



Meeting Minutes

January 14th, 2020 @ 8:30am

Falmouth Town Hall, Board of Selectmen Room, 59 Town Hall Sq., Falmouth, MA 02540

Present: Christopher Land (C), Susan Moran (VC), Paul Burke (T), Michael Galasso, Patti Haney, Thomas Feronti

Absent: Christopher Simmler (Ck)

8:32* **CALL TO ORDER**

A quorum was established. The Chair called the meeting to order.

8:32 **PUBLIC COMMENT**

None

8:32 **COMMITTEE REPORTS**

OPEN CAPE – FALMOUTH MAIN STREET PROJECT -- Mike DiGiano

Steve Johnston, CEO and Executive Director, Open Cape, <https://opencape.org/>

- Johnston reported they have finished all the splicing on the backbone of the project.
- They are paying to use the Verizon Communication Ctr. (across from Fire Station). Moved in their telex equipment (the brains of the project) to this location. In process of testing.
- Sertex is handling connections and is in the process of contacting the businesses to schedule connection appointments. Projected to start actual connections by the end of next week.
- Currently they are 45 businesses signed up to connect. The first 62 connections will be free. Johnston does not foresee easily filling these remaining free connection spots.
- Johnston asked the Board if home-based businesses are eligible to qualify for the free connection parameters. Galasso suggested they set a deadline, and if conventional businesses do not sign up by this deadline, then permit the home-businesses to qualify for the free connection. Moran agreed.
- Johnston suggested that Jan. 31st for a sign-up of free connection but will consider it further.
- Johnston projects that by Feb 1st, 2020 all businesses should be connected.
- Haney inquired about service/repairs for outages. Poles are jointly owned by Verizon and EverSource, Open Cape must rely on them for any future pole issues. Johnston advised fiber is very resilient and strong, and based on height the fiber has on the pole – it is rare that the fiber connection will fail i.e. from storm damage of tree/branches. Last year the only outage was for only 5 minutes and 22 seconds. They use 5 different sub-contractors for service to ensure exceptional service and territory coverage.
- Galasso inquired about connecting Peter Pan and Falmouth Station to the service. Johnston advised he would reach out to the tenants in the Falmouth Station.

TECH PARK – Patti Haney, Paul Burke, Mike DiGiano

- DiGiano advised that the potential lease, a Ground Mount Solar Developer still has interest in the EDIC lot at 64 Technology Park Drive – 4.8 acres.
- The lot is currently zoned public use and will require a zoning change to do anything on it.
- DiGiano will be resubmitting zoning petitions on 64 Technology Park Drive for the spring Town Meeting.
- Discussion ensued on zoning petitions: LIB or LIC, and one to allow Ground Mount Solar as a primary use. It was decided to proceed with the LIB zoning petition for 64 Technology Park Dr.
- Dan Webb, Board Member of Tech Park Assoc., approves of the zoning change for Ground Mount Solar. He approves of LIB vs. LIA as it does not include housing as a permitted use.
- Galasso inquired about adding housing to the Tech Park in the future. DiGiano advised that the zoning would need to be changed again. Webb stated he felt segregation of Business vs. Housing was done to protect both parties, to merge them could cause issues. Galasso disagreed and commented.

- **MOTION: Moran made a motion to proceed with the LIB zoning change permit, after receiving supportive feedback/input of the Planning Board to move forward with the proposal. Galasso 2nd. All in favor. Approved.**
- Dan Webb, Treasurer of Tech Park Assoc., advised that himself, Alex Walsh and Phil Wessling would serve on sub-committee with EDIC Board members on a sub-committee. Land suggested that Tom Feronti and Patti Haney co-chair this sub-committee to resolve issues with Tech Park development and the soon to be expired CCC Development Agreement.

RAYMOND PARK- Mike DiGiano

DiGiano advised that he is still collecting information on the 2 EDIC owned lots to determine an asking price for them. He expects to have this analysis done for the Board by the next board meeting.

FALMOUTH STATION – Mike DiGiano, Lynne Broderick

- DiGiano noted prior Board discussion about the development of the 2nd Station Lot., i.e. plans to use it for parking. He has sent out inquiries to the Steamship Authority and the Town and some discussions are underway. He requested permission to send a letter to the MassDOT regarding adding Fee for Parking as a permitted use.
- Galasso stated concerns about adding more Steamship Authority parking; he said he would only support a parking project on this lot as a temporary use to generate revenue in the short term, but no longer than 3-5 years. He thinks the lot would be better used for much needed housing in Falmouth.
- **MOTION: Moran made a motion to approve that change of use be pursued with the State. Galasso 2nd. Haney opposed. All others in favor. Approved.**
- Dan Webb commented that one of the reasons that the Station is so nice, is because it is surrounded by trees. He identified many nearby parking lots; stating something will be lost if a parking lot is developed on the site.
- Galasso mentioned the parking plan previously done included preserving many of the trees on the lot.
- DiGiano mentioned that the Friends of Falmouth Station with the cooperation of John Marcellino, will be having a St. Patrick's Day event on March 17th. The Station Grill intends to obtain a 1-day liquor license. No cost to the EDIC. The EDIC Board discussed this event and are in favor of it provided that all town, legal and insurance requirements are being met.

LANDFILL SOLAR DEVELOPMENT: PHASE 2 - Mike DiGiano

- DiGiano noted again that Phase 2 Solar must be rebid, as time limits ran out with Citizen's Energy.
- Falmouth Board of Selectmen were sent an LOI; reconfirming elements with inter-governmental agreement which governs our lease. It is being reviewed by the Falmouth Town Manager Julian Suso and Atty. Frank Duffy. Expect to have feedback shortly.
- Received a letter agreement with Citizens a, recognizing the EDIC has to rebid for Phase 2 and if they are not selected, they understand some elements of the sub-lease for Phase 1 will need to be modified.
- A first draft of the RFP is complete. The RFP needs to be done quickly as federal tax credits are running down on this project. DiGiano wants a contractor selected by mid-March 2020.
- Moran asked if the short timeline was outlined in writing to the Town Manager, Town and EDIC Attorneys, as it may require an agenda item for the Board of Selectmen to review. DiGiano advised he did but will reiterate again in writing.
- DiGiano asked the Board to appoint a sub-committee to work with him on the RFP, and to authorize the sub-committee to issue the RFP when complete - to enable the EDIC to meet to short deadlines.
- Galasso and Feronti volunteered for the sub-committee on this project.
- Galasso requested the adding Solar panels on the roof of the Falmouth Station to the RFP.
- DiGiano advised Phase 2 would split 50/50 the net metered energy with the Town of Falmouth and with a Low-Income Community Solar program.
- Galasso advised the Town of Falmouth received \$1.9M in revenue from EverSource, netting \$1.2M after payments to Citizens for municipal energy used. He proposes that in the future the Town of Falmouth receives all land lease and pilot income, however, the EDIC to receive 50% of the savings for their projects and 50% to go into an Affordable Housing Fund.

- Moran requested that the EDIC Board report all information to the Board of Selectmen, as well as what the EDIC needs are for future projects. Moran suggested more strategic planning to identify project details. Land suggested a Retreat be scheduled for this purpose.

FINANCE – Paul Burke

- Paul Burke reviewed the current Balance Sheet with the Board, citing financial projections show a diminishing balance, therefore, the Board needs to be more selective with spending.
- The Roselli & Clark contract proposal was reviewed.
- The Board requested that Broderick check with Roselli & Clark to ensure that the pricing noted in the contract does not hinge on the EDIC retaining the accounting services of Malloy & Co., CPA.
- **MOTION: Moran made a motion to approve the Roselli & Clark proposal and allow the Chair to review and approve. Haney 2nd. Galasso abstained. All else in favor. Approved.**
- Competitive accounting firms' analysis / spreadsheet was reviewed by the Board. Malloy & Co., CPA, the EDIC's retained firm, were the most expensive. Broderick advised of the pros and cons of making a change, Board discussion ensued. Moran asked that George Malloy be contacted to inquire if his prices could be reduced. The subject to be reviewed again the next board meeting.
- **MOTION: Moran made a motion to approve the January 14th, 2020 warrant in the amount of \$19,259,63. Galasso 2nd. All in favor. Approved.**

MIXED USE / CO-WORKING SPACE UPDATE - M. Galasso, C. Simmler, P. Haney, M. DiGiano

- DiGiano advised that Workbar, the firm awarded the study contract, has rescinded to do the feasibility study, citing they are no longer doing feasibility studies.
- DiGiano provided several options on how to proceed: pick the 2nd choice firm or defer the project to research other funding sources, or to look for other sources to obtain feasibility analysis.
- Moran suggested it may be wise to hold off on the study until the results are determined for the mixed-use facility that recently opened in Mashpee.
- Galasso to speak to Mass Development about funding options available for this project.
- **MOTION: Land made a motion to table this project and discuss later in the year. Moran 2nd. All in favor. Approved.**

COMMUNITY BASED FIBER OPTIC FEASIBILITY STUDY – C. Simmler, P. Haney, M. DiGiano

- DiGiano advised that the telephone survey is underway. The Town supplied Falmouth resident telephone number for this survey. CCG advised they need 380 surveys for statistical viability.
- On Feb. 5th, Coonamessett Inn, at 8pm, a meeting is scheduled with DiGiano and Cape & Islands Realtors Assoc. (2700 members), to learn about the study. The Board is invited to attend.
- Courtney Bird reported on a meeting with the Town Manager of Yarmouth. He said it was very productive with much exchanging of ideas.

10:05 EDIC ADMINISTRATIVE BUSINESS

- **MOTION: Galasso made a motion to approve the November 12th, 2019 Board Meeting Minutes. Burke 2nd. Moran and Feronti abstained. All others in favor. Approved.**
- **MOTION: Galasso made a motion to approve the December 10th, 2019 Board Meeting Minutes and Executive Session Board Meeting Minutes (not be released). Haney 2nd. Moran and Land abstained. All others in favor. Approved.**

10:07 FUTURE AGENDA ITEMS/ SPEAKERS

Matt Patrick – PACE Program – Solar Program
Public Comment Rules – Not on Agenda Items
Recognizing Public Comment - Items on the Agenda

10:10 ADJOURNMENT

MOTION: Moran made a motion to adjourn the meeting. Galasso 2nd. All in favor. Approved.

NEXT MEETING – February 11th, 2020, 8:30am, Falmouth Town Hall, Selectmen's Meeting Room

