



Meeting Minutes

February 11th, 2020 @ 8:30am

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

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

8:30* **CALL TO ORDER**

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

8:30 **PUBLIC COMMENT**

Paul Dreyer advised he created a Falmouth Station history during the restoration process. He recently updated it and provided copies to the EDIC Board, Woods Hole Historical Museum and the Museum on the Green. The history was published in Sprintsail, a Journal of the History of Falmouth and Vicinity, published by the Woods Hole Historical Collection (Volume 34, Number 1 - Winter 2020).

8:35 **COMMITTEE REPORTS**

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

- DiGiano advised that CCG completed the draft residential survey findings. A summary emailed to the EDIC Board, Town Manager and Chair of Selectmen. Survey included 378 registered voters in Falmouth. Key findings are that: 88% have traditional cable, national average is under 70%, Average of \$183 per month for service, national average is \$150 per month. 25% of respondents cite they use internet service at home for work, 51% experience outages in the last year, 45% responders reported outages were of multiple days, 63% noticed slow downs in the last year. 70% of responders supported the idea of better internet access in Falmouth. Responders would like to see more competition, alternative broad band providers, better pricing, reliability and customer service. 82% of responders said lower pricing would motivate them to consider changing providers.
- CCG said that a realistic 5-year target penetration in customers for an alternative broad band provider would be 61%. This is the high end of the spectrum. Typically, CCG sees a range of 45-50%. The highest they've seen is 65%. Based on these findings they recommend continuing with Phase 2 of the study.
- **MOTION: Simmler made a motion to continue into the engineering and financial analysis phase of the fiber optic study. Galasso 2nd with the addition that the EDIC is reimbursed for the cost of the study if the project is moved forward to construction, and the EDIC will also earn a development management fee of 10% of the total cost of the project. All in favor. Approved.**
- Simmler thanked the sub-committee for all the great work done on this project.
- Art Gaylord expressed his concern that the 10% development management fee could make or break the project in the early years. He thinks this condition is premature and unwise. Galasso said this fee would be flexible and dependent on the economics. He stated this fee is needed as the Falmouth EDIC is self-funded and fees of this sort enable the EDIC to continue to support the work performed for the Town of Falmouth, such as this high-speed fiber optic internet project.

SOLAR LANDFILL PROJECT – PHASE 2 – Mike DiGiano

- DiGiano advised that the Board of Selectmen approved the posting of the RFP for the project. The Selectmen required some changes to the LOI between the Town of Falmouth and the EDIC.
- Moran stated that a monetary request was not to be presented by the EDIC to the Board of Selectmen until after the Strategic Meeting to develop a specific future project plan based on the EDIC mission. The Board of Selectmen is not prepared to discuss additional funds until a plan and a need are defined.

- DiGiano reported that the EDIC received \$95K in front end engineering recovery fees, as well as a project management fee of \$90K. Recurring annual rent is about \$66K a year. This year it is estimated to be \$70K. Total revenue to the EDIC is about \$200K. The Town has received \$1.2M in revenue, over and above energy supplied to the Town. The Town also receives \$64K a year in tax payments from Citizens Energy.
- Comments were made from several board members regarding this subject regarding the BOS meeting and the unfavorable response to the EDIC suggesting about additional revenue from the Phase 2 project.
- DiGiano advised the Bidder conference was yesterday, Feb. 10th. It went well.
- A revised RFP date schedule was provided to the potential Bidders and the EDIC Board.
- It was confirmed that the contract cites that half of the net energy generated will go to the Town and the other half will go to a low-income program for low income Falmouth residents.
- Moran requested that FCTV be contacted to see if the EDIC board meetings could be filmed and televised to obtain more public outreach.
- **MOTION: Haney made a motion that the EDIC Clerk will be the EDIC Chief Procurement Officer. Simmler 2nd. All in favor. Approved.**

TECH PARK – Mike DiGiano, Patti Haney, Tom Feronti

- DiGiano advised that he attended a Marine Ocean Technology Network organization event at 82 Technology Drive in Falmouth – their first event. There are 5-6 businesses working within the building. Each company gave a presentation of very interesting work.
- DiGiano thought these businesses promote a more attractive image for others to want to work in the Tech Park. He encouraged the EDIC sub-committee to engage with some of these companies.
- 64 Technology Park Drive – 4.5 acre – two (2) zoning articles are scheduled for spring Town Meeting. One is to change zoning from Public Use to LIB, the second is permit ground mount solar in LIB zones.
- **RAYMOND PARK- Mike DiGiano**
- DiGiano advised this would be discussed in Executive Session.

FALMOUTH STATION – Chris Simmler, Mike DiGiano, Lynne Broderick

- Simmler thanked Paul Dreyer for the Falmouth History report. He requested a copy for the Falmouth EDIC for publishing.
- Simmler advised that his personal thoughts were to never charge for commuter parking.
- Jed Goldstone, Prescient 4, commented on his concern is for all commuters for working and for travel. The purpose of parking around transportation centers is provide an alternative to driving a personal car. He said it is important that EDIC should not impede access to public transportation considering climate change and to reduce the cost of transportation expense.
- Simmler advised that the Public needs to be aware that the Falmouth EDIC must maintain the property and the Station has consistently experienced a yearly deficient. The EDIC is trying to find a balance to support maintaining the Falmouth Station as well as the Falmouth resident's transportation needs.
- DiGiano showed the undeveloped lot parking design map. He spoke to the fact that there is no long-term capital improvement budget as there is no revenue to build one.
- Jed Goldstein asked the EDIC to consider that more parking infrastructure will result with more cars to park there. He thinks the EDIC should encourage more public and sustainable transportation.
- DiGiano advised the St. Patrick's Day event is to be held March 17th. He intends to make filings with Board of Selectmen for the event. John Marcellino is applying for a liquor license. Jim Fox is procuring the entertainment. They expect about 50 people. DiGiano reported the EDIC would pay a \$25 fee for the entertainment license.
- DiGiano reported that John Marcellino will obtain liquor liability insurance.

FINANCE – Chris Simmler

- Simmler reviewed the current Financial Reports and Balance Sheet with the Board. Simmler questioned the Treasury Fees, Website Design and Dues & Subscriptions.
- Simmler presented the warrant - \$24,498.93.

- **MOTION: Galasso made a motion to approve the February 11th, 2020 warrant in the amount of \$24,498.93. Simmler 2nd. All in favor. Approved.**

OPEN CAPE – FALMOUTH MAIN STREET PROJECT -- Mike DiGiano

- DiGiano reported that the Falmouth Chamber was connected. Open Cape is in the process of connecting the businesses signed up thus far.
- Galasso inquired if the Falmouth Station was connected. DiGiano to follow up.

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

- DiGiano advised that a local law office is advertising as a co-working space. DiGiano to learn more about this and will update. DiGiano to ask Cape Space to attend a future board meeting to discuss their analysis when determining sites for mixed use facilities.
- Galasso would like the Board to consider in the future affordable housing on the lot next the Falmouth Station, applying the \$25K not used for the mixed-use co-working space study, to study an affordable housing unit in its stead.

9:34 EDIC ADMINISTRATIVE BUSINESS

- **MOTION: Galasso made a motion to approve the January 14, 2020 Board Meeting Minutes. Haney 2nd. Simmler abstained. All others in favor. Approved.**
- A Strategic Meeting will be scheduled, and agenda items defined.

9:35 FUTURE AGENDA ITEMS/ SPEAKERS

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

9:37 ADJOURNMENT

MOTION: Simmler made a motion to adjourn the Open Meeting Session and move into Executive Session. Haney 2nd. All in favor. Approved.

NEXT MEETING – March 10th, 2020, 8:30am, Falmouth Town Hall, Selectmen’s Meeting Room