

Fairhaven Broadband Study Committee 1/13/2022

Informational Meeting (No Quorum)

ACTION ITEMS:

- Bruce will provide summary of recommendations for pilot project.
- City will research what is required to get on the vote. Should yard signs be put out? Asking public if this were available, would I be willing to sign a contract?
- A White Paper will be completed showing pros/cons of public vs private.

KEY INFORMATION:

- The next town hall meeting will be in May.
- Discussed ARPA rules – now opened, not so restrictive.
- Discussion of possible recoup of money spent on pilot if the project goes townwide.
- Discussion of benefit of public infrastructure. Public infrastructure prevents private monopoly.
- Discussion of what type of RFP – construction/ open access/ private
- City considering paid college students as interns to canvass the town.
- Broadband masterplan survey 630/643 said support fiber infrastructure. Twenty two percent possibly would support, but need more information.

Fairhaven 1/13/2022

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SUMMARY KEYWORDS

town, meeting, fiber, people, arpa, question, build, bob, infrastructure, money, talking, pilot project, project, public, rfp, paid, private, members, road, state

00:04

Maybe wait till we get a full quarter for the minutes that we need to the last two meetings.

00:09

Yeah. So, so if it's okay, I'll actually we'll get started. Shabaab will be here soon, but

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he's popping in right now.

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Okay, fantastic. I'd like to call the January 13 2020. To the hidden broadband meeting to order and this meeting is being broadcast and are taped by the government access channel. Any member of the public also has the right to make an audio or video recording of the open session of this public meeting. A member of the public who wishes to record this meeting must first notify the chair must comply with any reasonable requirements as not to interfere with the meeting. The chair is required to inform other attendees of any such recordings at the beginning of the meeting. As of right now there are no other recordings of this being the ball make it in I don't think so.

01:08

bow for a second, but he's not in there. He's having issues there yes. Sorry about that, everyone. Hey, Bob. Very technical difficulty get through or my internet so I apologize for that.

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Well, we just call the meeting to order and I made the taping announcement.

01:39

Okay, thank you.

01:42

Bob. Have you met Sean Daly? I don't know if you met before.

01:46

Not in person but we just at our meeting just the other night we appointed him. He he attended virtually, and introduced himself there. And so I have and he's introduced himself to you here.

01:59

Yeah, yes. Right. Great. Thank

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you. Well, I

02:02

was mentioned Bob, before you go on. I was just mentioning that he could probably slide into it doesn't have to be an associate member because Nicola Antonio, put in her. She emailed me a resignation. So I forwarded that to Vicki for the next select board meeting to accept that. Oh, great. Great. Yeah, probably slipped into a voting number. Yes. And absolutely. Yeah. Also we have for the next meeting, I think we should put on the agenda like a you know, the reconfiguration of the members because we also have Thomas McAfee from the cable advisory committee that does he just did you just have Yes, cable advisory is gonna meet at the end of the month, they'll hopefully recommend him to and then we can accept them. Okay, great. Yes.

02:38

Thank you. You deal with

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that in the minutes for the other meetings? We have a full quorum next meeting. Okay.

02:46

This is an old agenda. Let me go back and find it sorry guys. I was looking at the agenda saying that's not the agenda. Yeah, do you want to pull it up? You've got it right there. Derek. So Bruce apologizes. He's in another meeting with another client right now didn't realize we had this when he scheduled that so apologies. We go down a little bit weird dark, just so you can see the go. So I take it we're not going to improve since we don't have full voting. We're not going to approve minutes. We'll do that next time.

03:30

Right, we don't have a quorum, I guess we'll you know, we'll have to wait or anything to vote on. Yep.

03:35

Okay. All right. Second item. Shawn went through all the spreadsheets on the locations for all the fiber access buildings. Bruce has not finished that work. But he said he will by the middle of next week. He will have a summary of recommendations back to you, Sean and Bob. Based on that. So I mean, the pilot project kind of hinges on that. Before that Bob woods, can you kind of give us a taste of in terms of ARPA money, and we're looking at other avenues as well. Do you think there will be any ARPA money from the Select Board or do you think that's going to get gobbled? Up in other projects?

04:30

We are still we still haven't made a lot of progress on that. Now. What's there's two things upcoming and quite honestly, one of the reasons we haven't made as much progress on this RFP that we've been talking about with Mr. Reese is since he came on board to help us move things along where we we had a lot of things that were kind of on hold. His priority right now has been on the capital improvement plan. That's annually a big part of the budget process and he's been working on that. And there's also a select board goal setting session that we haven't done for a couple of years because of this transition issue with the kind of administrative position so but we're finally going to get to that on the 22nd of this month and those two things have been consuming a lot of his time. And when we when we identified that we were not going to have a special town meeting in February, it kind of took a little bit of the pressure off of the RFP process so not not to say that it's not something that we really need to remain focused on and have, you know, keep it on the radar. Right. It just, you know, is his path right now is more geared towards those other two items that are kind of have a short, short term, you know, schedule there. But in that is the capital planning, you know, process that would would also dovetail in with some of these, these potential grant funds, and you know, how those things are gonna, you know, so he's kind of helping us with in a number of different areas. And I and I know that with the ARPA, that's another one of the key areas is you know, what to do with all those funds, and it's part of what he is looking at. There is no right now we have not had an answer to that we haven't. Haven't met as a board. To sub to discuss that. And it's probably going to be, I'd say another month or so before we really have it at least before we really have some clarity on that.

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So I think what was your question? Sorry, Shawn.

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Yeah, I was just wondering if if, if Bob did share with you Jeff to know Bob, there is no fall town meeting now. Right. Is that

07:00

correct? Well, yeah, we were talking more later, you know, it was wasn't really going to be followed was going to be potentially in February, but that is now happening anymore. So the next town meeting will be in May. Okay. Yep.

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So I made sure everybody knew.

07:16

Yep. Yeah. So that was the question. We had talked about that last time that it was kind of leaning that direction. The other key item had kind of fallen off and fiber was the only thing left and I think so anyway, that doesn't surprise me. So one thing to keep in mind, Bob, as you and we probably have talked about this, but the benefit of some. So one, have you seen the new rules on ARPA, relative to fiber? We pray them for them to you so I will. But okay, they basically took all the handcuffs off, you can do whatever you want, basically. So there's okay. It's it's very open in terms of what your ability to spend that money on fiber.

08:02

Okay. How recent was that change made last week? Oh, okay. No, I was I was not familiar with that. So I'll

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get that out to everybody. But great. They basically unshackled. You know, before it started out that it was very restrictive and then it went to moderately restrictive and now it's, it's unrestricted, really awesome.

08:26

Okay, that's good to know.

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But the benefit I think that the town should think about is that this money can be recycled. So what we mean by that is, if we can use it for a pilot project to get a pilot project going, we can do the pilot project and then assuming that we go forward with a full Town project, the money that goes to the pilot, so when we do a pilot, we typically don't ask subscribers to treat it like their their main internet connection. We it's really a test. And what we're doing is it really is a way to help the town members see what this is and to get feedback from those who participate in it and, and then to socialize that information. But once they convert from pilot to paying customers, then in the financing process, you can recoup that money. And so it really, you know, I think there's probably pilot projects where once you are once there's are projects, that the money will go in and never come out. Right it'll, it'll go to things that that's

it, but in this case, you can recapture that money. And then you you know, there's not really any mechanism for the state or federal government to monitor that or to control that. So it can see the fiber network with a pilot project. And then there is a way to get that back to the town. Once you go from pilot to to townwide. And, and so it could look more like a loan than sort of permanent financing. Okay, so

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Okay, so in other words that if it became a full scale project the fees that that would be associated with that the monthly fees, that the construct for the financial performance, say for the project is that a certain amount of that money would would be required to come back to the town? You know, regardless of whether the town owns and operates it, or it's a third party, right?

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Yep. So I think the two questions will be does it remain public infrastructure, meaning the town owns it, or will it be private infrastructure meaning a third party comes in and owns and operates the infrastructure? Even if it's private, even if you did go to a private we will talk about that more. This fiber network will be valuable to them and you'll be able to sell that asset to a private third party and get paid. So whether it's public infrastructure, and you get paid back at the time you do long term financing. So you know, this would just become a piece of the overall network. And so when you do the, the larger financing of the overall network, this piece would get recouped or could get recovered. And, and then so anyway, I think the way that it's interesting, proper way to think about it is more like a loan than or it could be alone instead of permanent financing.

12:00

Okay, one other aspect too. And this is just what some of our other clients are doing. They're taking our PR dollars, and they're leveraging those dollars to be the match on grant applications they're doing because it's also you can do that as well.

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Right? That's that's it that is exactly what we were thinking this would be. Is just that a match to try and, you know, we we, yeah, that is exactly how we were thinking of this one.

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Yeah. So and then if you take all of that and treat it like a construction loan, right, where it gets kind of brought back in, you can actually kind of repurpose that money to build out various parts of the town as you go. So that's we have another client doing it that way as well.

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It's slower, but it's part it's a way to do it. Yeah.

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So in other words, you

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you get new construction, financing, build it. And then as it flips to long term financing, you recapture the construction financing and go use it in another area.

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You're alright, okay, that's interesting.

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Now, in that town that's doing that turns is that town are they owning it? Or are they is a third party owning it and that in that scenario, you're talking about the

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the city is gonna own the infrastructure. They they're still debating whether or not they will set up their own operation as a as a department off their public works. department they are or whether or not the outsource should do third party but they but they are planning to actually own the asset, guys, okay. Public as public infrastructure.

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Yeah, got it. Sorry, but, no, that's good. So, you know, I think the most important thing for you know, we just got off a call with Sonoma County, California, and they were asking us what we thought their strategy should be in terms of getting grant dollars. And we think the most important thing is the more you've got your nose in the tent, meaning you're, I mean, you have you're doing that because you've been planning and you're I mean, you're not just waiting for money, and then you're gonna move at that point you've been moving forward. The more you move forward, the more they can tell you're serious, and those are the entities that are going to get funded. So the value of being able to leverage ARPA dollars to get a pilot going is going to accelerate your ability to get additional funding as we go forward. So the more you know, they want to fund success. They don't want to find a problem to be solved. And the more you can show them, you're serious, and you've got the wherewithal to tackle this, the better so so as you go into the ARPA discussion, a there's a way to recapture that money. And have it come back to the town for this project or another kind of project. So think about it as a construction loan. And then secondly, it's going to the more further down the road we go, the more it's going to advance your ability to attract other grant financing.

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That it all does hinge on, you know that they do move forward with the full project because if you did, if you don't, then it's so it's not a guarantee that it would be returned, you know, to the town, but it's it's with that caveat that if it's

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Yeah. And so one of the things you talked to me about Bob was private infrastructure as opposed to public infrastructure. So let's just say it didn't, it doesn't work out on the public side. So for whatever reason. We, there's so much attention in this space right now. So we we have meetings every week with Deutsche Bank, because they see this as a new real estate play. That's attractive. And so they they're wanting to go in build fiber networks, private ownership of the fiber network, and then use our open access system to operate manage the network. And we've got we're working with them on three

different fronts with three different groups are essentially real estate developers, and their real estate is fiber. So think of them as a traditional real estate developer, but in this case, they're developing fibre instead of storage units or multifamily or single family housing. And there's a lot of Wall Street money focused on this space right now. And so we think every city or county that doesn't move forward with municipal infrastructure, public infrastructure, what you're gonna see is private infrastructure funds coming in and building the fiber networks. And for whatever reason, Comcast still has a strategy of sticking with coax. They're gonna get over built everywhere. With fiber, it's happening. I think there's probably 500 fiber projects going on. Around the country right now independent of each other. So there's a ton of activity. I think you know that our preference is public infrastructure because we think the costs are going to be \$20 lower for the subscriber per month, at least. And we think there's real long term value for a municipality to own the infrastructure. So we're, we're strong advocates of public ownership. And we just think from a pricing and long term value point of view. That's where this should be. But if Fairhaven decides not to I'm 99% confident we could put together a deal for private ownership of this infrastructure.

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You know, that's, I think it's all about the risk and you know, some people might still have that fear and you know, when it gets to a final decision about this, there's still some non believers for sure, that are out there that say this is not something that's going to, you know, go the direction that you're suggesting but obviously, if we had had the same discussion a year ago, you wouldn't have had the same confidence to say what you're saying to us right now. Right? This is, this is being driven by all these federal dollars that are being distributed across the country and and that that, I think, is a good thing for what we're considering here in Fair Haven, because it does, you know, if we know that there's an alternate means if the town does not decide to move forward, that is a good thing and even even just it I think, and this is when we get into the discussion on the RFP.

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You know, see what I don't want to jump ahead too far, but trying to trying to think of where we are in the agenda here and

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we're still a pilot project, really.

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Okay. Yeah. Well, the RFP ties in with that. And so, you know, we've been talking about the RFP has been two things, you know, one, one, building out the pilot, and a second one, you know, trying to get a price on what it would cost to build the entire system, that entire network. And in that second piece, if we were able to find validate this interest level that you're talking about on the on the private side, that might actually make town meeting members feel more comfortable. That that this is even if you know, it may make them feel more comfortable that this is this is definitely going to be a you know, a worthwhile endeavor. It's not going to be something that in four or five years from now, we'll be saying, Okay, this is turn a different direction. We've heard the whole thing about 5g And it's not it's going to make this obsolete and all that. But if if, if you have you know, banking institutions and financial institutions like you're talking about that are investing this money, they're not doing that thinking that it's going to

disappear and evaporate in four or five years. Most definitely. So that that might do two things. It might help town meetings, members decide that this is worthwhile for the town, on the whole, and also might help drive the numbers towards the take rates that would be required to make the project viable, you know, economically feasible. So I'm just what I'm trying to think of in my mind here is that is what we can we do during this building the RFP stage to try and get that, you know, maybe it maybe it's a separate RFP, but to try to find out if there would be an institution that would sign on to building the whole network and taking, you know, that entire risk on and then if we were able to find that you mentioned the \$20 differential between public and private that might, if we could, if we could validate that as well. It'd be another, you know, great piece of information for, you know, Tom meeting members and people in the community, you know, to know what's the real value of doing this as a town and taking on any kind of risk. And if there truly is \$20 times, you know, 12 months times 3000 subscribers, that's a pretty significant number. Yeah. So,

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you know, we can easily bring in that information. My only hesitancy on going out. So I think if I go to a contract, for example, and say, let's put this together. And you would be the operator, you'd build it, you'd operate it we'll we'll get Wall Street money to finance it. The only my only hesitancy is they were sincere about a private group doing it.

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Yes. I know. I know. I do understand that. You don't want to be just you know, playing them, putting someone through the paces without that. But what I'm what I'm saying is, I don't know the answer to that. Until we really know what what the the true numbers are on both sides and mean, maybe there's a way to get there without you know, without have without having a full blown proposal for from someone you know, indicative numbers that they can provide or something like that, but you know,

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yeah, we can we get Yeah, we can. We can assess the kind of cost to the end user, this being proposed by groups that are doing this in other markets. And we could certainly bring those numbers across right, as our baseline. The other thing too shot Bob and Shawn, just to keep in mind when just talking about a \$20 difference. That's fully loaded, right? So that's the that's the that's the homeowner or the business operator taking on the full capital cost plus the maintenance operation utility fee plus the ISP or other service related fees. Remember, under the Public model, if you treat that Capital Connection as a as a hookup to the home, then technically that goes away once it's paid off. And now and so in those homes that pay off that infrastructure costs and when they do get around to paying it off, whether it's a friend or down the road, and now we're talking about a \$50 differential, right? Right, well, then it becomes much, much more substantial than it's just a \$20 difference. And that's that's really what is motivating. Most of our clients who are getting into this wanting to have be public infrastructure because number one, they see look as public dollars public dollars should be spent on public infrastructure, so that they should stay public number one and then number two, they want to bring the greatest value they can and by segmenting that off and having it be something that is satisfied once the once the cost is is paid back, you know, then we're talking to significant differentials in cost to the consumer. So they kind of point that out.

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And those are, those are today's numbers or someone takes I know, there was, you know, some of the modeling suggests that someone might take 10 years to pay this off, for example, well, that you know, then, you know, with a cost will escalate over time. So those numbers will be even larger. Right? I mean, whatever.

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Well, not the infrastructure costs no. Yeah, I'm saying yeah, yeah. Yeah, without question. I mean,

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so Bob, so we've talked about the RFP a couple of times, so there's potentially a few RFPs out there. So one is construction RFP, one is open access RFP, potentially a private ownership, RFP. And that's the right way to think about it. So you don't you want to select your partner, if you're going to do private infrastructure. The our, our biggest concern about the private infrastructure model is a lot of those networks are getting built right now. And we think what's gonna happen is the same thing that happened to the cable industry, which is going to get consolidated. So we're gonna go 10 or 15 years down the road and there's going to be you know, there's gonna be 5000 fiber networks independent around the country, just individual operators like contract and built them. They brought in financing they own them. And we think what's going to happen is somebody that looks like Comcast is going to come in and roll them all up. And because it's private infrastructure, it's essentially real estate. There's nothing to stop that from happening. But then you're, you've improved because you've got fiber. But you're back to the same situation rent today, which is a national conglomerate, ie Comcast or Verizon or pick your poison. So we think that same thing is gonna happen with all these fiber networks. We're quite confident it's gonna happen. And so you know, you do solve the fiber problem, but you're back to the monopoly problem. And that's the biggest downside of it. And that's one of the things that public infrastructure prevents.

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Yep. When trying to pitch this to the town, there's one other thing to look at or consider Is it maybe I don't know, with folks that are towns that have had this in place for longer? Can you demonstrate that they've actually increased the value so today, we invested say it's \$10 million to build this out. I know what the numbers are, but say it's \$10 million, but three years from now, that \$10 million is now worth \$15 million. Because now you've got a fully operational network. You've got a certain amount of subscribers, somebody coming in would get would see the value in it, you know, worst case scenario, Bob, if you had to, there was a financial issue at the town you had to this is one of the things we'd have to get rid of. You could at least demonstrate this investment has a long term value. Especially you know, I agree with you guys. I do think it's going to roll up. No one's doing this out of the goodness of their heart. They're doing this because they want to build these and then kind of combine them and then and then be able to sell them package and sell them. So so you can demonstrate that you're not only because roads you put in and overtime they were out. Other things you do. Don't always last this thing is something you could build and it increases the value increased value over time with more subscribers. And you know, if the town's growing that's going to only add to it, so I don't know if that's something that you guys could also show. Yep, that might demonstrate some value that you know, not just for today, I guess is my point.

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Yep. That's a great it's a great point it me if you're thinking about like, like Jeff was saying, if you think of this as, as, you know, the Deutsche Bank's of the world and thinking about it as a real estate, you know, investment and then essentially, you know, you would expect it is going to value is going to increase or increase over time unless I mean, the only thing that would make that not happen is if, you know, 5g would make it obsolete, but again, these people are not investing, you know, millions of dollars in these projects. You know, if that's if that's a remote risk, so, yep.

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Well, in fact, Bob, they're counting on 5g Coming to the marketplaces because 5g requires fiber. You know, 5g Without fiber, you know, being pretty much run throughout a town or a city. So they're counting on the 5g carriers coming in and writing on their fiber and thus increasing the value of that asset dramatically.

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Right, yeah, we've we've, you've, you've talked about that in the past two with us.

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Yeah. Well, I'll include with the meeting notes, the breakdown on 5g. I don't know how much detail we've gone into, but there's basically three tiers to 5g. And we've talked about it some but I'll put it in the meeting notes. It's a nice concise summary. And essentially what it shows there's three levels to 5g one is the the big bandwidth which means gig is millimeter wave, but you got to have a tower every fifth you got to have a cell site every 1500 feet. And so that's not what they're building. They're not building millimeter wave. They're building. Really the extension the middle is, see there's an inverse relationship between how far the signal goes and how fast the signal moves. And so the farther you need to propagate a signal, the slower that signal moves. And so the lower level of it looks a lot like 4g, it's just incrementally better. than 4g. The middle is a compromise, meaning we're getting the cell site closer to the end user, and the speed is better than 4g. And then the best is where we're getting the cell every 1500 feet, and we're getting up in the close to gig speeds, but that that's not what they're building. They're building incrementally better than 4g. And so they keep marketing 5g Which is really to get people to believe that they are going to solve the future, when in reality they're not. They're not going to solve the future. Fibers. Even at&t CEO is saying same. Our strategy now is fibre to the home because they've gone down the 5g Road. And they know 5g is not going to be the Savior that they've marketed it as fibers the thing that's actually going to be future proof. And so can I can provide that documentation as well. I mean, so yeah,

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yeah, that would be interesting to see.

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Yep. Okay, so what you know, I don't how are you feeling Bob as far as it's probably hard to tell from town meeting members in terms of the Second Municipal light plant vote your ears somewhat to the ground, but there's a lot of town meeting members.

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I don't I don't have a reason to believe that the second vote would be significantly different from the first one because nothing major has changed. You know, from that point till now, what I think is, you know, more important is, you know, the vote for so we're talking specifically about the vote for the town to become a municipal light plant. Sure. Right. So to have that designation is not in itself binding the town in any way it's not committing it's in dollars. And so I you know, my my, I don't know for sure but my gut feeling is that's not going to be a major hurdle for the town. And that that will likely have good support at town meeting. The the critical one is going to be trying to convince Blackboard town meeting members that we should form a department or in the town and build a utility that is fiber network to the home and fund it and own and operate it and then have subscribers come on and pay for that. That's the big Not that that's going to be the critical thing where we need to have that kind of information that we were just talking about earlier in hand before that vote takes place. Because, you know, that's a real big one and before we really can get people to sign on legitimately to, you know, any kind of a contract that gets the take rate up to a high level, I would think, you know, having having that kind of information along with the pilot, you know, what people have seen in you know, seeing how it would work and have good experience with that. So all those things come together and make make the vote, you know, you know, I can say a short thing, but I'm much more likely to you know, to pass. So, but yeah, the first one you know, this next step of just creating minutes municipal light plant, I may be wrong, but I don't see that as, you know, as a huge hurdle. I think there's this fair likelihood that we can get past that one. And then then it becomes you know, when is that other vote and I'm talking about, you know, I don't know that's the, there's a fair amount that has to happen first, and logically, maybe this pilot gets built. And then if we're fortunate to get to that point, we build the pilot and have that documentation in hand. Then there's another town meeting down the road, and maybe it's a special town meeting at that point. Or maybe it's the following May another year later, but that's the really critical one. In my mind,

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yeah. Okay. So, you know, I think we're gonna have to you know, it's one thing at a time. I think the pilot would go a long ways toward communicating what this is and what it can be, and sort of grounding in reality, and it's going to help everybody get comfortable. But the other thing I think about this just because of the requirements around the town meeting vote, is it's going to go a long ways if we have a mechanism to go door to door. Explain it to people and and have tell people what the cost structure is what the implications are for them and have them register a non binding up or down, meaning would you participate in it if it was this cost structure and this speed and its fiber and answer their questions and canvass the whole town? So as you think about ARPA dollars, we may want to think about that. You know, I don't know if it's college students over the summer, or, you know, might be able to do some kind of internship program. Is it UMass that's in?

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Yes, UMass. This UMass campus in Dartmouth is also Bristol, Bristol. Community College in Fall River. Like, the other thing that comes to mind when you mentioned you know, a non binding you know, is it may be and I can't say I have specific experience with this myself would have to look into it and and understand how this should work. But I believe there's a potential for us to get something on during our

annual vote, you know, it's so in April, there's an annual election that takes place and either in that one, or

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Yeah, I was wondering the same thing about could we do something like that? Yeah, you

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know, that's what I'm saying. I don't I don't know the, you know, I know that. It would be referred to as a non binding referendum referendum. So it's kind of just so I believe that something we could do it, you know, but I would have to look into it and understand the implications and you know, the timing, you know, what, what's, what's that look like? You know, how the town clerk could probably help us with that. And then the question would be, again, if it was just you know, on the basis of what Jeff was saying, like, if it was, you know, if the people are voting or not saying they think this is the best thing for the town, they're saying they're only simply answering the question. If I had this available to me, would I be willing to sign a contract for it? And so that's, that maybe it's a lot easier to, to get to that point. Right? We're not we're not talking about having to have all this other information that we were just talking about a few minutes ago. So maybe that's, that's something I could look into between now and our next meeting. To try and find out what what's involved in doing that. And

39:07

yeah, I mean, it's a little bit of a chicken and egg problem. Because take rate matters substantially in terms of both viability and cost structure. And it's hard to go out and get the tape grade unless we can tell them this is the cost structure. So there's, but I do think if we could we need to engage everybody. I'm just people are busy, they're living their lives, putting somebody on their doorstep, not to harass them, but just to answer their questions and see and get a level of interest. And if we're able to do you know, I would use the higher number I think we're gonna be able to do it for 55 bucks for a gig total. But I'd even use a \$60 number if we can give you 1000 Up 1000 Down then, you know, is this something you would support and participate in? And I The interesting thing on the it might be worth talking to the business does this Dartmouth have a business, school or business department?

40:15

Yes, they do.

40:17

So it might be interesting to talk about summer internships, and you know, more and more kids need actual real experience and if we could put together some kind of budget for, you know, what if we could give three or four interns and put the interns part of what they would do is marketing, to the community and messaging to the community, but part of what they do is actually go and talk to people and it's not like it's a uncomfortable sale. You're saying hey, I want to I want to save you money and increase your internet reliability and speed while you talk to me. And I'm with the town. So, you know, if we get created some budget, whether it's ARPA or other than you know, that's really what we need to do is, is get that level of feedback from the town in order for the town meeting members or the Select Board to to jump in with both feet.

41:20

So those Yeah, know how are you suggesting that this would be paid for, even though it would be you know, some kind of an internship and maybe not, you know, paying, you know, high level of wages for someone but

41:38

mainly thinking ARPA potentially ARPA money. If the town paid for it. Again, it's money. If the network goes forward, the network could pay this money back. So it could just be part of the budget for the town with the understanding that if the network goes forward, this money would get paid back but another is that it could be ARPA money to go out and and engage the whole town in a conversation about this.

42:14

Okay. Yeah, so that's I mean, again, if we were able to get something in a, you know, as a ballot question at town meeting, I think that would be much more acceptable. I mean, it's a lot easier to do one thing in terms of, you know, it's just it's going to be out there now. In a in a typical election, we may only have you know, on a good year, we're in the, like, low 20% turnout. It's, it's, you know, but you know, if you went door to door I don't know if we expect to get better than that, but potentially, that's at least two things to think about. So we're talking about April timeframe for that if we if it can be done on a local level like that. I'm trying to look something up online right now about you know, mass government has something about non binding referendum John, you know, at the state level, they do make reference to local ballot questions. So do a little research on that.

43:26

So this be like in your primary election. Or whatever you're thinking town wide primary election.

43:32

Right. We just it's the annual election for us as in April, early, early April, and that's, you know, that that's something that we would, I'm guessing would have to be acting on very soon. To be able to get something in there if it's possible.

43:54

Alright, we'll dig into that. Let's, let's keep the conversation going offline because then we can think about language that would be appropriate for that kind of thing, that kind of referendum.

44:07

Yeah. Okay.

44:11

So, so, what was the response rate for the the first time because I, I learned about this when I got a questionnaire saying, Would you be interested, would you do this if we you, you know, if you could save money, would you want to do this? Do we have a low response rate to that question?

44:30

Where do we end up Devon early on? How many people responded to the Fair Haven?

44:35

Anything about about the meaning about

44:39

survey?

44:39

I'm talking about the survey.

44:42

Let me look that up. Talk amongst yourselves.

44:46

So the meeting vote was what was the 80% Bob in terms of the town meeting? Vote on the municipal I plan. The first one.

44:56

I don't remember the numbers off the top of my head but they're very high.

45:00

I think it was above 90%.

45:01

Yeah, it might have been

45:09

alright, so I think

45:12

I was just wondering if it made sense to try and do something electronic versus sending people around, especially with COVID right now?

45:18

Yeah. Yeah, response rates, the tough part of that. But it's obviously a lot more efficient. We found the most powerful thing is putting people on doorsteps and not and being careful not to harass people, but just to engage them in a conversation. That that has been the thing that has helped educate people and driven attention to the issue.

45:52

They would have to be recognized as representing the town not not a private interest or anything like that. So that's Yep.

46:01

So the in the broadband plan the the broadband master plan we kept the survey off at 643 respondents of those 643 630 responded the question that, Shawn, you're talking about, which is, you know, would you support this type of a, of a fiber infrastructure project you know, to said, No, go point three 2%. Overwhelmingly 77 and a half percent said, Yes, I would. And then 22% said, possibly I just need more information about it, which is completely understandable. So in the possibility, yes, categories were 99.68% with two people saying no, I would not support it.

46:53

Thank you. And I think I think what we're trying to address mostly is that 22% of people saying I need more information, and quite honestly, there may be a significant number of people in the 75% percent who said yes, that really, when push comes to shove and they were asked to sign something, they would say the same thing. I need more information, you know, Oh, absolutely.

47:18

Yeah, that's why we based all the financials on a 60% pick, right? Not at, you know, 80% Yeah, I agree.

47:30

Okay, all right. So, we've got a couple of key things going on here. At some point in February, you're going to have a more detailed discussion on ARPA, and key ideas that any money that goes into this project can be recycled as long as the project goes forward. So that would either be a public project or a private project, but so that's one key thread. The second is, could we put a ballot measure on the April ballot, which would potentially be non binding but would would, would ultimately go to the town meeting members are ready to go to the Select Board, Bob, in terms of deciding? Yes, we're going to go forward with this B Town Meeting.

48:24

Oh, so what would happen is well, in the the example of the non binding referendum that would just be soliciting, you know, feedback from the community in you know, what's your interest level is what I'm referring to in a town meeting vote that would say, you know, we're interested in moving forward with the full plan to build out and whatever form that is presented in, what would have to happen is we would they would have to be an article that goes before town meeting that says, you know, that describes what what we're planning on doing is a private to say, for example, it's a it's a public project, you know, funded by the town. You know, whatever that whatever that description is, that is being proposed, that's in the form of an article. We have to be explained in great detail and town meeting, answer all the questions, etc. But ultimately would say, Do you authorize the Select Board to enter into an agreement on behalf of the town in order to do XY and Z that's kind of town meeting members would have to approve of this concept and you know, what, what it's going to be and then they would have they would authorize you know, the Select Board to to execute it on their behalf. You know, and, you know, likelihood is you get to something that we're talking about this large scale, you'd probably it wouldn't be just, you know, trust us, we'll put together a contract and we'll show you you know, and we'll you know, we're going to do the right thing. You need to have, you know, something that, you know, pretty pretty well developed to show what that is that we're agreeing to do you know what I mean like more than just a concept. So, it has to do it has to be very at that point, you know, very well defined. So, but it's Does that answer your question? Yeah.

50:31

I'm just thinking in terms of process I'm trying to back into the steps we need to take so the questions out there are, would we need to go through an RFP process for construction, we know what the engineering costs would be. At least I mean, I think he's probably still up to an RFP, but we kind of know where the engineering cost would be. Would we need to go through the RFP for construction and move that from theoretical to concrete and RFP for your open access partner? I'm still thinking we're going to need to have a pretty clear idea of takeaway from the town. And so the those first two things are easy to pretty straightforward to do. I think the big question is how do we validate take rate

51:24

from the mean, you know, one thing that could happen is that the vote I believe this would be something that could move forward on this basis is that town meeting vote could say that it's where they're authorizing the Select Board to move forward with this on the basis that there are X number of subscribers, right?

51:52

Yeah, if you can do that. Let me let's make a conditional on the take rate. And then it's really a financial exercise to show where viability is. Say this thing is feasible. At this level. Well, let's take it up. 10%. Let's just say if we're 10% above viable if the town

52:13

Yeah, maybe the take rate seems like the simplest thing, but you know, you're telling us that we need a certain take rate that make the project financially viable. There may be some other metric that needs to be in you know, as opposed might be a multi multi factor. Take rate plus some other financial indicator. I don't know what that really looks like. But, but I'm just saying that it could be there could be a contingency built in like that. Yeah. you authorize a Select Board to move forward with a contract, provided that we reach a certain date grade and

52:48

these conditions are met. Right? I like that a lot. Because one, I mean, you're you're explaining why that success to the town meeting members and moving forwards conditional on achieving that level of viability. So I think that's going to be the then you don't have to do all that stuff up front. Then if you will send people around. You could send them around saying you get paid per sign up. We don't want you to harass people. We don't want you to sell them just want you to go talk to them about this and then you're gonna get paid by the network based on sign up, so there's other ways to find out where it doesn't fall back on the town as a cost. So if we can move forward on that kind of that strategy, I think, I think we can put the educational materials together and, and those conditions which would be clearly in the success you know, clearly, measures of success are what make it viable.

54:04

I do think that the single biggest thing that we need to feel comfortable with is the public versus private investment, you know, or you know, and even when we say public investment, I know that the way you've described this to us as the tower make the initial investment, but it would be entirely paid for by

the subscribers, right? The town is not it's it's essentially, you know, right. It's a financing mechanism there that works through the town, and municipal borrowing, you're going to get lower rates, you're going to you know, build a system and it's entirely backstopped by the, you know, the people that are committing to sign on to the system, but nonetheless, is still some private involvement where, as opposed to just the town saying, Okay, we're going to, we're going to, you know, contract with someone as a third party to do the same thing and they're going to, they're going to enjoy the majority of the financial benefit from that. So that that is still something that I feel like we really need to have any answer to is, you know, what, which one of those are we really recommending, you know, as this committee will be recommending, and which, which one is is town leadership going to be comfortable? With, you know, from the New Town administrator that comes on board and department heads that may have to become involved in this if it becomes a public publicly owned and operated, you know, system we still have a bit of work to do in my mind, in that area. The other the other things are, I think are things that get taken care of by other people. In other words, other entities if we if we put an RFP out there, and we asked, What's the construction cost, just that we want to nail that down? It's just a matter of, you know, getting it out on the street and receiving numbers. Back. And if we wanted to try and ask a financial institution, if they would be willing to build a system and what that would look like if they built it for us. Again, that's just a matter of putting the questions out there. I'm not saying it's easy to put the RFP together but you know, it's it's the big thing for us is really to just get comfortable with, you know, that private versus public, but I think it starts with those things that were just talking about getting, getting very solid information back on what it really was the difference between those two things, you know, so I guess that's,

56:44

we can do that. So I'll put together a little white paper. I'll take that as an action item to put together a white paper in terms of just what's happening out there. And we can point to actual Salem mass is working with a company called sci fi and sci fi as I I would bet my first child on my first grandchild now, that sci fi is gonna sell their portfolio on the next 15 years. That that their you know, their rates are. We can show it, we can get on their website and you can look at the rates, we can show you the rates, so we can put that information together. And I think our modeling that we gave you in the broadband plan, you know, we've got some inflation happening. We've got some supply chain issues, but those numbers are going to be accurate. If we factor in supply chain impact and inflation, which means we're still going to be within

57:47

10 I mean that that whole you know, that aspect that you mentioned that, you know, while you eliminate risk by pushing this off to a third party,

58:01

you you've also brought on a new risk, which is that all that you're trying to do right now could you know or say completely dissolved, but you know, if if there's this entity that is investing in this right now sells off to someone else, and then you end up in a much different situation. So that introduces a different type of risk. So that's, you know, those are all things we need to explain to people in the community so they're clear on that.

58:36

Well, just my feeling on that I do I do feel that I'm you know, into that is falls on the infrastructure now. I think like water and sewer.

58:49

Yep. Yeah. I mean, that's, that's definitely a way that you can look at that. And so this is, you know, someone says to you, okay, well, we're going to invest, you know, \$30 million in this project. How can you guarantee me that's not going to be that is going to be truly a good investment. That's, that's, that's a big question. Answer. It's not it's, you know, I'm not saying it isn't good investment, but that we really have to have solid reasoning there to say that the town's you know, should take, take that on if you if you were you, you know, if that's what you're suggesting that we just build it and then consider it as, as as a utility, and you're not. I mean, I think you'd still have to have this certain percentage of take rate and in any case and people signing contract saying that they are going to Oh, absolutely, yeah. Okay. So,

59:43

one thing to really, I mean, if you put in in the context of what Shawn was talking about, Bob, I mean, think about this way. What anybody in the town of Fair Haven think it was a good idea to sell all of your roads today to a private company that can then set tariffs and set pricing and set, you know, toll booths at the interest of every road to the town. Does anybody think that would be a good idea? The answer is no. Nobody put up with that. But yet that's exactly what you're talking about. If you have a private company come in and build this infrastructure.

1:00:20

Yeah, I think I think the only thing that I understand the analogy, the only thing that's that I would say is different about that is, you know, if you were to say to someone, what do you think the risk is that in the next five to 10 years, the technology for asphalt and building roads is going to change or putting underground sewer pipes in, you know, and you know, water and sewer infrastructure together is going to change. And nobody's going to say, there's going to be a huge breakthrough in any of those. areas. And, you know, but there are still people that are that are not convinced that something could happen here in this space. And that, you know, this this, this major investment could could fall flat and that's that's the big thing. We have to we have to have a guarantee that that's not going to happen.

1:01:16

And it's an education thing, right? Because then we can show you all of the experts in the industry that say fibers 50 to 100 year technology area, and nothing is going to replace it in a plus. But you know, look people back in the 70s made the argument that my septic tank was just fine on its shores.

1:01:35

I think the single biggest thing to answer that question for people is to show them that there are, you know, like Jeff said, 500 projects being built across the country right now that are being financed by private funding, you know, if I don't know how many of that what percentage of those 500 are being financed, publicly or privately, but if you can show that, I think that answers the question. I mean, it's

not, you know, if you if you take 500 And each one of those, what do you think the average cost of those projects is going to be? Probably not the \$20 million, right. So what's

1:02:16

when we know for a fact in fact, we can show you press releases that are talking about, I mean, multiple billions of dollars of private investment have flown into building fiber networks throughout the country, just in the last year.

1:02:34

So my god, yeah. So we'll gather that information, Bob, I think you know, they know we know that you know the value here. We don't need to resell you on that. And you're just you're looking at it in terms of what's reality for the town. Jumping forward on this, so, so we'll, we'll keep chipping away at that and, and make sure we have the information available. It's that's sci fi company, which is one of my least favorite companies that it's in this space. Their fund is 500 million that they've raised so far. And I just don't like I don't like the smell of it. It just smells like we're gonna flip this thing as soon as we get a belt. So, but we'll put the information together. There's a bunch of activity, and there's a bunch of fun in the space. So we'll put the information together. And I mean,

1:03:37

I think it's a huge factor that it wasn't there a year ago that we could point to, I mean, that that answers in my mind it answers a lot of questions or should and, you know, should be a huge part of the education is to explain that aspect of it. Yeah.

1:03:56

Okay. All right. Other comments, questions? Shan Shan, Derek. We, we all understand as a committee that fiber moves at the speed of light and even if they find something faster than the speed of light fibers, you can you can do 250 million megabits per second on fiber. So, what we do know is we're not going to need to go faster than 150 million megabits per second. Right.

1:04:28

Now, one thing I did want to bring up is that the we still have no response other than from from the mass tech collaborative, the broad ban Institute, other than for them to say, you know, we're going to get back to you, you know, we just we they have communicated, but that's really all it's been. And I know that some of some of the people that are on this zoom call right now know that we've received information from foulness and there's a group in Falmouth that is has formed. It's an has formed a nonprofit organization, advocating for building fiber in Falmouth and they've become they very frustrated with the brunt broadband Institute and lack of action they're ever written letters, letters to the editor and posted things publicly and so on. So according to our grants a consultant that the town hired, that was the avenue we should be kind of going down is to try to find out what state entity can provide guidance to us on, you know, on this type of project, including, you know, funding sources, you know, the, the steps we should be taking all of that, and we we just haven't, we haven't been able to make any headway. Yeah. So,

1:06:00

yeah, so ARP is that at least a year ahead of this other stuff in terms of ready for primetime? And they just this last week issued the rules for arpa. I mean, we have preliminary rules, but we just got the guidance. This will last week and so I don't I think the state if we know in six months the answer to that question, Bob, I'll be surprised because I think the states they're trying. I like what Eisenberg is doing and I agree with him over and Falmouth. But it's the effect it's gonna have it's it's gonna slow down the process. Which is fine. I mean, it's more important to get the right group. But David Eisenberg is a player. He's. He was at Bell Labs. He wrote a paper that everybody in the networking space read. we've modeled a lot of what we did on David Eisenberg's work, and because he is who he is, the state's going to listen to him. And then they're gonna have to figure out you know, should they stand up a new state department? You know, and they're gonna have to get that organized. So I think I'll be surprised if we've got an answer to your question in six months. I think we just need to keep paying attention. But the state's trying to they're trying to figure it out. And

1:07:28

it's I should say that it was less about us getting the guidance that we needed. And what I understood is that that organization was going to be responsible for you know, managing the funds that the state has and distributing them to communities who apply for grants. I mean, essentially, so that it was really important to have them you know, that up and running and, you know, available to us, but you know, and that and that Massachusetts is falling behind some other states because we don't have that in place. So that's that's that was discouraging in that regard. But you know, it I guess, if we are just looking at, you know, what can we do with this? You know, we haven't we have other things that we can be working on, right? We can, we can, despite that, how that might impact us in other ways. We hopefully can still get through some potential pilot in the town. You mean, we may be able to do that without that resource. And you know, all these other things we've talked about tonight, we don't necessarily need that. It would be nice if that resource was in place, but I don't know that we absolutely need it. So we'll just have to

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know I don't think you need it, but I do think you want to go after it. So rural Massachusetts. is going to be in line first. So there's certain places that just have terrible connection. They're going to be in line first to get that money. Behind them will be entities that are you know, the furthest down the road in terms of building something successful, that can have an impact, and demonstrating why it can have an impact. So I've ultimately, I think it's a good thing for you because it gives you time to get further down the road. So it really is a blessing to Fairhaven that they're not handing that money out right now. Because it gives you a chance to do something like a pilot project. To get your municipal life plan approved. I mean, the more of this stuff we check off, the more you can put together an application says we've done ABCDE here's our application, the state can look at it and say you know, these guys were organized there. They got their game together. So I do think it is a good thing that they're not passing that money out right now.

1:10:03

Okay. Yeah, that's good point.

1:10:08

Okay, all right. So, you know, I think the two priorities is we we want to keep advancing this pilot project that goes back to the ARPA money. We're going to put together some some information just to sort of start to put a portfolio together, what you think you'll need to make the case on why it should be public infrastructure. So we'll take that as an action item. In terms of the next town meeting, I don't know that we need to do much in January but as we get to February March, we probably need to at least think through do we need to put the yard signs back out? Do we need to do anything and what kind of information we want to put together for the town meeting members? At least on the vote for the municipal I plan but if there's an opportunity to put a conditional vote in front of them, saying if we get to this level, do you authorize the Select Board to to go forward that that to me? Having that green light would allow the town to really move its planning forward. So I think that's that would be significantly important if we can do

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it. And the other thing we cannot lose sight of is that I'm sure we will not but that will have a deadline where articles need to be submitted and we'll want to make sure that the municipal lay articles in there yeah,

1:11:47

yeah, that's what is that I think it's gonna be March or do you think that's gonna be April?

1:11:52

It's I don't have the date. Offhand, but it'll be we've got we've got some time on that. But you know, if we know the wording, and, and we can just put that together that that's, it can't be too soon. You know, we should be. Yeah, I agree. Yeah, we can and it's, if it's essentially the same language that was in the initial

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there will be for municipal I plan. It'll be similar. Yeah.

1:12:19

So if there's, if there's anything that we need to tweak on that, we should, we should figure out what that is and then just just submit it and then it won't be it'll be even when I say you can, the language itself can be and whatever is presented at town meeting can be manipular manipulated. You know, within reason, up until a short time before town meeting, what we really want to do is make sure that we have accounted for as you know, a placeholder that we have an article for this subject and then ideally, when they print the the booklets they go out to town meeting hard copies, they go out to town meeting members, it really like to make sure by then you have it all. It can be updated after that, you know people read on town meeting floor can make a motion to amend the article but you would you'd like to have, you know, everything that you need, ready for that time when the booklets are printed because then you know, it's that's the best way to do it. Yeah. So to me what gets in hates, what would make

1:13:26

a lot of sense is I mean, you're the ultimate measure this Bob because you live through this, but if we had two articles right next to each other. One was the municipal life plan authority. And the second was

an article that's conditional, which says that under these conditions, the town meeting members authorize the Select Board to move forward. You know the language that would be critical and to make sure people are comfortable. But if you had the right language in there, then in the municipal I plan things easy because it's that becomes conditional right on crossing a certain threshold. So, in terms of action items, you're you've got to prepare for your discussion on arpa. And so lean on us, as you as you think about that. Lean on us to make sure you've got the ammunition you need for that discussion, because I think that's the best way to pay for the pilot project. And the fact that you can recycle that money. We would just need to show them show how that would work. So one is preparation for your discussions on our entry points, gonna get you information on what's going on with private ownership of infrastructure, and maybe a white paper pros and cons of public versus private. Then third, is you know, any kind of what is the art of the language for the article, it's gonna be very similar to the last one, but any, we need to pull that back out and look at it. And, and then I think fourth is start to work on this language for a conditional an article that's conditional approval to the Select Board. Those are the four main things I see at this point. Am I missing something?

1:15:37

Well, just I'm going to look into the non binding referendum which would be not town meeting thing. It would be a town wide election. Question. So

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I remember the election will be in April right Bob and Tommy right.

1:15:53

Also be about a month before.

1:15:56

Right? So if we could do that, and again, I'm not you know, we're I've seen this before is in the state elections. Not I can't remember one that was was put together in the town of election. So I have to go back and see if there's any reason why that's, you know, if there's a reason we cannot do it. The other thing is the the conditional, you know, question that you were asking about? I was anticipating that not being a question that was asked in May or an article and this may be time leading but you know, I don't know it depends on how how fast things move between now and then and how that's worded. I mean, that yeah, it this potential, but I my view on that right now is that it would probably need more time and that would be more like, you know, down the road further, but we'll just see. I mean, we could try to put it in for Tom meeting in May, this year and just, you know, figure out what the steps are to get there. And if it if we can get there, that's great. It's just there's not a lot of time between now and then. So. Yep. Okay.

1:17:10

Well, we're gonna give thought to the pieces on our side. That's substantive stuff to work on. So I like that. Good. All right. Comments, questions from others. Read our hour and a half.

1:17:32

Well, one other item that just not a big deal, but I spoke to one of our members, Kathy Melanson, she couldn't attend tonight because she was in a chatter meeting. And I believe what I've heard from the chair as they're going to meet every other Thursday, the chatter commission, so we might, if we're, if we if we're looking to have Cathy participating, Thursday's might not be the best night for future meetings for us. I mean, if we can tell how to play out,

1:18:01

can you do you have that schedule, or can you access that schedule? Derek so we could catch her on an off week. I mean, I'm fine to move into another night. I just know Bob has like board meetings.

1:18:11

Yeah, Thursday seems to be pretty good for us.

1:18:14

It depends on which third it's Oh, you're talking about for Kathy.

1:18:19

Well, if she's going to be on shatter Yeah, and economic meets on Thursdays too, so Right, right. That's what I was gonna hold on that.

1:18:28

We could do like a, you know, Doodle poll or something like that. Just have what's the best other night that works for people and right.

1:18:40

So just looking ahead at February right now and

1:18:43

second week of February, maybe

1:18:45

the second the third is open, I think for us. And we can meet whatever I'm just saying for other members and then this chatter if they got to do every two weeks economic on the 17th 24th is chatter so really, avoid the seventh shock as far as economic development right? So possibly February 3, which is right around the corner or at the fall. On those other nights of the chatter, if they are indeed meeting which I was told I'm going to try to be every other Thursday.

1:19:17

Okay. Well, why don't yeah, let's figure out what works for the committee. I'm, I'm not flying around the country very much these days. So. So we're, most evenings will work.

1:19:33

Early in February, Oh, can we wait too late over here already?

1:19:35

I think we want to meet in the first couple of weeks just because we've got some substantive things we're working on here.

1:19:42

Well, right now that would be I want to, if at least people are on the call. Right now. I want to see February 3. We want to pencil in in for that appointment. Why is that right?

1:19:58

You're not a marine resource. I have

1:20:01

that right. No, not any longer so that's that's

1:20:05

the only thing I got on the third, right.

1:20:06

Yeah. So I'm okay with that right now for third and we'll see if you're saying that if we do that, and Kathy should be able to join us, right.

1:20:16

Yeah. Exactly. Okay.

1:20:18

Third came repetitive

1:20:30

Okay, Derek, I'll get these notes to you. And the conversation kind of bounced around a little but I think we came out with some stuff. That's good. Important to work on a move it forward. So it's good

1:20:46

to hold off on any of we sent that, you know that last time we sent that email out with the mapping, the Jason's clean up that the issues that we're having with the maps and people's addresses and all

1:20:59

that's all cleaned up, Devin, is that working better?

1:21:03

Ah, yes. Yeah, we you'll probably notice if you access it we we separated the city state zip failed, okay, because that's what was throwing off the algorithm was doing the search so now it should be far more accurate. You know, we also updated some of the libraries. So hopefully,

1:21:24

we haven't heard any noise. So I think it's working.

1:21:28

Yeah, I mean, we we, so we put out that original email asking them that they're interested and there was some feedback, positive and negative and then we said hold off on this. We're gonna Yeah, we didn't push it again. So we haven't put anything out until and does anybody else get the responses to those emails? Do you get that Shawn? I know like when people respond to it's coming out of a diff, not my personal work email, but like, a different favorite. TV email list. Yeah, I'm not getting it. I'm just wondering if I don't know if it should be sent from there if I should export all those contacts and it should come from I don't know because it's hard to kind of track that sometimes good. People just fire back with like, just comments and thoughts and it's hard for me to like you know, during the course of the day be checking that email all the time. Okay, that'd be a better way to get these responses back to us. Something we could talk about, I guess.

1:22:20

Yeah, definitely.

1:22:23

I could just forward them to whoever's gonna calculate in the overall because I was doing initially there for the last one. You guys could, you know, put it all in and do database or whatever you guys do on your end with all the responses. Okay, great.

1:22:39

Sean Daly, it's great to have you here. You're gonna be helpful. I know. So

1:22:45

Thanks, Jeff. I might bend your ear a little bit. Just to as I'm reading through things, just ask some questions. So don't waste the rest of the members time just to get caught up.

1:22:53

Yeah, essentially links to connect to behave in and I website with all our important documents that we post on my website, so

1:23:01

yep, I got it. Thank you very much. I appreciate it.

1:23:04

I'll make sure we put our contact information in the meeting notes when we get it out to everybody. So you should have that Shawn. Great. Okay. Great. Good to see all of you and thanks for taking part of your night.

1:23:18

Right. Thank you, everyone. Okay. I think yeah, you need to have a motion to adjourn. Sean just to make Oh, we haven't we never even Yeah, so actually, nevermind. Yeah, on a quorum we never opened Okay. Thanks. Everyone. Thanks. Guys.