct 2, and I'd like to call the question  
12 because I think we're ready to - for -

13 THE MODERATOR: Okay, yeah --

14 MR. DUFRESNE: - to do this vote.

15 THE MODERATOR: -- we're going to do  
16 that without a vote. I'm going to call the  
17 question because - unless anybody wants to speak  
18 in favor. Because no one's spoken in favor.

19 Hearing none, then the question will  
20 come on the main motion. All those in favor,  
21 signify by saying aye.

22 [Aye.]

23 THE MODERATOR: All those opposed no.

24 [No.]

1 THE MODERATOR: It is the opinion of  
2 the Chair that the no's have it.

3 Article 14. Article 14, Madame Chairman  
4 for the main motion.

5 CHAIRMAN MAGNANI: Mr. Moderator, I  
6 move Article 14 as printed.

7 THE MODERATOR: As printed. This is to  
8 delete the Police Captain M-9 and add Police  
9 Captain M-10.

10 Discussion on Article 14. Hearing  
11 none, then the question will come on the main  
12 motion as printed. All those in favor signify by  
13 saying aye.

14 [Aye.]

15 THE MODERATOR: All those opposed no.

16 [No.]

17 THE MODERATOR: The ayes have it by a  
18 majority.

19 Article 15. Madame Chairman for the  
20 main motion.

21 CHAIRMAN MAGNANI: Would you please  
22 turn to page eight in your warrant booklet.

23 FROM THE FLOOR: Can't hear you.

24 THE MODERATOR: You've got to go just a

1 little closer to the mic, there.

2 CHAIRMAN MAGNANI: I'm sorry. I am  
3 moving this Article 15 as recommended. And I  
4 know it's confusing with the two, but if you just  
5 look at the recommendation, this is what the  
6 Finance Committee is recommending.

7 I need to make a correction on the Grade  
8 9 position. The Assistant Superintendent, the  
9 maximum would be - the minimum would be 16.02 and  
10 the maximum is to be \$18.73.

11 THE MODERATOR: That's on page 8 of the  
12 regular book?

13 Okay, did everybody get that page? On  
14 page 8 of your warrant booklet, down towards the  
15 bottom, the change in the recommendation is for  
16 that Assistant Superintendent of Beaches. So,  
17 it's as recommended, with that change.

18 Discussion on the main motion. Yes. I  
19 see a hand in the back; I'm having a little glare  
20 here, tonight.

21 MS. VACON: Janet Vacon, Precinct 3.  
22 In the explanation, it says, "Seasonal salary  
23 schedules have not been adjusted in over ten  
24 years and Falmouth is notably under market,

1 compared to local communities." But when you  
2 look at the adds and deletes, if I'm looking at  
3 it correctly, it looks like the top steps in each  
4 of these - well, except for the one that was just  
5 corrected and one or two others - the top step is  
6 actually being decreased. And, if I'm correct -  
7 - and I don't know what happens in the  
8 intermediate steps, but if that is correct, that  
9 the top step is being decreased by the adds and  
10 deletes of these, are any employees actually  
11 seeing a pay decrease?

12 And it goes on - what about the  
13 incentive for anybody in the middle ranges to  
14 move up?

15 First, I guess the question is: am I  
16 right, is that being decreased in the top step?

17 THE MODERATOR: Ms. Coleman.

18 MS. COLEMAN: So, I can answer that  
19 question. And also go over a complete review of  
20 my findings and recommendations regarding this  
21 article.

22 You can switch the -.

23 So, what occurred is I was asked by the  
24 Town Manager to review the salary schedule for

1 our seasonal employees. And my findings  
2 indicated that the seasonal schedule has not been  
3 adjusted in over ten years, as you just  
4 commented.

5 Additionally, as you commented, it is  
6 true that the salaries market surveys that we  
7 conducted within the Cape communities indicates  
8 that we are under market, and as a result I am  
9 proposing a fair and consistent pay practice.

10 Next screen, please. So, first I'd  
11 like you to take a look at the current salary  
12 schedule. This is very busy, but I hope it can  
13 clearly display what our current plan looks like.  
14 So, you'll see that the current step is listed,  
15 and then there's a four percent differential in  
16 between each one of those steps. There's five  
17 steps in total. So a four percent increase  
18 within the steps.

19 What's important to note is not only has  
20 this seasonal salary schedule not been adjusted,  
21 almost 90 percent of the employees have not  
22 received a step increase since they were hired.  
23 So many of them are still at the first step.

24 Next slide, please. I'm now going to

1 give you a quick overview of the external  
2 comparability. Again, a lot of information on  
3 here. I compared the minimums and the maximums  
4 of Falmouth compared to other Cape communities,  
5 and if you look on the far right column, you'll  
6 see the percentages that are listed there.

7 So, in other words, six - the Cape  
8 communities pay approximately 16 percent more  
9 than we do for a parking attendant, and on it  
10 goes, endless.

11 Next slide, please. So, what I'm  
12 proposing is a way to accomplish a few things.  
13 It's to, first, be able to start a fair and  
14 consistent pay practice that has not occurred  
15 over the last ten years. So we'll start off by  
16 increasing the first step by four percent. This  
17 addresses the recruitment, you know, efforts that  
18 we've had issues with lifeguards and not being  
19 able to recruit qualified lifeguards because of  
20 the rate. So we're going to increase the first  
21 step by four percent.

22 Then, what we would do is apply a three  
23 percent increase between step two and three.  
24 That means that we're dropping step four and

1 five, but what is important to note is that the  
2 majority of the employees are not at step four  
3 and five; they've never received increases.

4 Next slide, please. So I color coded  
5 this for you because I would like you to really  
6 be able to take a look at what's happening here.  
7 Because if you look at the article, it's clear,  
8 it looks as though we are taking away money. And  
9 that is not the intent. The intent is to be able  
10 to reward people, which we've been unable to do  
11 because that salary schedule of 16 percent over a  
12 five year period for a seasonal employee is  
13 unsustainable.

14 So Town management instructed everyone  
15 not to give the increases. This is to replace  
16 that and start rewarding our employees.

17 So let's take a look at the first step.  
18 Step one. I'm proposing currently it's at 8.21;  
19 I'm proposing 8.54.

20 Next step. Currently it's at 8.57; I'm  
21 proposing that it go to 8.79. Again, an  
22 increase.

23 Step three, you do see a decline: 8.94  
24 to 9.06. And then we're dropping step four and

1 five.

2 So, next slide, please. So ultimately  
3 what this proposal does is it positions ourselves  
4 so that we can improve our external  
5 marketability. We can attract new hires.

6 It also requires a fair and consistent  
7 pay practice. Like I mentioned, there are some  
8 employees that did receive step increases prior  
9 to - you know, I can't give you the explanation  
10 why, but there was an inconsistent pay practice  
11 over the last 13 years. This corrects it.

12 Employees should be getting a step  
13 increase every year for their first three years.  
14 The average years of service for a lifeguard or a  
15 seasonal employee does really vary, but we feel  
16 those first three years up front, you know, would  
17 address that retention.

18 So, again, we'd be recognizing those  
19 employees that have been here for years and years  
20 and have not gotten those step increases. And  
21 equally important is that this is a fiscally  
22 sustainable salary schedule. The one we had did  
23 not work. People were not getting the increases.  
24 We're proposing that they do, now.

1                   Next slide.    So, in closing, I'd like  
2                   to remind everyone that no employee will receive  
3                   a decrease in pay.   Eighty-nine percent of the  
4                   employees will receive a four percent increase.  
5                   Others who have received an increase that's  
6                   inconsistent with the majority may receive less  
7                   because of the fact that they've already been  
8                   granted a step increase.

9                   So this is the first step in correcting  
10                  an external pay inequity - and an internal one.  
11                  This group of individuals did not get cost of  
12                  living adjustments or step increases.    And  
13                  annually we will consider them as we would anyone  
14                  else for cost of living adjustments, we would  
15                  consider it.

16                  The financial impact for this article is  
17                  between \$27,761 and \$30,683.

18                  And before I close, if you don't mind  
19                  going back to the previous screen.    The one  
20                  before that, please.

21                  I want to also point out that there were  
22                  two positions - and again, this salary schedule  
23                  is not created by the individual; it's created by  
24                  the position and it's there to reward people.    I

1 do need to recognize that there are two  
2 positions, the Assistant Superintendent of  
3 Beaches and the Superintendent of Beaches, who  
4 are here well beyond 12 weeks a year and have  
5 provided a huge commitment to their positions  
6 beyond what one would consider a typical seasonal  
7 employee. So, when we talk about the salary  
8 maximums, here, you're going to see that theirs  
9 actually increased under step three compared to  
10 the others. There's more marked increase  
11 between those positions which are a grade 9 and a  
12 grade 11. We added another four percent onto the  
13 current max, and that is simply because these  
14 people are here year after year well beyond the  
15 12 weeks and, again, the theme of this is to  
16 recognize employees and still be sustainable.

17 Thank you.

18 THE MODERATOR: Okay, Mr. Netto.

19 MR. NETTO: Joe Netto, Precinct 9.

20 When this warrant book came out I had two of  
21 these employees under this pay schedule come to  
22 see me and they were very upset that they were  
23 getting a pay decrease. And then when I opened  
24 up the warrant book like the rest of you and look

1 at this, obviously I assumed they were getting a  
2 pay decrease because both individuals had worked  
3 for the Town as the Personnel officer just said,  
4 for many, many years. And I figured that they  
5 were on the top step. Ten years, one person -  
6 well, many years, because. And anyhow.

7 And these - was somewhat appalled. As  
8 someone who's been in labor contract negotiations  
9 for over 35 years, I said, What do you mean? We  
10 have - as a Town Meeting Member, we have a  
11 minimum and a maximum and there are pay increases  
12 that we, as Town Meeting Members, have voted in.  
13 We gave management the fiscal means to give these  
14 people a pay raise. And, as you saw on the  
15 slide, 89 percent of these people in ten years  
16 have not been given a raise. That's not our  
17 problem, that's not our fault. That's  
18 management's.

19 We have to okay every penny spent. Did  
20 Town management ever come to us and ask us to  
21 appropriate more money so that we can give these  
22 people who are non-union, who work seasonal, a  
23 pay increase? We gave them the physical  
24 structure to do it and it was never implemented.

1 I complement the Personnel officer now.  
2 She's new here and we seem to have a new wind  
3 blowing the sails. So - because one of my  
4 questions has been answered. Because when I  
5 worked, the pay increase - the step increase,  
6 excuse me, after you returned for that year of  
7 service, was automatic.

8 So, I'm correct in thinking that if we  
9 vote this in, Denise, that that is going to be  
10 automatic now? Okay. So that's -- that's  
11 good. Because, see, these people have no  
12 representation. They're all individuals.

13 Now, they're not all kids. They're not  
14 all parking lot attendants. And I don't want to  
15 get into particulars, here. But many of them are  
16 retired. Many of them have a great deal of  
17 certification for the job that they're doing.  
18 And some of these jobs, if you look at them, are  
19 handling expensive equipment and technical  
20 expertise.

21 And I think enough time has been spent.  
22 I would just like to offer one amendment and I  
23 don't - it's very simple. And the amendment is  
24 to delete the added maximums and to keep the

1 current maximums that are in place. It's  
2 sustainable if we, Town Meeting, vote the funds.  
3 To say it was unsustainable in the past is a  
4 misnomer.

5 I'd like to you to look at this warrant  
6 book that we just did. Look at Article 10. We  
7 kept the pay the same. Article 12, look back at  
8 it, you voted an increase. Okay? Article 14,  
9 you voted an increase. You defeated a previous  
10 article that was going to take money away from a  
11 position. You did it for, as Mr. Herbst said,  
12 five good reasons.

13 I just think it's fair and for once we  
14 have the salary shown on the board, but my  
15 amendment is not to delete the last step, except,  
16 I guess, obviously we have given a raise - and  
17 it's convenient and there was a good explanation  
18 - a raise to step 9 and step 11. Step 9 got the  
19 raise because the person was obviously went in  
20 and saw what happened on paper, and that happened  
21 last Monday. So that wasn't a typo. That  
22 happened because that individual went in and  
23 negotiated a raise.

24 What about the other eight positions?

1 Well, I'd like to represent them and the only  
2 point of being, again, the amendment, Mr.  
3 Moderator, is to delete the current - to delete  
4 the Current add, which deletes the last step.  
5 Except for nine and ten -

6 THE MODERATOR: You want to delete the  
7 Proposed Maximums?

8 MR. NETTO: Right, delete the Proposed  
9 Maximum and keep them the same the way they are.  
10 Raise the minimums and delete the Proposed  
11 maximums, which is a decrease in the step. Which  
12 nobody is at yet. So there is no funding  
13 necessary.

14 THE MODERATOR: Okay, so discussion on  
15 the amendment.

16 MR. NETTO: Thank you.

17 THE MODERATOR: Yes, back right.

18 MR. NETTO: [No mic. Inaudible.]

19 THE MODERATOR: Excluding nine and  
20 eleven? Okay, so striking the Maximum category,  
21 excluding nine and eleven.

22 Go ahead.

23 MR. MEDEIROS: Robert Medeiros,  
24 Precinct 7. If we were to maintain the current

1           maximums, how would that work in the three step  
2           system?

3                   THE MODERATOR:    Ms. Coleman.

4                   MS. COLEMAN:    So if I'm understanding  
5           correctly, what we would do is drop the first  
6           step, so that would be a four percent increase  
7           for all - if I'm understanding correct.    And  
8           then there'd be five steps.    Is that correct?

9                   THE MODERATOR:    Mr. Netto.

10                  MR. NETTO:    No, it's the pay rate for  
11           the last step, the maximum step.    Your pay rate  
12           would decrease the - for what we have in front of  
13           us.

14                   Don't forget now, folks, we don't have  
15           this information.    This was all new and it was  
16           new to you and it was new to me.    I'm going by  
17           what's printed in the warrant book, that those  
18           employees that came to me, you know, when they  
19           showed me their pay raise.

20                   And now you've shown us something here  
21           again.    And again, this is our argument that we  
22           have in presentations getting last minute  
23           information.    And if - how long have you had  
24           this chart? if I may ask.

1 THE MODERATOR: Go ahead.

2 MR. NETTO: Through the Moderator, I'm  
3 sorry.

4 THE MODERATOR: Sure.

5 MS. COLEMAN: I've been working on this  
6 salary structure for quite a lot of time and have  
7 put a lot - invested a lot. In terms of this  
8 actual schedule, I mean, I've been working on it  
9 and I don't think that any article has the level  
10 of detail that a presentation would have, so we  
11 gave you a summary.

12 MR. NETTO: It's -

13 THE MODERATOR: Okay, let's - Joe,  
14 let's focus on the decision. You want to drop  
15 the maximums, which in essence is going to keep  
16 the existing schedule except for your number one  
17 is going to go up the four percent, is what he's  
18 talking about.

19 Any discussion on this amendment? Mr.  
20 Clark.

21 MR. CLARK: Thank you. Peter Clark,  
22 Precinct 1. I would urge you not to vote for  
23 the amendment. I think there's been careful  
24 study done, and a systematic set of steps

1 developed. I think it solves a number of  
2 problems.

3 I think the problem that still remains  
4 is two years out, when you want to keep someone  
5 who's done a great job for three years and you've  
6 hit a max that's below other communities.

7 So, I think the issue is not to impose  
8 the old maximums. I think the issue is for us to  
9 be cognizant of the fact that we're helping our  
10 seasonal employees. We're going to be able to  
11 hire them against competition. We're going to  
12 give them raises. The issue will be what happens  
13 in three years when that lifeguard can go  
14 someplace else. Great experience, knows our  
15 people, knows our beaches.

16 So, that's a future problem. I think we  
17 ought to vote the amendment down and vote for  
18 this article.

19 THE MODERATOR: Okay, Mr. Latimer, on  
20 the amendment.

21 MR. LATIMER: Thank you. I need a  
22 little clarification, because I'm not certain at  
23 all I heard Mr. Netto mention nine and eleven as  
24 if they were steps. Those are grades. So, I

1 need some clarification if he's talking about all  
2 grades, one through eleven, or if he's just  
3 talking about altering the steps for grades nine  
4 and eleven. I'm not clear on that, and I can't  
5 vote one way or another on the amendment until  
6 that is clarified.

7 THE MODERATOR: Okay, so he wants to  
8 take the maximum proposal here, that's in the  
9 recommendation, and strike all of those proposed  
10 changes except for the changes that were proposed  
11 for the assistant Superintendent of Beaches and  
12 the Superintendent of Beaches, Grade 9 and 11.

13 Okay. Any further discussion on the  
14 amendment? The question will come on the  
15 amendment. All those in favor signify by saying  
16 aye.

17 [Aye.]

18 THE MODERATOR: All those opposed no.

19 [No.]

20 THE MODERATOR: It's the opinion of the  
21 Chair that the no's have it by a majority and  
22 we're back to the main motion.

23 Mr. Dufresne.

24 MR. DUFRESNE: Adriene Dufresne,

1 Precinct 2. I was on the Beach Committee about  
2 40 years ago and tried to establish some  
3 reasonable salaries to keep our people.

4 Mr. Netto and I had long conversations  
5 on this and unfortunately that's just been voted.

6 FROM THE FLOOR: Can't hear you.

7 MR. DUFRESNE: You cannot hear me?

8 THE MODERATOR: You've got to speak  
9 directly into the mic. A little closer.

10 MR. DUFRESNE: Okay. Mr. Netto and I  
11 had a long discussion on this and I did concur  
12 with the Personnel Officer and she explained it  
13 to me and I accepted it.

14 But one other item that came to my mind  
15 is DELETE 6, with is the Operator of equipment,  
16 and I'd like a clarification from the Beach  
17 Superintendent of what equipment is included in  
18 this particular category. Is he -

19 THE MODERATOR: Mr. Hoffer.

20 MR. DUFRESNE: - is Mr. Hoffer here?

21 THE MODERATOR: Yes, he's right here.

22 MR. HOFFER: Don Hoffer, I'm the Beach  
23 Superintendent. Also Town Meeting Member,  
24 Precinct 4. The equipment Mr. Dufresne refers to

1 is the Beach Screener, which requires a hydraulic  
2 license and is used during the summer. And that  
3 came about, my assistant used to run that. And  
4 when he became the assistant, he just kept  
5 running it, so to speak. And he runs it, he's  
6 run it to this day.

7 So, at the present time, our equipment  
8 operator is part of our Assistant Superintendent  
9 job. Does that satisfy you?

10 THE MODERATOR: Okay, and Mr. Hoffer,  
11 you actually had your hand up to speak, as well?

12 Oh, Andy, are you done, or?

13 MR. DUFRESNE: Not yet.

14 THE MODERATOR: Okay.

15 MR. DUFRESNE: I believe his  
16 explanation is okay. I've known Mr. Mogado when  
17 I hired him 40 years ago. He does a hell of a  
18 job. He's been operating that equipment as a  
19 Level 9. Now, it's a very important position on  
20 the beaches because it involves the grading and  
21 the cleaning and removal of seaweed and whatnot.

22 The beaches are a primary asset of the  
23 Town of Falmouth. It brought in I believe - and  
24 I'm going to get a rough estimate of a half a

1 million dollars more than the cost of running the  
2 beaches. And I have no problem with paying the  
3 employees in order to retain the employees.

4 But one of my concerns is, years ago,  
5 when we hired a lifeguard, we always asked for a  
6 commitment of the season. The season being a ten  
7 week beach season. Do we give them the automatic  
8 step increases if they give us seven weeks, or  
9 eight weeks, which a lot of them do because  
10 they're college students and they want to go back  
11 to college?

12 FROM THE FLOOR: Can't hear you.

13 THE MODERATOR: You gotta keep talking  
14 into the mic, Andy. They can't hear you.

15 MR. Dufresne: Well, let's just pass  
16 the article.

17 [Laughter.]

18 THE MODERATOR: Okay. Mr. Hoffer.

19 MR. HOFFER: I didn't hear that last,  
20 but -

21 THE MODERATOR: He said let's just pass  
22 the article, so.

23 MR. HOFFER: Very briefly, I just  
24 wanted to clear up a couple of things that might

1 be on your mind. As to - I'm going to speak for  
2 the beaches, only. I can't speak for the other  
3 seasonal employees.

4 As to why the beach people never got  
5 step increases over all these years is because,  
6 if you recall, the Town was pretty hard up  
7 financially. And it just so happens that the  
8 beaches have the most employees. We have 90  
9 employees. So if I give a lifeguard a step,  
10 times 55, it impacts the Town finances. And  
11 I've been - without going into detail, I've been  
12 turned down several years on that particular  
13 score.

14 The other thing, contrary to what you've  
15 heard tonight - I told you, I have 90 employees.  
16 Eighty of them are between 16 and 22, and they  
17 bring in the money, and they're responsible.  
18 Integrity is very important, to handle that much  
19 money. A lot of money.

20 These parking attendants that we're  
21 getting, you were - just think of yourself in  
22 your job in the year 2000, and you were making X  
23 dollars in the year 2000. Here we are in 2013;  
24 that kid is making X dollars. There's been no -

1 maybe one raise to some people. But that's the  
2 way it is and I think Denise did a very - I had  
3 other things, but she did a very good job, I  
4 think, in explaining this thing. And it is  
5 complicated but she did do comparables and I'll  
6 tell you, this year - every other year I've done  
7 this -- this is my 13<sup>th</sup> year. Every other year, I  
8 was able to give lifeguards to other towns,  
9 Mashpee, Sandwich, because I'd have excess when  
10 we had our lifeguard training.

11 This year, I had to get lifeguards from  
12 other places. And you know, I like to think  
13 that our parking attendants who are interviewed -  
14 every one of them are interviewed. People say,  
15 "For 8.21, you're going to interview these kids?"  
16 When a tourist comes from out of town and goes to  
17 our beach, they don't see me. They see that  
18 parking attendant, and that's what - I want  
19 somebody to greet them properly. And I just  
20 have lost my train of thought a little bit.

21 But they - making 8.21 an hour is kind  
22 of - kind of tough for these kids. So, I'd  
23 appreciate if you'd vote this up.

24 I know Denise has done a lot of work,

1 and it's a work in progress, also. And I was  
2 assured that - and, again, speaking for the  
3 beaches, now, I was assured no employee would get  
4 less money this year as a result of this. You  
5 know. So, thank you.

6 THE MODERATOR: Okay, the question will  
7 come on the main motion. All those in favor,  
8 signify by saying aye.

9 [Aye.]

10 THE MODERATOR: All those opposed no.

11 [No.]

12 THE MODERATOR: The ayes have it by a  
13 majority and we will stand in a 15 minute recess.

14 [Whereupon, a recess was taken.]

15 THE MODERATOR: We just completed  
16 Article 15 before the break.

17 Okay, here we go. We need to re-  
18 establish the quorum. All Town Meeting Members  
19 please come forward, take your seats.

20 All Town Meeting Members please stand  
21 for a quorum and the tellers will return a count.

22 [Pause.]

23 THE MODERATOR: In the first division.

24 MR. NETTO: 42.

1 THE MODERATOR: 42 - yeah. 44. Okay,  
2 Mr. Netto, you're counting this group as well?  
3 Okay.

4 MR. NETTO: 44.

5 THE MODERATOR: 44. Okay.

6 Third division.

7 MR. HAMPSON: 59.

8 THE MODERATOR: 59.

9 The second division.

10 MR. DUFRESNE: 93.

11 THE MODERATOR: 93.

12 By a counted vote of 196, we have a  
13 quorum and we're back in session.

14 Okay, we had just completed Article 15,  
15 and during the break we noticed that there was  
16 one position that was missing from the printed  
17 motion, the printed recommendation. It was in  
18 the article but it wasn't in the motion.

19 So, at this point, I'm going to  
20 entertain a motion to reconsider the article so  
21 that we can get the motion to place the position  
22 back in. So, so moved.

23 All those in favor of reconsideration,  
24 signify by saying aye.

1 [Aye.]

2 THE MODERATOR: Opposed, no.

3 [None opposed.]

4 THE MODERATOR: The ayes have it  
5 unanimous. Madame Chairman.

6 CHAIRMAN MAGNANI: Mr. Moderator, I  
7 move that we add Grade 3 - it says delete Sailing  
8 Instructor. We are adding Sailing Instructor.  
9 \$10.67 is the minimum, and 11.32 is the maximum.  
10 And I so move.

11 THE MODERATOR: Okay, so we're just  
12 putting the Sailing Instructor back in there.

13 Any discussion? Hearing none, then the  
14 question will come on the motion. All those in  
15 favor signify by saying aye.

16 [Aye.]

17 THE MODERATOR: All those opposed no.

18 [None opposed.]

19 THE MODERATOR: The ayes have it  
20 unanimous.

21 Okay. Now, Article 16 is the capital  
22 improvement plan, but based on the decision of  
23 Town Meeting on Article 17, it will affect what  
24 the Finance Committee is going to recommend be in

1 our Capital Improvement Plan. So, because of  
2 that interrelatedness, by a call of the Chair I'm  
3 going to take Article 17 first. And after Town  
4 Meeting expresses it's will, then the Finance  
5 Committee will be prepared to make its motion for  
6 Article 16.

7 So, on Article 17, Madame Chairman.

8 CHAIRMAN MAGNANI: Mr. Moderator, I  
9 move that the sum of \$2,500,000 be appropriated  
10 to fund an Emergency Management Service Contract  
11 under - I'm sorry - Energy Management Service  
12 Contract under Massachusetts General Law Chapter  
13 25A, Section 11I, and that to meet the  
14 appropriation, the Treasurer, with the approval  
15 of the Board of Selectmen, is authorized to  
16 borrow said amount under and pursuant to Chapter  
17 44, Section 7 of the General Laws, or pursuant to  
18 any other enabling authority, and to issue bonds  
19 and notes of the Town therefore.

20 And may I make a statement?

21 THE MODERATOR: Yes.

22 There's the main motion.

23 Madame Chairman.

24 CHAIRMAN MAGNANI: There was an

1 extensive presentation a year ago in Article 55  
2 in the November 2012 Town Meeting. At that  
3 time, Town Meeting was informed that the Trane  
4 Company was selected - had been selected as the  
5 performance company. We were informed that the  
6 School Department had done a similar project and  
7 it had been successful.

8 This is not a new concept. We are not  
9 on the cutting edge. We don't anticipate any  
10 free stuff. We are attempting to address how to  
11 control our energy costs and update our buildings  
12 to best operate in an efficient manner.

13 At the present time, we react to  
14 emergency projects. If a generator or boiler  
15 does not work, we're forced to replace it quickly  
16 and probably not always in the most financially  
17 sound way. The project gives the Town an avenue  
18 to correct the situation by using energy savings  
19 to offset the cost of updates. The Town  
20 Manager's ESCO Advisory Team will remain in place  
21 and the Finance Committee has a member on that  
22 team.

23 The Finance Committee is charged with  
24 studying each article and recommending to Town

1 Meeting. We concentrate on how best to spend the  
2 taxpayer's money and we believe that this does  
3 present an opportunity.

4 The Finance Committee would like to see  
5 the funding for ten years instead of 20. And  
6 it's a very difficult situation. We cannot tie  
7 the hands yet because the funding will not start  
8 until 2017. We have no idea what the interest  
9 costs will be at that time, and whatever costs  
10 there are, the Finance Director will definitely  
11 do what is best for the Town.

12 We have removed the - in the request,  
13 there was to do the roof at the Morse Pond School  
14 and the windows here at the Lawrence School. We  
15 have taken those out. This is a smaller project.  
16 We would like to do it, see how it works, and  
17 then perhaps go for larger projects in the  
18 future.

19 And I would like to ask the chairman who  
20 is our resident expert on this article to speak.  
21 Vice-chairman, excuse me.

22 THE MODERATOR: Mr. Lowell.

23 MR. LOWELL: My name is Nick Lowell.  
24 I'm Precinct 5. I'm the Vice-Chairman of the

1 Finance Committee. Yeah, we have been working on  
2 this article very hard for quite a while and  
3 we've come up to this what is amounting to being  
4 a compromise plan on the ESCO project.

5 As many of you know, the original  
6 project was for a four and a half million dollar  
7 plan. It included many of the Town's facilities.  
8 I think Heather perhaps will have a complete list  
9 for you or some kind of a list later, in just a  
10 moment. But we've boiled that list down to a  
11 two and a half million dollar plan.

12 Now, the project itself is complex, and  
13 it has a lot of different things that need to be  
14 understood, and it's difficult to explain that in  
15 a couple minutes, but the nuts and the bolts of  
16 this type of energy savings contract are that you  
17 are attempting to fund projects that will upgrade  
18 your energy efficiency, and then you're paying  
19 for that by using the energy savings that you  
20 have achieved by upgrading the efficiency of your  
21 projects.

22 So you can then -- because in future  
23 years your budget will not have to be as high  
24 because you're not going to be paying as much for

1 electricity, for gas, for oil; you can use those  
2 savings to pay off the bonding on the projects  
3 that you put forward.

4 So, it's a complex process where you  
5 have a lot of variables, and we've done our best,  
6 now, to look at these variables and make sure we  
7 understand how they work and what the impact  
8 would be.

9 Now, that said, I've been looking at  
10 this very hard myself, but I've been extremely  
11 skeptical, at times, as to whether this project  
12 made sense, but I have come around. And I would  
13 like to just sort of outline how that's happened.

14 The main sources of concern that I had  
15 were that at this time we do not have a complete  
16 project list. I cannot tell you exactly what  
17 projects we're going to work on at this time. We  
18 have a draft list, but we do not have a complete  
19 list. The only thing that we have agreed to,  
20 now, is that the roof at Morse Pond and the  
21 windows at Lawrence School are not going to be  
22 included in this project.

23 The reason those two projects were taken  
24 out was because they're quite expensive and they

1 have - it's very little energy savings potential.  
2 Don't get me wrong: these are important projects  
3 and we're going to have to deal with them as a  
4 Town, but they have very poor return. So, using  
5 our rough numbers that we have, it's about two  
6 million dollars worth of projects; they save  
7 about \$4,000 worth of energy every year. In  
8 terms of payback, that's about a 500 year payback  
9 for those two projects. But, taking them out,  
10 the remaining projects have a payback that  
11 roughly breaks even. So, in other words, the  
12 amount of money that we're going to have to pay  
13 for the bonding is going to be equal to the  
14 offsets that we're making in the electricity.  
15 It's not exact. We don't have exact numbers yet  
16 because our investment grade audit isn't  
17 complete, which is one part of this process, but  
18 it's about in - in about in equality.

19 So, the reasons I that I was concerned:  
20 we don't have a complete list, we don't  
21 completely understand what our maintenance costs  
22 are, we don't know the exact amount of savings  
23 and we don't know the exact bonding plan. And we  
24 don't have experience working with Trane, except

1 for the point that we've been working with them  
2 for a while, but we haven't completed a project  
3 with Trane. All things that have made me  
4 nervous.

5 But, as I've researched this project and  
6 as I have talked with more people, as I've talked  
7 with - as I've read the documentation, I've  
8 become more comfortable with it.

9 So, in Massachusetts, there have been  
10 over 300 ESCO projects that have been completed.  
11 Not all with Trane. There are several suppliers.  
12 But 300 municipal and school projects have been  
13 completed. We're not the first ones to do this.  
14 It's generally accepted that this is a good way  
15 to upgrade your energy infrastructure, upgrade  
16 your capital items.

17 Second of all, Falmouth Schools have  
18 done this. A number of years back the public  
19 schools worked with Honeywell on a project and  
20 they had a favorable experience from that.

21 Third, Trane, who's our chosen supplier,  
22 has a very good reputation in Massachusetts.  
23 They've done this before. We're not breaking any  
24 new ground with them. So I feel comfortable

1 that they're a good supplier for us.

2 We also, by taking this project on, many  
3 of the projects that are going to be on the list  
4 are things like HVAC systems, building controls,  
5 lighting controls, energy management systems.  
6 These are things that are fairly complicated and  
7 unfortunately in the Town we don't have all of  
8 the expertise that we need to do these things.  
9 So, putting in a building automation system is  
10 something that's just beyond the capability of  
11 most of the - of our Town employees. We don't  
12 have resident experts in these areas. Trane does  
13 have those resident experts. By having them  
14 working on the project, they are going to help  
15 make sure that we get the right equipment and do  
16 it right the first time.

17 There also are the energy savings. So  
18 the energy savings are not theoretical. The  
19 energy savings are guaranteed. Trane does a -  
20 they're doing, they're in the process of  
21 completing an investment grade audit with us  
22 right now. They figure out how much energy we're  
23 using. They figure out how much energy we're  
24 going to save by completing these projects.

1           So, you have some confidence that the  
2 energy that they say you're going to save, you're  
3 actually going to save. So there's a reduced  
4 risk that it's - that somehow that they're made  
5 up numbers. It's made me more comfortable with  
6 the project.

7           Another very important thing is that, by  
8 approving this type of project, we get a whole  
9 bunch of projects done and started essentially  
10 simultaneously. Normally if we wanted to do  
11 these projects, we'd have to bid them out  
12 individually. It'd be a lot of work; it'd be a  
13 long process. We get to lump somewhere on the  
14 order of 25, 30 projects and we get them all  
15 started at the same time so we'd start making the  
16 energy savings - collecting the energy savings on  
17 a much more timely manner than we would by doing  
18 them one by one.

19           So, and finally, by scaling this project  
20 down to a two and a half million dollar project  
21 instead of the original four and a half million  
22 dollar project, we have a very manageable  
23 project. It's not the down sides - if everything  
24 that went wrong with my original thinking, you

1 know, if all my nightmares came true, it's still  
2 not going to break the budget. We are going to  
3 still be in a sound fiscal position.

4 But, on the other hand, on the upside,  
5 if we do these things, if we realize the energy  
6 savings, we get new equipment, we help avoid  
7 catastrophic emergency failures, we start saving  
8 energy and hopefully - and money immediately, and  
9 it's something that just starts to make more and  
10 more sense.

11 So, on the balance, I personally have  
12 come from being skeptical to being supportive of  
13 this. I hope that you will also be supportive of  
14 it.

15 If things go really well, we can look at  
16 doing a Phase 2 and including more projects, and  
17 if we decide that in a couple years that we  
18 aren't liking it, well we don't have to do  
19 anymore but we didn't risk a lot by doing it.

20 So, it's a new way of doing something  
21 and I hope that you'll support it. Thank you.

22 THE MODERATOR: Okay, discussion on the  
23 article.

24 Mr. Alliegro.

1 MR. ALLIEGRO: Mark Alliegro from 7<sup>th</sup>  
2 Precinct. So, unless I misunderstood, we don't  
3 know the exact cost, we don't know what the exact  
4 savings are, we don't know what the projects are  
5 that are going to be involved, we don't know what  
6 the bonding is going to be, we don't have  
7 resident experts to evaluate what we're being  
8 suggested to do, so we're going to take the  
9 salesman's word on this that they're going to do  
10 a good job.

11 For two and a half million dollars in  
12 Phase One.

13 It seems to me a project like this would  
14 really beg to have a consultant with no direct  
15 interest in the project itself. A consultant  
16 that we would pay for a one year contract to come  
17 in and evaluate and stand to gain nothing  
18 directly from the project. That's if I'm  
19 understanding this correctly.

20 And if I am, I've never heard a proposal  
21 like this before. So, unless - I hope that I'm  
22 misunderstanding and I could be corrected on some  
23 of these points, because otherwise I could never  
24 vote for a proposal like this.

1 THE MODERATOR: Okay, Mr. Lowell. Or,  
2 Ms. Harper.

3 MR. LOWELL: [No mic: inaudible.]

4 THE MODERATOR: Ms. Harper.

5 MS. HARPER: First of all, thank you  
6 for the questions, and I want to thank Mr. Lowell  
7 for his very rigorous review of the project.  
8 Going back to late August and September, he spent  
9 a tremendous amount of time both familiarizing  
10 himself with the process, the contracts, as well  
11 as the very specific projects. And we do have a  
12 very detailed scoping assessment of the projects  
13 that the Finance Committee has reviewed in some  
14 detail, leading to the elimination of the two  
15 larger projects, the windows and the roof  
16 project.

17 In addition, at the last Town Meeting, I  
18 think it was a year ago, this Town Meeting  
19 appropriated the funds for us to obtain a third  
20 party consultant. He is here this evening, Mr.  
21 Ward is here. He has reviewed the scoping  
22 assessment. He's reviewed the contract and  
23 provided that high level of service that you  
24 would expect from the Town. He's had an

1 opportunity to present to the Finance Committee  
2 and answer all of their questions, and I think if  
3 you asked any of them, they would share my  
4 respect for his work and diligence that he's  
5 offered to this point and we would expect  
6 throughout the project, both through the final  
7 recommendations of the full project scope and for  
8 the year beyond, when we're ensuring that the  
9 energy savings is what Trane is committing to.

10 And I'd like to just do a brief  
11 presentation. I won't hang on the slides too  
12 long.

13 So the ESCO really is a tool available  
14 to the Town to make projects more affordable by  
15 reducing the cost and the time associated with  
16 the design-bid-build process. This project  
17 would require no additional taxation. It's  
18 proposed within planned budget growth policies.  
19 It's consistent with our fiscal policies and  
20 funds planned capital needs.

21 It allows access to federal subsidies on  
22 interest and will include rebates and incentives  
23 through utilities.

24 The projects include, and these are just

1 the types of projects that will be included, and  
2 this represents projects throughout 17  
3 facilities: replacement of HVAC systems, variable  
4 frequency drives, lighting, aging boiler and  
5 furnace replacements, kitchen equipment and  
6 cooler controls, building envelope improvements,  
7 energy management systems, lighting replacement,  
8 new windows - not at the Lawrence School - and  
9 others.

10 Projects originally proposed in the  
11 capital plan, if you look in the back of your  
12 book, you will find all of these listed. And  
13 Fiscal '14, the facilities coordinator is looking  
14 for \$175,000 for the Rec Center HVAC system. In  
15 '15, \$250,000 for the Town Hall. In '16,  
16 \$50,000 for the Police Department. In '17,  
17 Public Works controls. In Fiscal '19, she has a  
18 very general item for building maintenance  
19 equipment upgrades; a portion of that would be  
20 anticipated to be covered by this ESCO.

21 Additionally, the school has annual  
22 maintenance and capital offset that would result  
23 from improvements in the school systems.

24 With an approved ESCO, the energy

1 conservation projects would begin simultaneously  
2 as one project in all of these facilities. I  
3 will not read them to you, but there are about 17  
4 there.

5 Next slide. The Town ESCO project, and  
6 I want to report that it's been approved at this  
7 level at a meeting of the School Committee this  
8 evening, as well as at a meeting of the Board of  
9 Selectmen. Both those boards concur with the  
10 Finance Committee's recommendation.

11 The Capital cost is \$2.5 million. The  
12 annual estimated savings, which has been reviewed  
13 by our third party consultant based on a very  
14 specific detailed list of projects, is \$172,000  
15 is the estimate. Now, you can consider where we  
16 are at this phase is at about 75 percent design.  
17 There's still another 25 percent to go in the  
18 full review of the investment grade audit.

19 And I just want to use the term  
20 investment grade audit one more time. Our  
21 expectation is that we will have a financial  
22 instrument, an audit, that we could take to a  
23 bonding authority so it will have the level of  
24 detail illuminating every project and every cost

1 savings that is associated with that project, and  
2 that will be reviewed in detail by Mr. Ward.

3 The avoided costs from the capital  
4 improvement plan we just reviewed is  
5 approximately \$550,000. The savings will equal  
6 the debt payments in year ten. That's really  
7 good news. Any additional savings through an  
8 interest subsidy would reduce that cost, and it  
9 may be feasible that a ten year bond is possible  
10 with this project, and that is something that  
11 we'll look at as we move to the permanent  
12 financing and we know more about what the  
13 potential for those subsidies may be.

14 The estimated fiscal impacts would be  
15 effective in 2017, and the debt service is  
16 estimated to be about \$232,000 a year. The  
17 annual savings projected is approximately  
18 \$172,000 a year, leaving a total annual cost to  
19 the Town of \$60,000 a year. This is based on a  
20 20 year note, estimating four percent interest  
21 and declining thereafter.

22 Next slide. The Town and the schools  
23 first embarked on the exploration of energy  
24 services contracting several years ago, as a

1 financial tool to assist the Town in meeting our  
2 unmet capital needs without seeking additional  
3 dollars from taxpayers.

4 And that is it. If you have any  
5 questions, I'd be happy to answer them.

6 THE MODERATOR: Okay. Further  
7 discussion? Mr. Hampson.

8 MR. HAMPSON: George Hampson, Precinct  
9 5. This is for either Nick Lowell or Heather.  
10 You said this is very, very specialized  
11 contracting, and I can appreciate that. But is  
12 there any a time - which is an important question  
13 - that you use local contractors that can do the  
14 work that isn't so specialized. Thank you.

15 THE MODERATOR: Ms. Harper.

16 MS. HARPER: That is a good question.  
17 We've asked Trane that very question. They have  
18 very clear specifications for their contractors,  
19 based on the means and methods that they require  
20 because Trane is going to guarantee the  
21 performance of the equipment that they install.

22 They will accept references from local  
23 contractors and if those local contractors meet  
24 their specifications, it's possible they could be

1 hired, but that's solely at Trane's discretion.  
2 We do not have a role in that.

3 THE MODERATOR: Okay, Mr. Anderson.

4 MR. ANDERSON: Good evening, I'm Gary  
5 Anderson from Precinct 7. First, I'd like to  
6 state that for the record my past history would  
7 probably show that I'm very much in favor of  
8 saving money. That's the kind of thing that  
9 pegs my jovial meter, I might add.

10 Now, as many of you also know, when it  
11 comes to spending money, that's a wee bit harder  
12 for me. So let me point out my issues with this  
13 Article 17, the ESCO project. One of the  
14 gentlemen from our Precinct 7 earlier made some  
15 comments which I would agree with.

16 Information of the quantitative type  
17 seems to have been slow in coming. The Finance  
18 Committee didn't have enough information to make  
19 a recommendation until late last week, and as a  
20 matter of fact I think it may have been as late  
21 as earlier this evening. This is a proposal for  
22 nearly three million, two and a half million  
23 dollars in spending which would not be subject to  
24 approval by the voters. A project of this cost

1 and complexity merits more than a cursory  
2 overview.

3 I become very leery of no competitive  
4 bid contracts, which is what this is in essence,  
5 or it appears to be. I understand that the state  
6 allows no bid contract under these ESCO things,  
7 but that doesn't necessarily make it a wise  
8 decision.

9 Here's my brief analysis, at a very,  
10 very high level, of some of the key issues. It  
11 appears that the appeal of this ESCO project is,  
12 number one, it doesn't require voter approval.  
13 And, as I said, that's not necessarily a good  
14 thing.

15 Number two, there is a guarantee of a  
16 certain level of savings in energy by the ESCO  
17 provider, and I'm going to get back to that in a  
18 minute. I understand that there is also the  
19 possibility of a federal rebate or grant to  
20 reduce the interest cost of the bonds. Something  
21 which isn't known today and which isn't  
22 guaranteed.

23 Number four. It's also a way to lump  
24 several projects together for bonding purposes,

1 some of which have a payback which may be beyond  
2 the useful life of the project.

3 Now here are some of my issues which I  
4 believe should be addressed before approving this  
5 article. First, how is the guarantee of these  
6 savings determined? In other words, will the  
7 threshold be set so low or with so many  
8 qualitative conditions that the only way to have  
9 the ESCO provider make good on a guarantee is to  
10 litigate?

11 Number two. This begs the question of  
12 what is the value of the guarantee. This is  
13 critical because this element poses some level of  
14 risk for ESCO, the provider. The only way to  
15 reduce this risk is to charge additional money, a  
16 risk premium, or reduce the likelihood of having  
17 to perform on the guarantee. Which gets into the  
18 standards.

19 Which is being done here? And what is  
20 the cost? And, by the way, that cost is being  
21 borne by the taxpayers.

22 Next, the federal rebate isn't  
23 guaranteed. We don't really know - or at least I  
24 don't, and I'm sure many of you do not know what

1 the conditions and likelihood are of receiving  
2 that. What is it's value? It ought to be  
3 quantified to our taxpayers.

4 Fourth, if a bond is issued, for example  
5 ten, as the Finance Committee proposed, or 20  
6 years as was alluded to by the Assistant Town  
7 Manager, how wise is it to pay interest, even at  
8 a reduced rate, for several years beyond the  
9 useful life of a project?

10 What I would like to see is a side by  
11 side comparison of an ESCO bid by project which  
12 includes the guarantee, and a set of competitive  
13 bids with the same criteria. Excluding the  
14 guarantee. This will give us some idea of the  
15 cost of that guarantee and from that we can  
16 estimate the value.

17 The issue of not having to go to the  
18 voters is actually moot. Because if you can do  
19 this project under ESCO and not have to go to the  
20 voters because the energy savings are going to  
21 pay for it, what's the difference? If you do it  
22 on a competitive basis, you're going to have the  
23 same energy savings; those energy savings would  
24 pay for it on the basis of a competitive bid.

1           Last, there is no agreement, at least to  
2 my understanding, on how the savings will be  
3 captured. As we all know from recent events on a  
4 national scene, the devil is in the details.  
5 Until we have a better understanding of ESCO, I  
6 would suggest that we hold off approving this  
7 one. Thank you.

8           THE MODERATOR: Okay, Mr. Donahue is  
9 next on the list.

10           MR. DONAHUE: Mr. Moderator, I feel  
11 that I'm against this right now. I think it  
12 should be an indefinite postponement. I think it  
13 needs more research and more information to come  
14 back to us to vote on this.

15           Number two, when you're saying savings -  
16 - and maybe Heather can answer this question -  
17 for example, if we have an oil bill for this  
18 building and it's let's say \$100,000 for the cost  
19 of the oil, if we put a new burner in, that was  
20 one of the line items, and the oil bill goes down  
21 to \$85,000 or whatever the number is that's going  
22 to give us the savings to pay for it, how do we  
23 do that in government? Because, in government,  
24 there's a budget. It's not like you're going to

1 take the \$100,000 that we're paying today and  
2 next year we're going to get the hundred - the  
3 difference and put it somehow into another  
4 budget? Maybe I'm not making myself clear, but  
5 it just seems like you can't do that.

6 You have a bill for X amount of dollars,  
7 you have to pay it. You can't say the difference  
8 between last year and this year, we're going to  
9 put into Fund X. Or maybe you can, I don't know.  
10 I'm not - this government financing is always a  
11 very tricky thing for me to understand. But if  
12 you're paying with savings and how can we assure  
13 that the next Town government will not take those  
14 savings and spend it on something else?

15 I mean, is there something that locks  
16 further Town Meetings into - into something that  
17 we wouldn't like.

18 THE MODERATOR: Okay, Ms. Harper, can  
19 you address those savings?

20 MS. HARPER: That's a very good  
21 question. I'm going to answer part of it and I  
22 would like Mr. Ward to talk in some detail about  
23 the process of establishing savings, because it  
24 is not an unknown. It is a known. And Mr. Ward

1 will do a much better job of describing it than I  
2 will.

3 But, in terms of the budget, the savings  
4 are established based on the cubic unit of  
5 energy, and there will be a very thorough study  
6 of each piece of equipment or improvement that's  
7 made to determine what the cubic energy savings  
8 are going to be based on whatever the building  
9 consumes. And that will be translated into a  
10 dollar figure and those budgets will be reduced.  
11 Those budgets will be reduced, those energy  
12 budgets will be reduced and the debt budget will  
13 be increased. And that's the method that will be  
14 used over time.

15 And, I would - if it's okay with Town  
16 Meeting and I'd ask for your consent to have Mr.  
17 Ward talk a little bit more about how energy  
18 savings is determined.

19 THE MODERATOR: Okay, we're going to  
20 take a procedural vote to allow Mr. Ward to  
21 present. All in favor, signify by saying aye.

22 [Aye.]

23 THE MODERATOR: All opposed no.

24 [None opposed.]

1 THE MODERATOR: The ayes have it.  
2 Mr. Ward.

3 MR. WARD: Thank you, Mr. Moderator and  
4 I appreciate the opportunity to speak to the  
5 town.

6 My name's Dave Ward. I'm a Registered  
7 Professional Engineer in the Commonwealth of  
8 Massachusetts. I own my own consulting firm.  
9 I've been in business for about ten years. I've  
10 been involved in performance contracting for  
11 about 20 years, at all levels: federal, state,  
12 municipal, private.

13 So, one of the key elements is the  
14 savings, the guarantee of the savings.  
15 Verification is critical because the guarantee is  
16 only as good as what can be proven. And so  
17 there are protocols in place. They've been in  
18 place for a number of years, 15 years or so. I  
19 helped develop these protocols when I was doing  
20 work with the federal government that describe  
21 how savings should be calculated. There's  
22 various steps and types, without going into the  
23 detail. So, that's one of the things that I  
24 will do for the Town to look at how the savings

1 are calculated.

2 And furthermore, prior to becoming a  
3 professional engineer, I worked installing  
4 heating and air conditioning equipment for ten  
5 years. So not only do I ensure that the savings  
6 are calculated correctly, I ensure that the piece  
7 of equipment can generate those savings.  
8 Calculations are only calculations. If a piece  
9 of equipment is not capable of doing something  
10 that the contractor says it can do, then, you  
11 know, the calculations don't mean much.

12 So I will be very thorough and diligent  
13 about determining if the savings can be generated  
14 by the piece of equipment installed as the  
15 contractor says, and that the calculations that  
16 they use to determine savings are accurate and  
17 valid, and then the final piece is the  
18 verification methodology will be clear and simple  
19 such that you don't need to hire me every year to  
20 come back and inspect that. You're welcome to if  
21 you like. But the Town should be able to look  
22 at a very clear and simple document that  
23 demonstrates what these savings are.

24 So that, every year, every quarter --

1 and we will determine this along with all of the  
2 other few details that remain as far as the scope  
3 and the other elements of the project will be  
4 determined during the development of the  
5 investment grade audit.

6 One of the final pieces of that is  
7 coming up with the measurement and verification  
8 protocol for each one of the measures. And that  
9 will be worked out with the Town so that it will  
10 be a very rigorous, where it needs to be, and yet  
11 very low cost. Because you can do, as an  
12 example: rather than calculate energy savings  
13 from a new boiler, I would just look at the  
14 combustion efficiency. Which should be tested  
15 every year on a new boiler -- on any boiler,  
16 anyway. So that, if the guarantee is for a 95  
17 percent efficient boiler, the combustion  
18 efficiency report, done by an independent, should  
19 show 95 percent efficient. If it doesn't, Trane  
20 will have to make it say 95 percent efficient.  
21 It's very easy. It's very clear and very simple  
22 and very direct.

23 So that, they can do whatever they want  
24 to make it say 95 percent, be that replace the

1 boiler, tune up the boiler, but if 95 percent  
2 efficient boiler is what the Town is purchasing,  
3 then that will be the requirement on the  
4 measurement and verification. No calculations  
5 needed. A piece of paper, a test that shows that  
6 efficiency.

7 So those are the kinds of things that we  
8 will go through on every measure prior to the  
9 Town signing up to the project.

10 THE MODERATOR: Okay -

11 MR. WARD: Is that sufficient?

12 THE MODERATOR: Ms. Shephard.

13 Oh, are you all set, Mr. Ward?

14 MR. WARD: Yes, sir.

15 THE MODERATOR: Okay. Ms. Shephard.

16 MS. SHEPHARD: Susan Shephard, Precinct

17 1. I was asked by someone in the precinct to ask  
18 whether street lighting is part of this.

19 THE MODERATOR: Ms. Harper.

20 MS. HARPER: We have a contract with  
21 the County to replace all of our municipal street  
22 lights this year. Those will be done separately  
23 at no cost to the town.

24 MS. SHEPHARD: And so any opportunity

1 to have input on the color of those lights is -

2 THE MODERATOR: Is beyond the scope of  
3 this article.

4 MS. SHEPHARD: Okay.

5 THE MODERATOR: Okay.

6 [Laughter.]

7 MS. SHEPHARD: But you've answered my  
8 question, thank you.

9 THE MODERATOR: Ms. O'Connell. And  
10 then Mr. Murphy.

11 MS. O'CONNELL: Mr. Moderator, Maureen  
12 O'Connell, Precinct 4. Our former chair of the  
13 Finance Committee hit on what I was concerned  
14 about and am concerned about. I wonder how  
15 Trane was chosen over any other contractor or  
16 business to perform these services. As was  
17 mentioned, Honeywell had been used in the past in  
18 the schools.

19 And also I really agree that the way  
20 that we would make a decision based on some kind  
21 of fact would be as was previously proposed: to  
22 have different providers of this service propose  
23 what the savings would be and contrast those  
24 savings side by side.

1                   Can somebody please tell me how Trane  
2 was chosen, and this was not a bidding process,  
3 am I correct?

4                   THE MODERATOR:    Ms. Harper.

5                   MS. HARPER:     So this was a public  
6 procurement process that's established by the  
7 Commonwealth of Massachusetts.    It was a request  
8 for proposals issued in 2012.    There are  
9 multiple bidders that submitted proposals.    They  
10 were all interviewed and a full comparative  
11 analysis was done of each one of those firms and  
12 Trane was identified as the most responsive and  
13 responsible bidder and was selected following  
14 that process.

15                  MS. O'CONNELL:    Thank you.

16                  THE MODERATOR:    Okay, Mr. Murphy.

17                  MR. MURPHY:     Yes, Mr. Moderator.   Kevin  
18 Murphy, Precinct 5, member of the Board of  
19 Selectmen but I also happen to be on the ESCO  
20 Review Committee as a representative for the  
21 Board of Selectmen.

22                  The Board of Selectmen, along with the  
23 Town Manager's Office, have worked diligently  
24 over the last four years to maintain a fiscal

1 discipline approach. The \$4 million that we have  
2 this evening in Free Cash didn't just fall out of  
3 the skies. It came from discipline, Folks, a  
4 commitment from our Town employees who helped us  
5 bridge the gap during the tough financial times.

6 This Board has been able to, if you  
7 remember right, Town Meeting had before it a  
8 proposal to do an override for roughly \$2 million  
9 to be able to pay for capital costs. This year  
10 we're looking at once again having a surplus of  
11 \$4 million. The reason, because we are trying  
12 to do things and consolidate things to save you  
13 and the taxpayers money.

14 This project will be done and we'll be  
15 able to clear some of those capital items that  
16 have been on the list that were delayed because  
17 of the tough fiscal times. We have a backlog of  
18 capital projects that we now can see the light at  
19 the end of the tunnel and be able to go forward  
20 with a disciplined approach. This puts another  
21 tool in our toolbox.

22 These funds will be paid for out of the  
23 Operating Budget. We will have to make some  
24 cuts or it will be within the Board of

1 Selectmen's Budget Statement in the year 2017  
2 because that in fact is when this will end.

3 So, we worked collectively with the  
4 Finance Committee and the School Department to  
5 come up with something that was a little bit more  
6 manageable and to take the fear out of the  
7 process.

8 Two point five million dollars without  
9 the subsidy, without the subsidy of the interest  
10 from the federal government. And, again, like  
11 my friend Mr. Anderson, I don't like doing  
12 wishing and hoping, but if we got that subsidy,  
13 the \$60,000 a year could possibly be zero dollars  
14 a year to put the debt service. That's with the  
15 payback in the energy cost.

16 You know, Folks, this is an opportunity  
17 for us to try something that doesn't have a lot  
18 of risk.

19 One of the other things that I want to  
20 say to you is we continue to talk about the  
21 potential for bidding these as a separate stand-  
22 alone item. I can tell you that when it comes  
23 to technology - and a lot of this is in fact  
24 technology. One of the reasons we backed off

1 the roof and the windows is because that's not  
2 technology. But we saw what happened with some  
3 of our other bidding projects, i.e. one of the  
4 school - the high school. We also saw what  
5 happened to the insulation at Town Hall, because  
6 we didn't have the necessary qualified people to  
7 bid these projects.

8 Trane is a professional in this field.  
9 It provides and they're going to guarantee the  
10 savings to the Town of Falmouth. Along with our  
11 consultant, we'll be able to qualify and quantify  
12 what those savings are.

13 I hope you vote for this because I think  
14 this will move us forward as a great tool in our  
15 toolbox.

16 THE MODERATOR: Okay, Ms. Lichtenstein.

17 MS. LICHTENSTEIN: Thank you. Lesley  
18 Lichtenstein, Precinct 8.

19 I only have one question, and that is  
20 because we are relying on a guarantee from Trane,  
21 is there some sort of a bond that they will be  
22 there? A few years ago I bought a car that had  
23 - I paid extra for Rusty Jones so it wouldn't  
24 rust out. When the car started to rust, guess

1 what? That company wasn't there.

2 What kind of a guarantee do we have? I  
3 mean, I'm all for free things, but I'm worried  
4 about a free puppy here.

5 THE MODERATOR: Okay, Ms. Harper.

6 MS. HARPER: So this is enabled by a  
7 statute, a general law. And the General Law set  
8 forth a program of the ESCO, and we would enter  
9 into a contract with Trane that would lay out all  
10 the terms and conditions. So it isn't as though  
11 we are requiring a bond. It's a contract that  
12 requires them to participate with the Town over  
13 the life of the project, which under a 20 year  
14 note would be 20 years.

15 I think that answers your question.

16 MS. LICHTENSTEIN: But what if they  
17 weren't there?

18 MS. HARPER: One of the reasons Trane  
19 was selected was that they are a very  
20 longstanding, large firm that's been around for a  
21 very long time and we expect them to be around  
22 for a long time.

23 THE MODERATOR: Okay, Mr. Putnam.

24 MR. PUTNAM: I'd like to address a few

1 things that Mr. Anderson or a few issues that Mr.  
2 Anderson raised and I'd also like to thank Mr.  
3 Anderson for his insight and his questions  
4 because it's - you know, making decisions,  
5 especially amongst a body such as this, is easier  
6 when we get alternate points of view and  
7 different perspectives.

8 But there are a few things that he said  
9 that I think need some clarification. One of  
10 them, he said this is not subject to approval by  
11 the voters. And I'd like you to look one  
12 article before this, to Article 16. There's \$3  
13 million in projects there, ladies and gentlemen,  
14 not subject to approval by the voters. This  
15 body, on a biannual basis, approves millions upon  
16 millions of dollars of projects that are not  
17 subject to approval by the voters. We are  
18 elected in order to make these decisions.

19 So, his thoughtful questions, and yours,  
20 are appreciated here because obviously you're  
21 doing your job. But don't get hung up on that.

22 He mentioned litigation and the  
23 enforcement of contracts, but I'd refer you again  
24 back to the fact that 300 ESCO projects have been

1 done across the state of Massachusetts; Trane has  
2 done dozens.

3 We talk about the longevity of  
4 companies. Before this, how many of you have  
5 ever heard of Trane? You see ads on T.V.  
6 They're a very widely known company. They do a  
7 lot of business across the country, around the  
8 world.

9 Now, how many of you can remember the  
10 name of the high school building contractor? I  
11 certainly can't. Not Gilbane, but the actual  
12 contractor. Yeah, there's a few folks.

13 The point is, is that - and - and Mr.  
14 Anderson mentioned it. He talked about doing  
15 this out in bidding. Well, there are dozens of  
16 projects that are going to be done under the  
17 umbrella of the ESCO. So if we do dozens of  
18 projects, that means we have to go through the  
19 bidding process. That's a lot of work for the  
20 Town Manager's Office. It's a lot of work for  
21 the Energy Committee. It's a lot of work for  
22 every Town department that has to put together  
23 the proposals needed in order to get the bids for  
24 dozens of projects.

1                   Is there a premium here?   Yes.   We're  
2                   going to pay a little premium.   That's a  
3                   guaranteed, because Trane has to get their money  
4                   out of this.   They're not a non-profit, Folks,  
5                   they're going to be doing this for money.   But  
6                   we're getting a service for that premium and that  
7                   service is to allow them to save us the time.  
8                   They're going to do that process with the bidding  
9                   and make sure - and it's a guaranteed contract.  
10                  And again, I go back to 300 successful ESCO  
11                  projects done across the state.   It's a process  
12                  that is guaranteed in a contract.   Trane has not  
13                  only their money on the line, literally, because  
14                  they have to guarantee this, their reputation is  
15                  on the line.

16                  And, as noted, there was a panel of  
17                  individuals in this town: Energy Committee, Board  
18                  of Selectmen, Town Manager's Office, put together  
19                  to review the various bidders and they came up  
20                  with Trane.   So Trane's reputation is on the  
21                  line, their name is on the line.   This is not  
22                  something they're going to take lightly.

23                  Are there some fuzzy details still?  
24                  Yes, there are.   There are always going to be

1 fuzzy details. There are always going to be some  
2 questions that remain unanswered. But we have  
3 done our due diligence here, Folks. And this is  
4 not a question mark. We know what we're doing.  
5 I suppose easy for me to say; I'm standing here  
6 talking about it. But the reality is there's  
7 been a lot of due diligence done.

8 There's a lot of experience across the  
9 state with these projects and we wouldn't be  
10 entering into this if we didn't think it was  
11 going to be a win-win for the Town.

12 We ask that you support this.

13 THE MODERATOR: Okay, Ms. Flynn.

14 I've got an extremely long, growing  
15 list. So if we can ask questions or make new  
16 points about why you do or don't want to do this,  
17 because this list is really getting long, longer  
18 than what you've already heard speak.

19 Ms. Flynn.

20 MS. FLYNN: Yes, thank you, Mr.

21 Moderator. Pat Flynn, Precinct 6.

22 I think the legislature did a really  
23 good thing when it passed this bill to allow  
24 communities to be able to meet their energy needs

1 through a piece of legislation like this.

2 If you really think about the long lists  
3 that we have had over the years for capital  
4 projects and infrastructure projects, they aren't  
5 even as long as they could be, because oftentimes  
6 department heads don't put everything on the list  
7 because they know it can't possibly happen  
8 anyway.

9 If you look in the appendix, even, of  
10 the warrant, you will see a long list of capital  
11 needs that still have to be met. My point is  
12 this: the legislature gave us a vehicle where we  
13 can take energy related infrastructure and  
14 equipment and be able to purchase it and install  
15 it, implement it, in a way that does not affect  
16 the way we usually buy our capital equipment,  
17 through the regular RFP's, the regular bonding,  
18 the Town Meeting votes and all of that.

19 So what it does is it takes all of those  
20 items out of the Capital Plan and it shortens the  
21 list. So it helps us get our capital needs done  
22 faster and more efficiently and - and the way  
23 they should be done.

24 So, that's really the whole point of

1 this. And I think all the comments that have  
2 been made are very, very important. The  
3 considerations that have been raised really need  
4 to be looked at. But, in the end, what this is,  
5 is another way of being able to acquire these -  
6 this kind of equipment, these kinds of capital  
7 needs, outside of the usual process so we can  
8 move our other needs forward and we don't end up  
9 year after year with a list that we never get to  
10 the bottom.

11 THE MODERATOR: Okay, Mr. Mustafa.

12 MR. MUSTAFA: Ahmed Mustafa, Precinct  
13 4. My question is the way things are, \$250,000  
14 for the Trane Company to do this review, do we -  
15 is there any stopgap measure in there to prevent  
16 cost overruns? This needs to be done here and  
17 this needs to be done there. Is that the final  
18 figure, the 250, or is this just the beginning?  
19 Because I know we've been burnt a couple times on  
20 a starting figure and then we end up paying two  
21 or three times more than what the starting figure  
22 was. That's my question.

23 THE MODERATOR: Ms. Harper.

24 MS. HARPER: Thank you for that

1 question.

2 The request to Town Meeting is a \$2.5  
3 million ESCO, not to exceed \$2.5 million. We  
4 won't come back to you for more to complete this  
5 scope of work.

6 And the way the pricing works, and I'm  
7 going to have Mr. Ward answer this again, is it's  
8 fixed, firm pricing. So they will give you a  
9 fixed price and that is the price. And the  
10 reason we have Mr. Ward is to review each and  
11 every one of the specifications, the equipment  
12 specified, as well as the energy savings on them  
13 to insure that we are getting good, solid  
14 industry prices on those.

15 I don't know if you have anything more  
16 to comment on.

17 MR. WARD: Just briefly, thank you.  
18 Yes, as far as the pricing goes, it's an open  
19 book, then closed book, firm, fixed price.

20 So that the Town, the Energy Committee,  
21 with my help, will scrutinize all of the pricing  
22 of everything. And if something looks out of  
23 whack, then we'll go back and augur into it  
24 deeper. But the pricing will be scrutinized and

1 matched up with - I've done maybe 50 projects  
2 just like this, so I have a good idea of what  
3 pricing should be for each of these things and  
4 the scope of work should be for each of these  
5 things.

6 So if the scope seems to be out of whack  
7 or the price seems to be out of whack, then we're  
8 going to augur into it more. And if it can't be  
9 brought into line, that piece can be dropped from  
10 the project and replaced by something else.  
11 This is why the project is not cast in stone yet,  
12 because there's still a little bit of tweaking  
13 that has to be done as we get all these final  
14 numbers in. So it will be scrutinized.

15 Once the project is selected, it's a  
16 firm, fixed price, so they must do that work for  
17 that price. And we will be scrutinizing them  
18 throughout.

19 THE MODERATOR: Okay, Ms. Newton.

20 MS. NEWTON: Chardell Newton, I'm the  
21 Facilities Manager for the Town of Falmouth. I  
22 actually went with Paul Gentile, our Energy  
23 Coordinator, to visit these other towns and  
24 cities who had already either had an ESCO done or

1 they were in the middle of having one done. And  
2 we met with the facilities managers. We met with  
3 the actual plumbers and the custodians and the  
4 Maintenance Department who followed out the  
5 project from start to finish. And we had  
6 extremely positive notes.

7 We actually met with the Financial  
8 Director in the City of Somerville to discuss how  
9 the ESCO payback was and how much money they were  
10 saving. And I don't think - and Paul, correct  
11 me if I'm wrong - that we actually found anything  
12 negative about any of the ESCOs.

13 The employees liked it. They said the  
14 training was phenomenal. And the one thing about  
15 doing the low bidding, as everybody seems to be  
16 worried about the bidding process, oftentimes  
17 when you're low bidding, you get a piece of  
18 equipment that is a low bid, and in the end the  
19 Town pays a lot of money to have it repaired over  
20 and over and over again.

21 I can assure you of one thing: I've been  
22 the Facilities Manager for 22 years, and Trane  
23 makes an extremely good product. Most of the  
24 Trane equipment that we have, we have very, very

1 little problems with it.

2 But I do want you to know that we did  
3 actually go to these cities and towns to speak to  
4 them about their experience, and it was a very  
5 positive experience that they told us that they  
6 had.

7 THE MODERATOR: Okay, Ms. Fenwick.

8 MS. FENWICK: Good evening, I'm Judy  
9 Fenwick, Precinct 1, and also Chairman of the  
10 Falmouth School Committee. And I want to use  
11 this opportunity this evening to introduce Dr.  
12 Bonnie Gifford who's our new Superintendent of  
13 Schools.

14 [Applause.]

15 MS. FENWICK: I just want to make a few  
16 statements on behalf of the School Committee.  
17 At our meeting this evening prior to Town  
18 Meeting, the School Committee reconsidered a vote  
19 we had taken last week, which was to follow the  
20 recommendation of the Finance Committee, which  
21 was last week for indefinite postponement.

22 There's been a lot of scrambling and  
23 requests for more information. And, although  
24 you - Mr. Alliegro, you talked about things being

1 fuzzy and wanting more information. We also were  
2 right there with you, but we've gotten the  
3 information that we want to satisfy us.

4 The School Committee feels that going  
5 forward with a slightly reduced project really  
6 plays into economies of scale, which is something  
7 as a Town we need to do. And I see this as a  
8 proactive approach and also a creative approach  
9 to financing projects, as Ms. Flynn said that  
10 have been begging to be done.

11 So, the School Committee is firmly in  
12 support of going forward with this reduced  
13 project for \$2.5 million.

14 And if you'd like to address anything to  
15 this?

16 MS. GIFFORD: I don't think I can.  
17 Can I?

18 MS. FENWICK: All right, yes, you can.

19 MS. GIFFORD: I can?

20 MS. FENWICK: Yeah.

21 MS. GIFFORD: Okay. Just to echo  
22 what Ms. Fenwick just said. We've had many,  
23 many, many meetings.

24 I am just really thrilled to be able to

1 work with all of the Town boards, here, and look  
2 at that as a collaborative effort, that if this  
3 is something that we can do for the benefit of  
4 the taxpayers as well as getting some of these  
5 projects off of our list and moving on to get  
6 some others addressed, as we said, we have voted  
7 to support this.

8 So, thank you.

9 THE MODERATOR: Okay, Mr. Nidositko.

10 MR. NIDOSITKO: Jim Nidositko, Precinct  
11 2.

12 I may have missed something, but I don't  
13 believe the word - the acronym TRANE is mentioned  
14 in the article. And if I'm correct, I'd like to  
15 know why. And I'd like to know what the term,  
16 the acronym, TRANE stands for and where the firm  
17 is located in the event someone wanted to Google  
18 it and get some more information about them.

19 THE MODERATOR: Ms. Harper.

20 MS. HARPER: I do not know and I'm not  
21 sure that there's anyone here that does know.  
22 Trane is a very large, multi-national firm. If  
23 you look up Trane, Google Trane, you're going to  
24 get a lot of information about them. Trane is

1 the name of the firm. T-R-A-N-E.

2 THE MODERATOR: T-R-A-N-E. Okay.

3 All right, let's see, I had Mr. Lowell.

4 MR. LOWELL: Nick Lowell, Precinct 5,

5 and I did want to just clarify a couple things

6 that I said that didn't maybe come out exactly

7 the way I intended.

8 The project list is not nailed down

9 exactly because the investment grade audit has

10 not been completed. So the numbers that we've

11 been working off of to date are based on a quick

12 walk-through type of review of the facilities.

13 It's difficult from a walk-through to be sure of

14 exactly what you're looking for to be able to

15 guarantee the energy savings to identify the

16 lighting that the - the exact equipment and to

17 know exactly how you're going to replace it.

18 So, when I say the project list is not

19 nailed down, what I mean is that until you've

20 done a very detailed review, you can't nail it

21 down. And the reason that the way that this

22 whole process works is by first, in this case,

23 contracting with Trane, is because they need to

24 have some assurance that they're going to get the

1 job to do the level of detailed work to  
2 determine, you know, what equipment needs to be  
3 replaced, how you're going to replace it and what  
4 the savings will be.

5 It's not reasonable to expect that to be  
6 something that you could bid out on a normal  
7 process.

8 The second thing, when I said that the  
9 costs aren't nailed down, we - the numbers work  
10 even if we get no federal rebate; even if there  
11 are no other rebates. But what we don't know  
12 yet is we probably will get some money back. It  
13 may be an interest subsidy from the feds. We  
14 probably will qualify for lighting incentives,  
15 perhaps from Cape Light Compact. We'll probably  
16 qualify for incentives from the gas utilities for  
17 upgrading boilers. But until we know exactly  
18 what light fixture we're replacing with a  
19 different type of light fixture, you won't know  
20 what those pay backs are going to be, what the  
21 incentives will be for those.

22 So, without accounting for those, we  
23 still feel comfortable doing the recommendation.

24 Sure, I'd love to know exactly how much

1 we're going to get back from those types of  
2 things, but we don't know them now but it doesn't  
3 mean that we shouldn't go ahead with it.

4 The one thing that's certain: if we  
5 don't do the project, we won't save the energy  
6 from doing it. We'll continue to be wasting our  
7 electricity by running lights. We'll continue by  
8 heating the outdoors in the winter and cooling  
9 the outdoors in the summer. We'll continue to  
10 have problems with equipment malfunctioning or  
11 breaking down entirely unexpectedly.

12 So this is just a way for us to ensure  
13 that some of those things don't happen. Thank  
14 you.

15 THE MODERATOR: Okay, Mr. Pinto.

16 MR. PINTO: Thank you, Mr. Moderator.  
17 Greg Pinto, Precinct 9. I move that we suspend  
18 debate.

19 THE MODERATOR: Okay, move the previous  
20 question. The question will come on closing  
21 discussion on the main motion. All those in  
22 favor of closing discussion, signify by saying  
23 aye.

24 [Aye.]

1 THE MODERATOR: All those opposed no.

2 [No.]

3 THE MODERATOR: It is the opinion of  
4 the Chair that the ayes have it by a two-thirds  
5 majority and the question will come on the main  
6 motion.

7 This main motion includes borrowing  
8 language, so this will require a two-thirds vote.  
9 All those in favor of Article 17, the main  
10 motion, signify by saying aye.

11 [Aye.]

12 THE MODERATOR: All those opposed no.

13 [No.]

14 THE MODERATOR: It is the opinion of  
15 the Chair that the ayes have it by a two-thirds  
16 and I so declare. Is there a challenge to the  
17 Chair?

18 Hearing none, I declare the two-thirds  
19 majority.

20 Now we will go back to Article 16,  
21 Madame Chairman.

22 CHAIRMAN MAGNANI: Mr. Moderator, I  
23 move that the Town vote to appropriate \$3,068,325  
24 for the purpose of Article 16, and to meet this

1 appropriation the Town transfer the sum of  
2 \$3,018,325 from Certified Free Cash and transfer  
3 \$50,000 from the Waterways Improvement Account.  
4 Said funds to be expended under the jurisdiction  
5 of the Town Manager.

6 And the reason this is changed is that  
7 we had - the Finance committee voted to put  
8 \$60,000 more in the Capital Improvement Plan and  
9 this - and that's - it's for replacement windows  
10 in the Lawrence School. Originally this was in  
11 the capital, and then it was taken out because it  
12 was going to be under the ESCO project. Now we  
13 are not doing the windows at the Lawrence School  
14 and what is needed is a study to get this in -  
15 get it planned and get it designed and the School  
16 Committee believes that this is something that we  
17 need to attend to now.

18 THE MODERATOR: Okay, I'm going to  
19 start by any general questions and then we'll  
20 actually go through this by line items. And we  
21 actually have an opening presentation first.

22 MS. PETIT: Good evening. I'm Jennifer  
23 Petit, the Director of Finance. I just want to  
24 give a brief overview on the Capital Plan and how

1 we made some decisions and recommendations.

2 First slide, please. As you know, the  
3 Capital Plan has been underfunded in the past  
4 several years. We are continuing to make  
5 progress in funding current capital plan requests  
6 and we are continuing to increase our capital in  
7 the Operating Budget as additional revenues  
8 allow.

9 If you remember last April we actually  
10 put around 400,000 back into the operating budget  
11 of capital police cruisers, things of that  
12 nature. And in FY '15, the Selectmen's budget  
13 policy will continue to fund the Capital  
14 Stabilization Fund.

15 Next slide, please. Last year, the  
16 Capital Advisory Committee met weekly and they  
17 looked at some work a previous committee had  
18 completed and they came up with three categories.  
19 Category one are transitional items, falling  
20 below the 25,000 and five year life limits.

21 Category two are expenditures between  
22 25,000 and one million dollars with a life  
23 expectancy of greater than five years. And  
24 category three are large expenditures exceeding

1 one million dollars with a life expectancy  
2 greater than ten years.

3 Next slide, please. This capital plan that  
4 you'll be reviewing tonight focuses on category  
5 two primarily expenditures in the plan and  
6 revenue generation to fund at least three million  
7 in capital per year.

8 Our Free Cash was certified this year at  
9 approximately 4.9 million, and we are  
10 recommending about three million in capital.  
11 When the Capital Advisory Committee met and they  
12 reviewed these thresholds, they did focus on  
13 revenue generation, and they also came to a  
14 conclusion that if we could fund around three  
15 million a year we could probably keep up with  
16 some of the capital needs. Although, if you look  
17 at the capital plan, there are always a lot more  
18 requests than what we can fund. But at least  
19 we'd be able to make some headway towards that.  
20 And they made a report to the Board of Selectmen  
21 on their findings.

22 So the process. As I stated, we  
23 generated enough in Free Cash to fund  
24 approximately three million. The department

1 heads submitted a ten year capital plan. It was  
2 reviewed by myself, the Town Manager and the  
3 Assistant Town Manager. And recommendations  
4 were made on current year requests. So all your  
5 information in the back of your warrant booklet,  
6 when you get those individual sheets, you'll get  
7 sheets for what has been requested in the capital  
8 plan.

9 And the Finance Subcommittee members met  
10 with all the department heads and they made  
11 actually some additional recommendations as well.

12 Next slide, please. So, in conclusion,  
13 that's really how we came about the ten year  
14 capital plan and everything is in the back of  
15 your warrant booklet. And if you have any  
16 questions, we have the department heads here to  
17 answer specific questions you may have.

18 THE MODERATOR: Okay, thank you.

19 Any general questions before we actually  
20 go to the line items? Okay.

21 MR. YOUNG: Thank you, Mr. Moderator,  
22 Bob Young, Precinct 5.

23 I'd like to ask Ms. Petit if  
24 maintenance, painting and training belong in the

1 Capital Expense budget. I see this eight  
2 different times, but rather it should be  
3 Operating Expenses and belong in the Operating  
4 Budget. I brought it up in other years and it  
5 seems that these things slip in because there's  
6 no other way to pay for them and I'm sure the  
7 department heads need these things done, but  
8 they're not true capital expenses and don't  
9 belong in this article.

10 MS. PETIT: Thank you for the question.

11 Some of the items, as I stated, we are  
12 trying to put back into the Capital - into the  
13 Operating Budget, so you'll see us doing that.  
14 Training, yes, you could make the argument that  
15 it really isn't a true capital expenditure, but  
16 instead of putting it in as a separate warrant  
17 article, it was a request that was made through  
18 the process, so we added it into this. And there  
19 is - this is certain training for not just your  
20 re-occurring training. But that's why you might  
21 see some items that might not actually meet that  
22 threshold in the budget, but we will be  
23 incorporating that into the Operating Budget.

24 THE MODERATOR: Okay, anything else

1 general before we go to line items?

2 Okay. General Government – oh, yeah,  
3 right up front, here.

4 MR. HARGRAVES: Hello, Peter  
5 Hargraves, Precinct 9.

6 So, building on the question that was  
7 just asked by my colleague, and I'm burdened by  
8 my business experience and so I'm here to be  
9 educated on how the treatment of this budget item  
10 impacts Town finances. But certainly in a  
11 business a capital item is depreciated and it  
12 affects profits, and taxes due, and so there's a  
13 legal aspect, and the government and statutory  
14 requirement on what can be called a capital item  
15 and how long it can be depreciated, and I'm not  
16 sure how the naming of something as a capital  
17 item impacts our Town finances and how Falmouth  
18 looks to the outer world that might be examining  
19 our finances. Because, in spite of the comments  
20 about systems and training and other things that  
21 were put in here, I did some investigating in the  
22 Massachusetts Department of Revenue Finance  
23 Handbook, and even in the back of our own  
24 handbook, here, capital items are, you know,

1 defined as depreciable assets and they're  
2 classified according to statute and they don't  
3 include things like system training, IT  
4 networking, GIS flyovers, bridge maintenance,  
5 coastal structural repair, and even tuckpointing  
6 bricks on the fire station.

7 I understand that these are all  
8 important items but, on the other hand, when this  
9 is all allocated to Free Cash, as a former  
10 business manager I understand when there's free  
11 cash around everyone lines up at the trough, and  
12 I wonder if this is really the highest and best  
13 use of Free Cash when we have unresolved  
14 contracts and unfunded pensions and other  
15 financial needs in town.

16 So, it seems to me that maybe I'm making  
17 a comment on a need for a more disciplined  
18 budgeting process rather than how to spend the  
19 Free Cash and calling it capital expenses.

20 THE MODERATOR: Ms. Petit.

21 MS. PETIT: Thank you. Two issues.  
22 One is the depreciating of assets. When we -  
23 every year when the auditors come in, we go  
24 through a review of a list of assets and we do

1 depreciate them. And just because it was in one  
2 article, stating the Capital Plan, we wouldn't  
3 depreciate it. You wouldn't depreciate  
4 training. So we go through a different exercise  
5 to identify our assets and depreciate them,  
6 according to Mass. General Laws, and it is - and  
7 the auditors do go over that when they come in  
8 and do their review.

9           The Certified Free Cash really comes  
10 down - back to a budget policy, and the  
11 fundamental policy would be one time revenue for  
12 one expense and reoccurring revenue for  
13 reoccurring expenses. Free Cash is a one time  
14 funding source. So we try to use that - so we  
15 use that for capital items, one time capital  
16 items. We wouldn't want to use Free Cash to fund  
17 the budget or reoccurring expenses. It's not a  
18 good fiscal policy. Bond rating agencies do not  
19 look favorably upon that. So that's why we use  
20 Free Cash to fund our capital.

21           THE MODERATOR: Okay, the first section  
22 under General Government.

23           Police Department. Fire/Rescue  
24 Department. In the center section. If you

1 could stand there in the center.

2 FROM THE FLOOR: Unless there's some  
3 additional information, in the precinct meeting  
4 the Traffic Radar had no amount of money beside  
5 it in the warrant. That came up. Somebody  
6 could clarify that.

7 THE MODERATOR: Okay, good point.  
8 There is no Traffic Radar in the Capital Budget,  
9 so the title should have been taken out. Their  
10 number was taken out. So, you can strike the  
11 language Traffic Radar.

12 Mr. Boyer.

13 MR. BOYER: Peter Boyer, Precinct 5. I  
14 think I know the answer, but I think I want this  
15 on record. The capital replacement of the  
16 ambulance is a replacement, I believe. We did  
17 learn at the last acquisition of a new ambulance  
18 the rationale by the Fire Chief was, "Well, but  
19 we're also going to keep the old ambulance  
20 because then it will spread the usage over five  
21 pieces instead of four."

22 How many ambulances will we have once  
23 this purchase is concluded?

24 THE MODERATOR: Chief.

1 CHIEF SULLIVAN: Hi, I'm Mark  
2 Sullivan, Fire Chief. We'll have five. We  
3 have five now and we'll be trading one in or  
4 selling it, whatever works out best for the  
5 community. Thank you.

6 THE MODERATOR: Okay.

7 Mr. Dufresne, did you have your hand up  
8 earlier?

9 MR. Dufresne: I had raised my hand on  
10 General Government and you didn't recognize me.

11 THE MODERATOR: Oh, okay, go ahead.  
12 We'll go back to it.

13 MR. Dufresne: Is it possible to go  
14 back to it?

15 THE MODERATOR: Yeah, go ahead.

16 MR. DUFRESNE: On the second - Adrien  
17 Dufresne, representative of Precinct 2. Under  
18 General Government, the second line, which is  
19 Municipal Space Improvements at a cost of  
20 \$250,000. In this tough economic times, I think  
21 some type of an explanation to this body as to  
22 what the expenses will be that would take up  
23 \$250,000.

24 Most of these excess funds available to

1 us tonight have been brought about by increasing  
2 fees on some of our working people that generate  
3 the - the money goes into the General Fund. One  
4 of them that really tore at my innards was when I  
5 read in the paper that we increased the fees for  
6 teaching kids how to swim. Here we are  
7 surrounded by water and we now raise a fee which  
8 affects people who have the least amount of  
9 monies to afford this.

10 But anyway, if we're going to improve  
11 the space - municipal space, shouldn't we not  
12 have some type of explanation as to how we're  
13 going to spend a quarter of a million dollars?

14 THE MODERATOR: Okay, Mr. Suso, do you  
15 want to address that.

16 MR. SUSO: Thank you, Mr. Moderator.  
17 We have a slide on that.

18 As you can see, \$250,000 is request in  
19 furtherance of the Board of Selectmen directive  
20 to relocate all Town departments from rented  
21 Town-owned space, which represents currently  
22 \$50,000 a year, plus additional utilities beyond  
23 that, and I think Town Meeting has been aware of  
24 the discussion and the directive in that regard.

1                   These funds will advance significant  
2 adjustments as follows. This is a brief summary  
3 of an analysis of space which has been underway  
4 and which will be presented in a more detailed  
5 form to the Board of Selectmen in the near  
6 future. But, in brief, that will effect the  
7 relocation of the Town Counsel Offices to Town  
8 Hall, Human Services functions offices to the  
9 Edward Marks building.

10                   It will remove file storage from the  
11 Falmouth Town Hall, where there is considerable  
12 amount of storage now, in spite of the fact that  
13 it's using critically important and highly valued  
14 office space. It will create central records in  
15 the Gus Canty Recreation Center. It will  
16 accommodate a relocation of all the permitting,  
17 planning and preservation functions, as I refer  
18 to them, to the ground floor space of Town Hall,  
19 which is the largest single floor footprint in  
20 Town Hall for convenience and better service to  
21 the public.

22                   It will coordinate, as far as possible,  
23 with ESCO Improvements for HVAC systems, as well.  
24 Regarding the Edward Marks Building, there will

1 be a needed upgrade for the Human Services  
2 relocation there; some structural repairs, as  
3 well, and the - furthermore, the exploration of  
4 potential second floor use for the consolidation  
5 of the public safety dispatch. We've had some  
6 discussion of that at the Selectmen level.

7           Again, this is all in furtherance of the  
8 directive the Board has given me as Town Manager  
9 to seek to consolidate reasonable functions  
10 within the Town of Falmouth to more efficiently  
11 manage office services and combine operations to  
12 utilize taxpayers' funds more efficiently and  
13 more effectively and to better service all of you  
14 and all our residents who are customers. The  
15 consolidation of Public Safety Dispatch is  
16 another step in that direction.

17           All of these items I've mentioned have a  
18 time frame of some significance. Some involve  
19 required impact bargaining with public sector  
20 unions. All of these represent initiatives that  
21 are underway in various stages. The \$250,000  
22 requested as noted is in furtherance of important  
23 first step improvements for upgrades to physical  
24 structures and some modest renovations. As I

1 think all of you are aware, when you relocate  
2 offices and move them from structure to  
3 structure, you can't just drop a desk in the  
4 middle of a space and figure that everything's  
5 going to work just fine. So some dollars are  
6 needed.

7 I've been discussing this with the  
8 Finance Committee and others over the last  
9 several weeks and this process is one that will  
10 continue to unfold. This is step one.

11 And thank you for the opportunity to  
12 address that.

13 THE MODERATOR: Okay, further  
14 discussion?

15 MR. DUFRESNE: Not a question - not  
16 mentioned is the relocation of the Veteran's  
17 Services Department.

18 FROM THE FLOOR: What? Can't hear  
19 you.

20 THE MODERATOR: There's a question  
21 about Veteran's Services relocation.

22 MR. SUSO: That question about  
23 Veteran's Services. As I noted, this is not all  
24 inclusive. This was merely a summary. We will

1 be talking about this at much greater -  
2 significantly greater length in a presentation to  
3 the Board of Selectmen, but I have already  
4 announced to department heads and the affected  
5 departments that, for instance, I envision  
6 Veterans Services coming under the - becoming  
7 affiliated with the Personnel function and in all  
8 likelihood being relocated to the second floor of  
9 Town Hall offices as a result.

10 But again, this is conceptual only. We  
11 don't have a plan about where everybody's desk is  
12 going to go and where they're going to plug their  
13 lamps in. This is yet to unfold and more work  
14 to come and this is a work in progress.

15 MR. DUFRESNE: Fellow Town Meeting  
16 Members, I just wanted for the record the last  
17 comments made by the Town Manager. The present  
18 offices which are part of this municipal space  
19 improvements is cold and damp in the winter and  
20 hot and humid in the summer, and has threatened  
21 the health and welfare of the employees in that  
22 section of the building. It has been a  
23 disservice to those two employees and has been a  
24 serious concern of the Veteran's Counsel over the

1 last two years.

2 When we first approached the Town  
3 Manager and the Board of Selectmen on an air  
4 quality problem in that section of the building  
5 and were dismissed and ignored by both the Board  
6 of Selectmen and the Town Manager as to what was  
7 taking place. I just wanted for the record this  
8 Town body - we're looking at \$250,000 of  
9 improvements for a building that's been  
10 functional for the Town of Falmouth since 1964.  
11 And, anyway, thank you, Mr. Moderator, for  
12 allowing me service.

13 THE MODERATOR: Mr. Hampson.

14 MR. HAMPSON: Point of order, Mr.  
15 Moderator. I'd like to make a motion to extend  
16 this meeting past eleven o'clock to finish this  
17 article.

18 THE MODERATOR: Okay. The motion to  
19 go after 11:00 just for this article. All those  
20 in favor, signify by saying aye.

21 [Aye.]

22 THE MODERATOR: All those opposed no.

23 [No.]

24 THE MODERATOR: The ayes have it by the

1 two-thirds and we'll finish this article.

2 Ms. Hayward. Microphone for Ms.

3 Hayward, please. Microphone, please.

4 MS. HAYWARD: Nancy Hayward, Precinct

5 5. Vice-chairman of the Falmouth Historical

6 Commission.

7 The Eddie Marks Office Building was  
8 mentioned and I spoke to Kip St. Germaine from  
9 the Retirement Board and he told me this evening  
10 that Retirement has moved out of the Eddie Marks  
11 Office Building. However, there is an issue  
12 which I would like to bring forth at this very  
13 public meeting.

14 There was a time when the Falmouth  
15 Historical Commission was for three years active-  
16 well, actively present in the Eddie Marks Office  
17 Building and I would like to say that the  
18 Falmouth historical Commission has records in the  
19 Eddie Marks Office Building. They have a secure  
20 closet with documents in it, some of which are  
21 required to be, by the Mass. Historical  
22 Commission, to be under locks.

23 We have other records which are in  
24 there. We have had very little space in Town

1 Hall and there was mention and I'm sorry, I lost  
2 track, somebody - some - oh, maybe it's Veterans  
3 Services, which is going to go up on the second  
4 floor in Town Hall. There are groups of people  
5 up there, I don't know where all. Perhaps this  
6 is simply what looks to me like perhaps the  
7 eradication of the Falmouth Historical  
8 Commission.

9 THE MODERATOR: Okay, let's -

10 MS. HAYWARD: There's only one desk in  
11 there and there are some file cabinets and we're  
12 talking about -

13 THE MODERATOR: Okay, Ms. Hayward,  
14 let's weigh in with the Selectmen when they  
15 review the plan for moving around. Right now is  
16 whether or not we want to fund the plan, the  
17 details of which will be determined at a Board of  
18 Selectmen meeting, so -

19 MS. HAYWARD: Thank you.

20 THE MODERATOR: Fire/Rescue Department.  
21 Yes, Ms. Marotta. Down here. Microphone down  
22 here to the right, please.

23 MS. MAROTTA: Heidi Marotta, Precinct  
24 5. I'm actually going to go back because I'd

1 like an explanation of the GIS Aerial  
2 Photography. I appreciate all the level of  
3 detail in here, but it says See Attached  
4 Documents and I'd really like some explanation  
5 about what this is and how it's used in town,  
6 especially given superior Google aerial  
7 photography.

8 So I'd like to know what this is.

9 THE MODERATOR: Ms. Harper.

10 MS. HARPER: I'm not sure if you want  
11 to coax Mr. Shea away from the machine, but Bob  
12 Shea is our singular GIS expert, extremely  
13 valuable employee who runs the GIS system, which  
14 is the support to our Public Safety operations,  
15 including our computer aided dispatch, as well as  
16 providing the infrastructure detail that's  
17 necessary for us to implement projects like the  
18 Comprehensive Wastewater Management Plan.

19 The flyover that you see online does not  
20 meet the specifications to work with those  
21 systems that we have in town. We've conducted a  
22 flyover regularly in this town since 1950, I  
23 learned this morning. And this is a regular  
24 update of that process, and it includes both a

1 flyover as well as the processes to put that into  
2 planometric form.

3 And I do have a little bit more  
4 information to offer Town Meeting, as well. We  
5 will be working with Barnstable County on a  
6 county-wide effort that would possibly reduce the  
7 value of these services. And we'll have a  
8 little bit more information about that in the  
9 coming weeks, but we expect the cost of this to  
10 come down and we will alert town Meeting to what  
11 that ultimate cost is in April.

12 THE MODERATOR: Okay. Anything else  
13 on the General Government?

14 Okay. Let's go back to Fire/Rescue.  
15 Marine and Environmental Services.  
16 Facilities. Yes, Mr. Finneran.

17 MR. FINNERAN: I'd like to know this  
18 65,000 to paint Town Hall; did that go out to  
19 bid? That seems a little bit high, to me.

20 THE MODERATOR: Ms. Newton.

21 MS. NEWTON: I did put out a request  
22 for painting for the Main Street Fire Station,  
23 and that's actually the lesser of the two. The  
24 other proposal came in at 72,000.

1 THE MODERATOR: We're talking about  
2 Town Hall. The question was Town Hall.

3 MS. NEWTON: Town - oh, I'm sorry, yes,  
4 Town Hall. The same painter did both buildings.  
5 So we requested from two different painters to  
6 get a budget number. It's not a bid that was  
7 actually put out, but it's a budgeted number to  
8 see what it would cost to paint Town Hall, and  
9 that was what the price came in at, and it was  
10 the lower of the two.

11 THE MODERATOR: Okay, the gentleman in  
12 the back, there.

13 MR. PETERSON: Tom Peterson, Precinct  
14 1. I'm a painting contractor. I think I'm the  
15 last one that painted Town Hall, about 20 years  
16 ago, and I agree with Mark, I think that's a  
17 really pretty pricey chunk of money for those two  
18 buildings. I don't know, does that include some  
19 carpentry repairs or is that strictly the  
20 painting?

21 MS. NEWTON: No, that's repairs, too.  
22 But it's also prevailing wage rate. Prevailing  
23 wage rate is really high.

24 MR. PETERSON: What is that rate?

1 MS. NEWTON: It's around \$43 an hour.

2 MR. PETERSON: Thank you.

3 THE MODERATOR: I might put a bid in.

4 [Laughter.]

5 THE MODERATOR: Go ahead, back in the  
6 right.

7 MR. MEDEIROS: Rob Medeiros, Precinct  
8 7. I'd also like to point out with the Town  
9 Hall painting, that strikes me as more of a  
10 regular maintenance issue. So, it's - and I work  
11 in maintenance.

12 THE MODERATOR: Okay, anything else in  
13 the Facilities?

14 Highway Department. Yeah, in the back  
15 left, there. Is that Ms. Murphy.

16 MS. MURPHY: Hi, thank you, Mr.  
17 Moderator. Carol Murphy, Precinct 9. I'm  
18 going to go down to Vehicles and Equipment, if  
19 that's okay.

20 THE MODERATOR: Anybody for Highway  
21 Department? I've got a couple of Highway  
22 Departments first.

23 So it's - yeah, to the right, someone  
24 over there, I saw a hand.

1 MS. HARLOW-HAWKS: Maureen Harlow-  
2 Hawks, Precinct 6. I just had a question on the  
3 solar compactors. In the back, it says 30,000,  
4 but in this it says 15. Are they \$15,000 apiece,  
5 or are we buying two? Or are we getting a half  
6 a one?

7 [Laughter.]

8 THE MODERATOR: Yeah.

9 MS. HARLOW-HAWKS: And, also, \$15,000  
10 for a rubbish can and we have 157 of them in  
11 town. I'm wondering what the payback is on  
12 these.

13 THE MODERATOR: Yes, Mr. Suso.

14 MR. SUSO: Certainly, Mr. Moderator.  
15 The reason the sheet in the back says \$30,000 is  
16 that as Town Manager my recommendation was that  
17 solar compactors be funded at the amount of  
18 \$30,000 and the Finance Committee reduced that to  
19 \$15,000. The Energy Committee and others had  
20 made that recommendation and, based on our  
21 experience with those units, I feel that an  
22 expansion of them is a good way to go.

23 FROM THE FLOOR: [Inaudible.]

24 THE MODERATOR: How much are they?

1 MR. SUSO: They're \$15,000 each. This  
2 would have bought two, now we've purchased one.

3 THE MODERATOR: Okay. I saw a hand  
4 somewhere on my left. Who - there was somebody  
5 in the back, here. Yeah. On this article, the  
6 Highway Department. No.

7 Mr. Finneran.

8 I'm going to ask town Meeting Members if  
9 you could stand when you want to speak, because  
10 I'm having trouble seeing the hands. We've got a  
11 new set of lights on the - up on the balcony  
12 tonight and when you get midway down there, I'm  
13 having trouble seeing you all. So if you could  
14 stand.

15 Yes, Mr. Finneran.

16 MR. FINNERAN: Hello. \$15,000 for a  
17 garbage can? What's the payback on that? Must  
18 be about 5,000 years.

19 THE MODERATOR: Okay, anything else on  
20 Highway Department? Mr. Dufresne.

21 MR. DUFRESNE: Just a quick question on  
22 the solar panels. The one on Main Street, do we  
23 have a facility to clean these things? The one  
24 on Main Street, I sit there quite often and it's

1 probably the most repulsive thing that you'll  
2 ever put your trash in. Do we have a system for  
3 cleaning these solar systems?

4 THE MODERATOR: Who's got this one?  
5 Yeah, Ms. Harper.

6 MS. HARPER: We have our assistant  
7 superintendent is here who can answer that  
8 question.

9 I just want to make one comment before  
10 he comes down to answer the method for cleaning  
11 the solar compactors, is that John Lyons has been  
12 very happy with the performance of those  
13 compactors. They are placed in strategic  
14 locations in town. They've had the effect of  
15 reducing the amount of mileage and employee time  
16 that we have to contribute to removing trash from  
17 specific facilities and, while we haven't done a  
18 full payback on them, there is an annual  
19 reduction in the amount of time, equipment and  
20 gas that we have to contribute to maintaining  
21 public facilities.

22 I don't know how we clean them.

23 THE MODERATOR: Okay. Somebody got the  
24 cleaning the compactor answer?

1 MR. SOUZA: Good evening. Mike Souza,  
2 Assistant Superintendent of the Highway  
3 Department. We do have a pressure wash trailer  
4 that we do bring down Main Street and we do, we  
5 pressure wash all the garbage barrels and the  
6 solar compactors on a maybe every three months.  
7 We'll do it late at night and we have a couple of  
8 laborers that come in and take care of  
9 everything.

10 MR. DUFRESNE: My only comment on that  
11 is the summer season is quite active on Main  
12 Street and I would ask the Department of Public  
13 Works to do it quicker than three months.

14 MR. SOUZA: That's no problem. It's  
15 just, it's a funding -- It's a funding issue, but  
16 we can definitely take care of that.

17 [Laughter.]

18 MR. SOUZA: [Laughs.]

19 THE MODERATOR: He'll be back in April,  
20 Andy.

21 [Laughter.]

22 THE MODERATOR: All right, anything  
23 else with the Highway Department?

24 Okay, Ms. Murphy, the Vehicles and

1 Equipment.

2 MR. MURPHY: Thank you, Mr. Moderator.

3 Under the Dump Truck with a plow, the 36,000

4 Gross Vehicle Weight at \$140,000, and in the

5 appendix in the back it says that the vehicle

6 request is to replace a Water Department vehicle

7 that was destroyed due to an electrical fire.

8 There was no insurance coverage at the time to

9 cover a replacement. And it was deemed a total

10 loss.

11 I'm confused. We don't have insurance

12 on these vehicles?

13 THE MODERATOR: Ms. Harper.

14 MS. HARPER: So that is not the Town's

15 finest hour. If you recall - if you recall,

16 there were very significant budget cuts that this

17 Town Meeting approved. Those included some

18 reductions in the coverage that we apply to our

19 vehicles, and while there was the basic comp and

20 collision that's required on the vehicle, the

21 replacement value was not on that vehicle at that

22 time. Those coverages have been fully restored

23 and all our vehicles are back on that policy.

24 But at that time, that is accurate.

1 MS. MURPHY: So if there would be  
2 another loss of a \$140,000 vehicle, that would be  
3 covered totally?

4 MS. HARPER: Based on the replacement  
5 value in the policy, yes.

6 MS. MURPHY: Yes, okay. Thank you.  
7 And how many plows are there? How many trucks  
8 with sanders and plows are there in the town?

9 THE MODERATOR: Mr. Souza. Can you  
10 share the mic, there, just so we can - okay.

11 MR. SOUZA: Michael Souza, Assistant  
12 Superintendent of Highways. We have 22 one ton  
13 vehicles with nine foot plows, and we have eight  
14 large 36 GVW trucks with sanders.

15 THE MODERATOR: Okay, Mr. Alliegro.  
16 Mike, can you stay down here just in  
17 case we have any more questions.

18 [Laughter.]

19 MR. ALLIEGRO: So we're spending  
20 \$15,000 on a trash compactor that we can't afford  
21 to clean but once every three months and we don't  
22 have insurance on vehicles that burn? Aren't  
23 there better uses for that \$15,000, or \$30,000  
24 than putting a fleet of trash compactors that we

1 can't afford to clean, while we don't pay for  
2 insurance? I just don't understand it.

3 THE MODERATOR: Well, we didn't pay for  
4 insurance in previous fiscal years. We have  
5 increased the coverage.

6 MR. ALLIEGRO: Yeah, but money is  
7 tight. I mean, we're spending 15,000 bucks on a  
8 trash compactor and by this gentleman's own  
9 admission we can't clean that but once every  
10 three months; it was a budgetary issue.

11 So if we can't clean them, why are we  
12 buying them?

13 THE MODERATOR: Okay. Further  
14 discussion on the Vehicles and Equipment? Yes.

15 MR. MARSHALL: Joe Marshall, Precinct  
16 9. My question is in the back of the appendix,  
17 and I do understand that vehicles and equipment  
18 is purchased through state contract pricing, how  
19 come we don't see a reflection of trade-in  
20 allowance?

21 THE MODERATOR: Ms. Petit.

22 MS. PETIT: It wasn't - it was just  
23 information that we didn't put in on the sheet,  
24 but we can put that in in the future.

1 THE MODERATOR: Okay, so it's  
2 information we do have, but it just wasn't on  
3 that particular sheet.

4 Any further discussion on the  
5 Vehicles/Equipment?

6 Ms. Driscoll.

7 MS. DRISCOLL: Kathy Driscoll, Precinct  
8 7. Just a quick statement on the big belly  
9 solar trash compactors. Just a quick  
10 clarification. They're probably less than \$5,000  
11 each. So I just want to get a clarification on  
12 that number per unit, if you could. I know that  
13 we have purchased them at Mass. Maritime and we  
14 have the dual system, which one side is a trash  
15 compactor, the other side is a recycling unit.

16 It doesn't - the recycling side does not  
17 have compaction in it; the trash side does. It  
18 holds five times as much trash in it. It  
19 requires less -

20 THE MODERATOR: Okay, Mr. Hoffer, can  
21 you answer the question, what do they cost?

22 MR. HOFFER: [No mic:] I think we have  
23 three in the Town. I believe they were about  
24 4500 [inaudible].

1 MS. DRISCOLL: 4500, yeah. And the  
2 more you buy at once, the lower the price is,  
3 especially under state contract with the company.  
4 They are made here in Massachusetts. So I think  
5 that number is much lower and they also will  
6 reduce a lot of the routine maintenance of what  
7 is needed for them in terms of cleaning. They do  
8 come with a mechanism in which they can signal  
9 out to the DPW or to someone through a software  
10 program. We have it as well. It just shows you  
11 a light as you're going by or it can actually  
12 return back into the DPW to tell you it needs to  
13 be emptied.

14 It's very, very efficient. The company  
15 itself does have maintenance programs with them  
16 to keep them up and running. They are a great  
17 system. They have been reducing costs across  
18 municipalities in municipalities across the  
19 country.

20 So, don't let that number kind of jump  
21 out at you in that manner. It is a very  
22 efficient and effective system.

23 THE MODERATOR: Okay. Water. Mr.  
24 Donahue.

1 MR. DONAHUE: Mr. Moderator, Bob  
2 Donahue, Precinct 3. We're paying \$15,000 for  
3 one and this lady just said we can buy them -

4 THE MODERATOR: No. So - no, that  
5 actually would be more than one, up to \$15,000.  
6 They're about \$4500 apiece.

7 Right, is that what you said, 45?

8 MR. SOUZA: [No mic:] Yeah.

9 MR. DONAHUE: Yeah, she said 4500 each.

10 THE MODERATOR: Yeah, so you're going  
11 to buy more than one and you can't -

12 MR. DONAHUE: No, no, Mr. Suso said we  
13 were only going to pay -

14 THE MODERATOR: Yes, and we corrected  
15 that error. They're \$4500 apiece, and if Town  
16 Meeting votes \$15,000, that's the cap on what  
17 they can spend to buy these things.

18 FROM THE FLOOR: [Inaudible.]

19 MR. DONAHUE: It says 30 in the - yeah.

20 THE MODERATOR: Mr. Suso, or Ms.  
21 Harper, could somebody clarify how many of these  
22 compactors we're going to buy. I still don't  
23 have a motion to amend this at all.

24 MR. SUSO: Mr. Moderator, I mis-spoke.

1 My apologies. It would appear that this would  
2 purchase up to three solar compactors, as opposed  
3 to six, which \$30,000 would buy.

4 MR. ALLIEGRO: [No mic:] Motion made.

5 THE MODERATOR: To strike it?

6 MR. ALLIEGRO: [No mic: inaudible].

7 THE MODERATOR: Okay, we have a motion  
8 to strike the solar compactors. To remove the  
9 15,000 from the budget. All those in favor,  
10 signify by saying aye.

11 [Aye.]

12 THE MODERATOR: All those opposed no.

13 [No.]

14 THE MODERATOR: It's the opinion of the  
15 Chair that the no's have it and we do not strike  
16 the solar compactors.

17 Water. Ms. Alliegro.

18 FROM THE FLOOR: [No mic:] Can we  
19 have clarification, Mr. Moderator?

20 THE MODERATOR: Well, get the mic  
21 first. We have a point of order.

22 FROM THE FLOOR: All right, point of  
23 clarification, please. Just for the record, so  
24 shall I amend the appendix on the solar

1 compactors to read 15 -

2 THE MODERATOR: No, because it doesn't  
3 mean anything. It was supporting documentation.

4 FROM THE FLOOR: Oh.

5 THE MODERATOR: You had the motion on  
6 the floor to spend up to \$15,000 for solar  
7 compactors.

8 FROM THE FLOOR: Thank you very much.

9 THE MODERATOR: Okay. Could you just  
10 pass it behind you? Thank you.

11 Ms. Alliegro.

12 MS. ALLIEGRO: Thank you, Mr.  
13 Moderator. Mary Ann Allegro, Precinct 7. I  
14 just have a question. What is Water Meter  
15 replacement? What does that entail? It is  
16 quite a lot of money.

17 THE MODERATOR: Can we get somebody  
18 from the Water Department.

19 MS. WISER: Good evening. Mary Beth  
20 Wisser, Water Superintendent. The 125 that's up  
21 for the capital improvement is for replacing the  
22 stop meters. We have - the age meters we have  
23 are over 70 years or 30 years, and that's what  
24 generates the money for the Town. So, if we

1 don't keep our meters functioning with the stop  
2 meters, we're not going to generate the revenue.

3 So that's what the money's for.

4 THE MODERATOR: Okay, Mr. Donahue.  
5 Microphone for Mr. Donahue, please.

6 MR. DONAHUE: You know, this is just  
7 like trash compactors. If you put down how many  
8 you were buying, we could figure it out. How  
9 many meters do you buy for 125,000, and you know,  
10 are you changing them all?

11 MS. WISER: No, we're not changing them  
12 all. That buys about 600 meters.

13 MR. DONAHUE: 600 meters. How many  
14 meters do we have in the town?

15 MS. WISER: We have about 23,000  
16 accounts.

17 MR. DONAHUE: And we do about 600 a  
18 year? Thank you.

19 THE MODERATOR: Okay, anything else  
20 under Water?

21 Mr. Finneran.

22 MR. FINNERAN: Tell me if I'm wrong,  
23 but it's my understanding those meters are made  
24 out of bronze and they're rebuildable

1 indefinitely. Why are so many missing?

2 MS. WISER: I'm sorry, did you say how  
3 many are missing?

4 MR. FINNERAN: [No mic:] Why are so  
5 many missing? Why do we need so many if you can  
6 rebuild them forever?

7 MS. WISER: The meters aren't missing.  
8 I -

9 THE MODERATOR: The replacement is  
10 because they're not operating correctly, right?  
11 Yeah.

12 MR. FINNERAN: [No mic: inaudible.]

13 THE MODERATOR: So they can be rebuilt,  
14 was the question.

15 MS. WISER: We can replace the meter  
16 heads on the meters, but some of the meters that  
17 we have, they are 30 years old, and as time goes  
18 by, they lose their efficiency. So we might not  
19 be capturing all of the usage that's out there.  
20 And, under the AWW standards, we are supposed to  
21 be changing out meters every ten years to 20  
22 years.

23 THE MODERATOR: Okay. Anything else  
24 under Water?

1                   Engineering.    Yeah, in the back.    And  
2                   then we'll come down front.    Mike, right there,  
3                   there's a mic right there.

4                   MR. MCGRATH:    Michael McGrath, Precinct  
5                   6.   I hope this is for the West Falmouth dock,  
6                   because the West Falmouth dock is a disgrace.  
7                   The northwest side is collapsed.   It's been  
8                   collapsed for three or four years.   There's -  
9                   it's a particularly harsh safety risk, so I sure  
10                  hope we're about to fix the West Falmouth dock.  
11                  Thank you.

12                  THE MODERATOR:   Mr. McConarty.

13                  MR. MCCONARTY:   Good evening, Peter  
14                  McConarty, Town Engineer.   This cost is not for  
15                  the West Falmouth dock, but I will report that we  
16                  had meetings as recent as this morning on the  
17                  West Falmouth dock, to go through for doing the  
18                  design.   The design for West Falmouth dock has  
19                  been approved on the last meeting in November.  
20                  So that process is underway for design.

21                  It will be designed and then permitted  
22                  and then once it's designed and permitted we'll  
23                  be back at Town Meeting.   Probably early next  
24                  year, November or April or November for

1 construction funding.

2           What this funding is for, we have  
3 several projects in town that are coastal  
4 erosions. Most what happened last year with  
5 Hurricane Sandy - Tropical Storm Sandy and the  
6 winter storm Nemo. We have one project on Great  
7 Bay Road, we have another project at the end of  
8 Surf Drive. So this funding is for those  
9 projects. And it's listed in the back of the  
10 book.

11           THE MODERATOR: Okay, center section on  
12 the right, here. Yes.

13           MR. MCCAFFREY: Charles McCaffrey,  
14 Precinct 5. Peter, the projects you have, will  
15 they reflect recommendations and be consistent  
16 with what the Coastal Resources Working Group  
17 recommended? I mean, we understand that as  
18 storms occur and sea level is rising, we need to  
19 have a better understanding of the coastal  
20 processes that are affected by coastal  
21 structures.

22           THE MODERATOR: Mr. McConarty.

23           MR. MCCONARTY: Yes. I just want - do  
24 want to make one comment, Mr. Moderator, you are

1 right. You're almost blind looking at these new  
2 lights in the second floor. Makes you squinting  
3 down.

4 Yes, this will go along with those  
5 projects. We'll be going through full  
6 permitting, we'll be going through the  
7 Conservation Commission, we'll be going through  
8 all the - so it will be a full budget. And we'll  
9 be coming back to Town Meeting for funding for  
10 the construction.

11 THE MODERATOR: Okay, Mr. Netto.

12 MR. NETTO: [No mic:] He answered it.

13 THE MODERATOR: He answered the  
14 question, okay.

15 Okay, anything else under Engineering?

16 Parks. School. And the final addition  
17 that the Finance Committee made in the main  
18 motion is the Window Study for the Lawrence  
19 School.

20 Okay, the question will come on the main  
21 motion as presented by the Finance Committee.  
22 All those in favor, signify by saying aye.

23 [Aye.]

24 THE MODERATOR: All those opposed no.

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[None opposed.]

THE MODERATOR: The ayes have it  
unanimous, and we will stand adjourned until  
seven o'clock tomorrow.  
[11:25 p.m. Whereupon, meeting adjourned.]

C E R T I F I C A T E

COMMONWEALTH OF MASSACHUSETTS

COUNTY OF BARNSTABLE, SS

I, Carol P. Tinkham, a Professional Court Reporter and Notary Public in and for the Commonwealth of Massachusetts, do hereby certify that the foregoing is a true and accurate record of Falmouth Annual Town Meeting, taken by me on November 12, 2013. To the best of my ability the within transcript is a complete, true and accurate record of said Town Meeting.

In witness whereof, I have hereunto set my hand and Notary Seal this 30<sup>th</sup> day of December, 2013.

\_\_\_\_\_  
Carol P. Tinkham, Notary Public  
My Commission Expires:  
April 21, 2017

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