

MEMORANDUM

TO: EDIC Board
FROM: Mike DiGiano, Executive Director
Lynne Broderick, Administrator
RE: November 2020 Director's Report

Date 11/09/2020

1. Finance

October financial reports and warrant for November previously distributed for review and approval at the November meeting

Note that as of October 31, our P&L shows a -\$67,551 in Net Income.

Our projected year end Net Income for FY 2020 will be -\$100,000+/-, significantly less than the \$172,000 deficit (adjusted for discontinued Co-work study) projected in our original 2020 budget.

Staff will be circulating a draft 2021 Operating Budget for review and approval in advance of the December meeting.

2. \$320,000 DHCD Community Development Block Grant COVID-19 submitted by Town with EDIC assistance for micro-enterprise grants and social services grants is awarded.

Town Manager/Town Planner informed EDIC that the Town received notice that from DHCD that its \$400,000 grant application was funded but at a reduced level of \$320,000. EDIC staff was asked to revise the budget for the microenterprise portion of the grant to \$160,000, which the EDIC would administer with the Town. A copy of the new budget and the original application is attached.

The Town is awaiting details from DHCD on funding availability. In the meantime, EDIC staff will refine grant award criteria and marketing/outreach program to review with Town prior to initiation of program.

3. EDIC grant application to Mass Development for \$50,000 for Falmouth Station master plan

Recent communication with Mass Development indicates that grant awards are expected to be announced at the end of November.

4. EDIC/MERCo grant application Nov.1 re-submission to Seaport Council to establish the Massachusetts Ocean Sensor Testbed (MOST) at MERCo's Bourne Tidal Test Stand (BTTS).

Staff worked with John Miller from MERCo and resubmitted this application on October 29. Staff has also participated on multiple conference calls with Seaport Council staff and other agencies including MassDOT, Mass EOHED and Open Cape to discuss the fiber connection to platform and other details of the project.

Falmouth company Coastal Ocean Vision conducted some micro particle testing on the platform earlier this Fall. Difficulties with the battery power and on-site Wi-Fi set-up further demonstrated the need for the grant to bring power and fiber to the site. Other marine tech companies continue to express interest in using the Test stand.

5. Phase II Solar

Status report on these upcoming milestones for the Phase 2 solar project should be available in time for our 11/10 meeting:

- Debt financing by 12/4
- DEP construction approval by 11/13
- Secure system equipment and assets by 11/16
- Installation start date 12/16
- Any re-projection of Closeout Date (rent commencement) now 8/6/21

6. EDIC Open Cape Main Street Project:

- There are 31 connections to date. Number of additional sign-ups to be determined by meeting.
- Installation expense for the 31 is \$30,153
- Average connection expense to date approximately \$973 per Location
- Funds remaining of the \$50K for free Installation is \$19,847
- As recently discussed with Open Cape, if remaining connection costs are closer to the \$700 - \$800 range, there is funding for another 24 to 28 businesses.

7. Community Fiber Optic Network Feasibility Study:

Sam Patterson arranged for an informal meeting on October 22 with the Town Manager and other administration staff to solicit their input on the Draft study. EDIC staff and some of the Falmouth Committee members were in attendance.

In addition, Sam Patterson participated with some Network committee members in informal discussions with ISP Ting on the draft study findings.

EDIC staff and EDIC Fiber study committee members participated in conference call with CCG on 10/27 review comments and revisions. CCG submitted redraft of Executive Summary on 11/1 and is currently being reviewed. Balance of revisions on full report due in next week or so.

Goal is to have a final report with Executive Summary that the EDIC can then be transmitted to the Town Manager and Select Board by mid-November with follow-up presentation to BOS

Other next steps over the next 6 months:

- 1 engage with ISPs to determine interest
- 2 investigate specific funding sources
- 3 develop Falmouth- specific new ISP options
- 4 determine feasibility/program for short term fixes discussed in CCG report5.
- 5 organize a public education program

8. Tech Park:

EDIC Tech Park Development Agreement extension request

On 10/13 the Cape Cod Commission advised the EDIC that the Commission's regulations governing Development Agreements do not allow for more than one extension. Therefore, the Development Agreement at the Tech Park is on schedule to expire in February of 2021.

We have arranged for Jonathon Idman, Chief Regulatory officer of the Cape Cod Commission to attend the Tuesday Nov. 10 Zoom meeting of the EDIC to discuss options available through the Cape Cod Commission to address potential development concerns and interests at the Park. This includes an explanation of the how the CCC's new review threshold of 40,000 SF for proposed R&D and light manufacturing developments at the Park would work.

64 Tech Park Drive

EDIC staff have followed up with Atty Moynihan, Clancy Appraisal, Holmes and McGrath and Town Engineer to prepare materials in connection potential disposition of 64 Tech Park. The first step is to determine status of current drainage easement on the lot

9. Falmouth Station Operations:

Open Cape was able to complete the connection of Falmouth Station to its high-speed fiber network on Nov.3. This was done by using existing underground conduit from the pole in front of the Enterprise building to an existing telephone handhold on the concrete platform at the rear of the building.

EDIC staff has completed an application to Eversource for installation of 4 passenger vehicle charging stations and one bus charging station at the site. Note that the grant does not pay for the charging stations themselves, only the wiring to the Eversource grid, so the EDIC will have to decide if successful if it wishes to budget for this expense. This will be reviewed at the meeting.