

BURLINGTON TELECOM ADVISORY BOARD (BTAB)

Burlington Telecom Conference Room

January 8, 2014

Minutes

BTAB Members:

Present: Joan Shannon, Pat Robins, Vince Brennan (arrived at 5:20 p.m.), David Parker and David Provost

Absent: None

Also in Attendance:

Burlington Telecom: Amber Thibeault, Jeremy Patrie, Stacey Trudo, Nick Martin

Dorman & Fawcett: Stephen Barraclough

1. Convene meeting of BTAB at 5:03 p.m.
2. Public Forum: None
3. Discussion regarding Comcast/Airport Potential Partnership

Trudo explained that Burlington Telecom staff visited the Airport and spoke with Gene Richards and from a technical standpoint we are unable to provide the cable television service.

Patrie explained that we could lease fiber from another company but the price is steep.

Parker asked if we could serve this location using Wi-Fi. *Patrie* said no.

Group discussed an alternative means of advertising at the Airport instead of providing cable television service and a lounge in the terminal. A company can purchase digital signage (tiles) near the baggage claim.

Shannon mentioned that Burlington Telecom advertising at the Airport is a community economic development tool. *Provost* mentioned that maybe it should be BTV Ignite branded.

Group mentioned the types of technical stuff found at other Airports.

As follow-up Barraclough will speak with Ed Shepherd regarding a promotional item for BTV Ignite. Trudo will reach out to Gene and let him know that we are passing on the cable/lounge piece and Provost will also reach out to Gene to begin discussions about the alternative marketing for BTV Ignite/City.

4. FY14 Financial Update

Barraclough: Subscriber counts are on pace to meet the target for the fiscal year. Business is growing. Group reviewed the subscriber counts at the beginning of fiscal years. At the start of FY10, BT had a total of 4444 customers with a peak in March 2010 at 4575. The lowest point for subscribers was January 2012 when BT had a total of 3952 customers. We are currently at 4551 and within reach of the all time peak of customers.

Barraclough explained that Burlington Telecom is below budget on revenue, operating costs and capital expenditures due to not purchasing the additional F5 replacements that were budgeted. Calix is on site tomorrow to discuss purchase of additional E7 gear.

5. Executive Session

MOTION at 5:55 p.m. by *Robins*, seconded by *Provost* to go into executive session to discuss litigation.