

# DRAFT

June 7, 2017

**Members Present:** David Provost, Clem Nilan, Dave Hartnett, Karen Paul, Jane Knodell, Joan Shannon

**Member's Absent:** Theresa DiPalma Alberghini, Tim Halvorson

**Others Present:** Stephen Barraclough, Mayor Miro Weinberger, Stacey Trudo, Abbie Tykocki, Dawn Monahan and Terry Dorman

Meeting commenced at 5:39 p.m.

1. Agenda

**MOTION** to approve the agenda made by *Shannon*, seconded by *Nilan*. *Unanimous*.

2. Approval of Minutes from May 10, 2017 BTAB meeting

**MOTION** to approve the minutes from the May 10, 2017 Burlington Telecom Advisory Board ("BTAB") meeting, made by *Shannon*, seconded by *Paul*. *Unanimous*.

3. Update on Sale Process

*Provost* – We have received 8 Letters of Interest from potential buyers. All 8 meet the minimum threshold as required per the Bluewater agreement. They range in price and the difference between the lowest and the highest is a factor of 2.5X

The 10 largest Telecom providers in US are: 10-Charter Communications, 9-Century Link, 8-Cox Communications, 7-Dish Network, 6-Time Warner, 5-Sprint, 4-T-Mobile, 3-Comcast, 2-Verizon, 1-AT&T

Not one of the LOI's are from this group of national companies, addressing the greatest fear from Burlingtonians that we would sell to national telecom company. The process has worked, the criteria set forth by the BTAB after public input as well as the strategy to implement a deliberative sales process have proven beneficial to position Burlington to find the right partner. Our process was designed to find the right partner and based on these 8 LOI's I am confident we will find the right partner.

We are very pleased with the outcome of the number of proposals, quality of the proposals and response in addressing the criteria from most of the proposals. The deliberative process that was recommended by Dorman and Fawcett has proven to have worked exactly as we had hoped.

Next steps – BTAB will convene in Executive Session to review the proposals, apply the criteria and try to rank what are the top proposals. We'll bring finalists back to the table to answer clarifying questions. To stay on schedule, BTAB will meet the three following Wednesdays to complete that work.

*Paul* – At Monday's City Council there was a question about other City Councilors joining these Executive Sessions. We'll need to vote on that at some point.

#### 4. Public Forum

*Alan Matson* – Keep BT Local has submitted a LOI. I'm pleasantly surprised to hear there are 8 bids. What that says to me is that this process has really reached the telecom and financing community. We cannot publicly disclose our offer but it's been a long process with ups and downs. We feel we're in a really positive position and looking forward to being asked back and continue with the process. I think the July timeframe is aggressive, but if we're there, we'll be ready. In the second-round of questioning, will that be done at the BTAB level or in public?

*Provost* – That next round of questions will be done in private.

*Dorman* – More follow up will happen over email and phone, possibly a meeting with the BTAB.

*Matson* – When brought to City Council, the identities will then be public?

*Provost* – Yes, however the information they choose to disclose to the Council will be up to the potential buyer.

Public Forum closed at 5:49pm.

*Weinberger* – I'm pleased with the process up to this point. Dorman & Fawcett have succeeded in bringing a diverse set of options for the City to consider. I'm optimistic, given what we've received, that we'll emerge with an outcome that allows the City to move forward in exciting ways. I'm appreciative of the enormous work of the BTAB to get us to this point.

*Provost* – At this point, I would like to share the Letters of Interest with the BTAB members.

#### 5. Executive Session

**MOTION** to find that public discussion of a contract negotiation would put the City at a substantial disadvantage strategic business interests for the sale would be premature disclosure that would harmful to the City of Burlington made by *Shannon*, seconded by *Hartnett*. *Unanimous*.

**MOTION** to enter Executive Session based upon these findings made by *Knodell*, seconded by *Hartnett*. *Unanimous*. Executive Session entered at 5:54 p.m.