



MEETING MINUTES

July 14th, 2020 @ 8:30am
Video Conference - Zoom Meeting

Present: Christopher Land (C), Christopher Simmler (VC), Thomas Feronti (CK), Paul Burke (T)Patti Haney, Michael Galasso, and Samuel Patterson

8:32* **CALL TO ORDER**

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

8:32 **PUBLIC COMMENT**

None

8:33 **FALMOUTH RECOVERY LOAN FUND PROGRAM – Michael Galasso**

- Galasso advised some progress has been made on the legal front regarding this project. The goal is to go the BOS meeting on July 27th with a full report and recommendation from the Town Counsel and EDIC Counsel. A detailed draft of the business plan will be provided to the BOS. Most likely there will be another, later step to file for special legislation to clear up a few permitted authority items. Galasso reported that though slower than anticipated, the Loan Program appears to be moving in a positive direction.
- Discussion ensued by the Board about the misconception that the EDIC is seeking Town funds for this program. Galasso clarified that the money the EDIC is looking for to fund the program are solar funds generated and received by the EDIC; not funds currently existing in the Town coffers.
- Patterson suggested that Town and EDIC Counsel should discuss to try to find common ground and opinion regarding this matter. Galasso advised this is taking place and headway is being made regarding legal positions/ points.
- Feronti inquired if any of the extensive legal and administrative costs associated with the work done on this project will be recovered by the EDIC. Galasso advised there will be a small amount of money for interest and application fees that may eventually reimburse some of this expense.
- Discussion ensued by the Board about the high expense for Attorney fees associated to date. It was agreed to reassess continued retained legal counsel at the next meeting.
- **MOTION: Galasso made a motion to allocate an additional \$2,500 for attorney fees for the Small Business Recovery Loan Program. Feronti 2nd. All in favor by Roll Call: Galasso Aye, Feronti Aye, Simmler Aye, Haney Aye, Patterson Aye, Land Aye. Motion passes.**

8:52 **MARINE RENEWABLE ENERGY GRANT APPLICATION UPDATE – Mike DiGiano**

DiGiano advised the funding decision will be made in August.

8:53 **DHCH – COMMUNITY DEVELOPMENT BLOCK GRANT COVID-19 – Michael Galasso**

Galasso said the EDIC applied for a \$200k grant program for micro businesses - owned by individuals will no more than 5 employees. Awaiting to learn if the application is accepted and awarded.

8:57 **COMMITTEE REPORTS**

FALMOUTH TECHNOLOGY PARK – Tom Feronti

- Feronti noted that the Tech Park Development Agreement Extension is shortly approaching expiration.
- Simmler noted the long history of the agreement and our process to obtain the extension.

- Dan Webb, business owner in the Tech Park stated he felt that it was unfortunate that it would most likely expire based on the CCC opinions. Dan stated he though the DA still remains a benefit to the business owners and the loss of it will be great in terms of devaluation of property and additional development restrictions.
- Galasso suggested a letter be send from the EDIC to the CCC asking for 1-year extension of the Development Agreement to do a study to determine how to proceed with the Tech Park development.
- DiGiano added he would like to engage with the Tech Park businesses owners to discuss the CCC about the 1-year extension request.
- **MOTION: Galasso made a motion to send a letter to the Cape Cod Commission requesting a 1-year extension. Simmler 2nd. All in favor by Roll Call: Galasso Aye, Feronti Aye, Simmler Aye, Haney Aye, Patterson Aye, Land Aye. Motion passes.**
- Simmler suggested a joint working session with an assortment of Tech Park Business Owners to discuss the Development Agreement pros and cons and make a joint plan on how to proceed with the development of the Tech Park community.

FALMOUTH STATION – Mike DiGiano, Chris Simmler, Lynne Broderick

- DiGiano advised that the P & B Bus License Agreement has been finalized, but not yet signed. Operation start date has not yet been finalized. No public announcements have been as the agreement has not been executed. DiGiano thinks this will happen in the near future.
- Broderick reported that P & B is installing a kiosk in the foyer area of the Station. Because of this a timed automated door lock was installed at the Station.
- Broderick is working with Open Cape to install the high-speed internet service at the Station and is hopeful this will occur within the next few weeks.
- Broderick reported that the painting of the Station interior trim, all of the foyer, and all doors should be completed within the new few weeks.
- Broderick stated that landscaping work along the rear access road off Palmer Avenue will take place to cut back brush and hazardous overhanging branches, as well as a few additional tree trimmings within the Station parking lot area.
- It was noted that it appears that the Station Grill business appears to be busy.
- Galasso reported that a BOS Selectmen noted that there were too many Station Grill signs along the bike path and around the Falmouth Station, and to remove some of them to adhere to the Falmouth Sign code. As well, he requested that Clipper also trim back the bike path area that extends off the rear access road. He would also like some of the striping in front of the Station to be repainted.
- Simmler stated that any signs on the bike path should only be on the land directly in front of the Station property. Any signs along the bike path need to be approved by the Bike Path Committee. Land also commented that all signs need to be approved by the Falmouth EDIC Board.
- Haney reported issues buying bus tickets at the Falmouth Station. DiGiano said he was unaware of Peter Pan’s ticket sales operations, but this would be investigated, and Peter Pan contacted for clarification.
- Broderick advised that the termite issue at the Station was serviced and hopefully resolved.

FINANCE – Paul Burke

- **MOTION: Simmler made a motion to approve the warrant in the amount of \$23,450.39. Haney 2nd. All in favor by roll call: Patterson Aye, Simmler Aye, Galasso Aye, Burke Aye, Feronti, Aye, Haney Aye, Land Aye. Motion passes.**
- Broderick advised that the financials are reporting a -\$72K in Net Income to date. The budget remains on forecast to be negative \$90 - \$100K (in the red) by year end.
- DiGiano reported that the Falmouth Village Assoc. has requested a sponsorship for the “Movies Under the Stars” program. The board discussed if the sponsorship benefits the local businesses and meets our mission. DiGiano and Broderick to investigate donation amount, benefit to local businesses and advise the board.

SOLAR LANDFILL PROJECT – PHASE 2 – Mike DiGiano

- DiGiano advised we are on track to have all required documents, including the IGA, by July 31st; the deadline requested by Citizens Energy.

- Town Counsel has been working with Citizens to finish the Power of Purchase between them. The Pilot Agreement is basically done and are just waiting for the IGA agreement between the EDIC and the Town. The sub-lease agreement between EDIC and Citizens is also almost complete.
- The EDIC will present to the BOS on July 27th the rent provision proposal in the IGA for a final discussion and vote.
- Simmler inquired how the financial gain from the Solar Phase 2 will affect long term budget and forecast. DiGiano stated if the rent remains split with the Town, the Falmouth EDIC will gain \$88K a year once Phase 2 begin operations in 2021. There is a \$50K administrative fee reimbursement for legal and administrative costs to the EDIC that Citizens will remit once the contracts are executed.

OPEN CAPE – Mike DiGiano

- DiGiano said Open Cape reported they have 40 signed contracts to date and about 25 connections.
- The backbone infrastructure was completed in April 2020.
- The EDIC has requested an infrastructure plan.
- Open Cape has retained a Main St. ambassador to work with the connected businesses to educate them about the appropriate hardware and equipment needed to gain the maximum benefit of the fiber optic network service.
- Open Cape is managing the speeds to ensure that no individual User can take up all the data and are making adjustments to ensure all businesses experience equal and significantly improved performance.
- Patterson suggested that an information sheet is provided to the Users to explain how local inhouse electronics can affect performance and how to enhance performance. He stated that just hooking up to the new fiber optic service is not the only element to consider. Inhouse equipment also needs to be addressed if you want to experience maximum benefit of this resource.

COMMUNITY BASED FIBER OPTIC FEASIBILITY STUDY – M. DiGiano

- Simmler requested the Board Members to go to the EDIC website to complete the speed test. CCG requires 100 and many still need to be completed.
- DiGiano reported CCG advised they are just finishing the engineering analysis.
- The Fiber Optic Network Committee surveyed 40 residential neighborhoods to determine the where the cable was located. Most were found to be buried cable.
- CCG advised they should have a draft completed by the end of August.
- CCG is still pursuing business interviews for the study; they require about 10 more.
- The next key piece to the study will be what models will be studied to see who/what type of organization would implement the project. Galasso reminded the board that an RFP would need to be issued for the project.

10:02 EDIC ADMINISTRATIVE BUSINESS

- **MOTION: Simmler made a motion to approve the June 9th, 2020 Board Meeting Minutes. Galasso 2nd. Roll Call: Burke Abstain, Galasso Aye, Feronti Aye, Haney Abstain, Simmler Aye, Patterson Abstain. Motion not passed. To revote at the next EDIC meeting.**
- **MOTION: Galasso made a motion to approve the June 9th, 2020 Executive Session Board Meeting Minutes and to not release them due to sensitive negotiations regarding real estate. Simmler 2nd. Roll Call: Burke Abstain, Galasso Aye, Haney Abstain, Feronti Aye, Simmler Aye, Patterson Abstain. Motion not passed. To revote at the next EDIC meeting.**
- Galasso recommended a speaker for the next board meeting: Marco LiMandri from New City America.

10:05 ADJOURNMENT

MOTION: Haney made a motion to adjourn. Galasso 2nd. All in favor by Roll Call: Aye Paul Burke, Aye Patti Haney, Aye Thomas Feronti, Aye Sam Patterson, Aye Michael Galasso, Aye Chris Simmler. Motion passed.

NEXT MEETING – August 11th, 2020, 8:30 am, Zoom Meeting