



Minutes  
January 28, 2020  
Business Development Committee Meeting

Members Present: David Healy (Chair, Calais), Jerry Diamantides (Berlin), Greg Kelly (Barre), Andrew Gilbert (Cabot), Michael Birnbaum (Plainfield), Jeremy Matt (Plainfield Alternate)

Meeting called to order at 5:40 by David

1. Additions or Changes to Agenda:

Communications Committee moved to separate meeting.

2. Public Comment:

None

3. Update from Kick Off Meeting/Survey Results:

Jerry provided detailed update on Interisle kickoff. First regularly scheduled meeting to be Thursday 2/6 at 11am, call in information to follow. No more than 4 members of Board to join to prevent Open Meeting requirements.

David and Chuck shared some learnings from survey results. Andrew proposed we share some key learnings with the community. Chuck agreed to bring it up in Communications Committee meeting later the same evening.

Action: Collate loan/gifts/pre-sub and Definitely Would / Probably Would subscribers and create strategy around approaching people.

4. ~Communication Committee Inaugural Meeting Discussion:~ (Struck)

5. Timeline for Grant/Loan Applications-Assignments:

Discussion of:

- USDA grant
- FCC bidding on Rural Digital Opportunity Fund - Michael explained process and reliance

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on mapping around census blocks, makes sense to wait until maps are released to explore opportunity, however should stay on top of it as the money is only available for next two years rather than annually. Jerry proposed making this a permanent agenda item going forward, all agreed.

- E-Rate

#### 6. Agreement to Calendar/Places for Meeting:

Kept proposed dates. Action: David will continue to explore Montpelier location, but in the meantime will keep Ceres Greens location.

#### 7. Other Business:

- Greg suggested "tour guides" for ensuring we can give Interisle walk throughs as well as locations of substations—all agreed this is a good idea.
- Andrew asked if we have inventory for First Light—No, may be able to get it subject to NDA. Greg pointed out we'd also like pricing details from them and all others if we can secure it.

#### 8. Adjourn

Motion to adjourn at 6:24 by David. Greg seconded. All in favor

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