

Central Vermont Internet

Business Development Committee Meeting

06 September 2018

Institute for Sustainable Communities Conference Room

535 Stone Cutters Way, Montpelier, VT

5:15 PM

Agenda

Elliott Bent, Jerry Diamantides, Stephen Whitaker, David Healy, Dan Jones

5:15 Meeting call to order

5:17 Additions or changes to the agenda

5:20 Public Comments

- Whitaker Appealed to the head of the Agency for public records. Request has yet to be fulfilled. Asked governing members for support with no response.
- Potential to claim proprietary data of mapping. Suggest to policy committee.

5:25 Follow up and discussion – name and branding for DBA

- Committee discussed draft review of potential names for the organization.
- Agreed on 6 potential prefixes/suffixes to recommend to the GB.
 - Prefix
 - CV/Central Vermont
 - OR/Onion River
 - 802
 - Suffix
 - Fiber
 - Net

5:40 Follow up and discussion – alternative organizational structures

- Diamantides outlined a matrix of organizational possibilities.
- There was some uncertainty of what we mean by organizational possibilities.
- “Never allow someone to get between you and your customer”. The more we keep things in-house, the more insulated we are from risk, but the more expensive/difficult.
- Key part of marketing might be locality & job creation aspects of this. Evoking pride.
- Inventory different infrastructure that allows to turn it up faster.
- Where is the capacity?
- SoverNet is required to lease access to fiber at a non-discriminatory cost... but they have service already!
- EC Fiber says go for people who do not have Internet.

- Business plans (SWOT, What's NEEDED - Finance, Personnel, Marketing & Materials):
 - Local Partnership/Contractor
 - No Partnership
 - High Density/Low Density ratio?
 - Hybridized Density Approach
- Can this committee actually develop business plans or analyze the potential operations.
- Suggestion to develop a short list of people who can professionally help?
- Raising funds. What do we need to do? We need some sort of prospectus.
- Should the immediate goal of this committee be to develop that prospectus?
- If so, how can we do it quickly? Grab templates?
 - JD will contact JH asking him to contact EC Fiber seeking seed funding materials/prospectus? What did they use for fundraising?
- Committee will write a prospectus to raise funds.

5:55 Follow up and discussion - various bank services appropriate for nonprofit use

All free stuff. Just need corporate papers.

6:10 Follow up and discussion - CVI talking points

6:25 Follow up and discussion – Market planning

6:40 Roundtable

- We the drive organized. CANNOT raise funds without a system that is organized, and has various levels of privacy.
- With name & mission. We hope to build a simple website.

6:58 Next Meeting – set time and place (Sept. 22, 2018 - Focus of Sept. 22 meeting is development of fundraising materials and prospectus) & October 4, 2018 LOCATION TBD)

7:00 Adjourn