

MEMORANDUM

TO: EDIC Board
FROM: Mike DiGiano, Executive Director
Lynne Broderick, Administrator
RE: April 2021 Director's Report

Date 4/10/2021

1. Finance

Financial reports and warrant for March previously distributed for review and approval at the April meeting.

The March 31st budget variance report shows an unfavorable ytd net income of -\$20,328.80. However, when the Q1 solar rent payment is booked, the PPP loan becomes forgivable, and CDBG program costs are reimbursed this will be mitigated. YTD expenses currently favorable(under) by \$16,315.

2. Town of Falmouth \$160,000 Micro-enterprise Grant Assistance Program

Since the Grant application portal was opened on March 1, the EDIC has received 27 applications. Of these, 7 have been conditionally approved by the Grant review committee pending submission of final documents for a total of approximately \$70,000 in funds.

12 applications are still in progress by the applicants, 5 have been withdrawn, 3 have been determined to be ineligible.

Applications are being processed on first come first served basis and the application deadline has been Extended to April 30.

Outreach has consisted of 4 ads in the Enterprise, emails to database of small businesses in Falmouth, emails to accounting firms in Falmouth and eblasts by Falmouth Chamber of Commerce to their membership. Outreach will continue until all program funds are committed.

3. EDIC/ Mass Development Falmouth Station master plan project

Staff and Amanda Gregoire, Mass Development were able to conference with Ben Muller, MassDOT Office of Planning to review the work scope on March 31. Mass Development then circulated a draft of the final work scope to EDIC (staff and Station study subcommittee members) for review and comment. Final scope is attached. Mass Development in process of getting budget and schedule

estimates from Nitche Engineering and will be transmitting MOU to EDIC incorporating these elements within next week or so.

4. EDIC/MERCo grant from Seaport Council to establish the Massachusetts Ocean Sensor Testbed (MOST) at MERCo's Bourne Tidal Test Stand (BTTS).

EDIC has been notified by James Byrnes, of the Mass Technology Council who is administering grant for the Seaport Council, that we should be receiving the grant agreement in next week or so. John Miller, MRECo reports that consultants STV have surveyed the pole ROW which is one of the first steps in the Phase I scope of work. Attached are the works scopes for both phases of the project.

5. Phase II Solar

Construction of the array is well underway. See attached photos taken 4/9. Citizens to confirm progress milestones below:

- Debt financing – Closed on 12/30. Sublease [amendment is complete and recorded](#).
- DEP construction approval expected week of 2/8
- Secure system equipment and assets by 11/16 2020. Completed
- Installation: [On 2/8 teams install barriers around the vents. Survey 3/1.](#)
- [Construction started March. Estimated time to complete construction:](#)
- Closeout Date (rent commencement) of 8/6/21

6. Joe 4 Sun Program to deliver energy savings from our Phase II project to 250 Falmouth low-income households:

Citizens has reported to EDIC that sign-ups have been slow. Information about the program has been placed in the Senior Center Newsletter [2,600 copies], constant contact email distribution, and has been shared on Facebook. Falmouth Service Center and Neighborhood Falmouth have made similar outreach. In addition, Citizens has canvassed the so-called Environmental Justice zone in Falmouth (area where hhd median income less than 65% of state median) for sign-ups.

Sam Patterson made an announcement on the program at the 3/22 Select Board Meeting. Jim Fox, former EDIC board member, wrote a letter to the Enterprise advocating for the Program.

Staff will have additional update for the meeting and will follow-up with Citizens concerning other initiatives (newspaper ad in the Enterprise?)

7. EDIC Open Cape Main Street Project:

Update to this program since last month's report (36 connections /34 businesses) will be available at meeting time.

8. Community Fiber Optic Network Feasibility Study Follow-up

FalmouthNet has organized a campaign to request the Select Board to consider allocating \$200,000 of the reported \$3.06 million in American Rescue Act funding coming to Falmouth to fund a detailed engineering study of construction of a fiber network in Town. (copy attached). They have asked the EDIC to join them in this effort with a similar letter.

EDIC staff along with Board member Sam Patterson and Falmouth Net members participated in outreach with 7 ISPs to discuss the EDIC Fiber feasibility study and determine level of interest in the Falmouth market. Other initiatives have been:

- March 30th Zoom meeting with members of Mashpee Technology Council to discuss regional approaches.
- April 5th EDIC resubmitted request to BOS to meet to discuss next steps on Fiber Initiative.
- April 7th community Zoom meeting Falmouth Net Progress Report organized by FalmouthNet.
- April 8th legislative update Zoom meeting organized by Rep David Viera with Sen. Moran, Rep Fernandez, and others to discuss budgetary efforts and draft language that would ensure that federal funds received by the Commonwealth be allocated to a southeastern Massachusetts Municipal Development Fund to develop high speed fiber optic networks.

9. 64 Tech Park Drive (Lot 21)

After discussions with Water Department and Town Engineer, Michael McGrath has prepared calculations and reduction of drainage easement that would allow for more potential development area on the lot. (see attached). The Town currently uses the swale area in the drainage easement to drain the water tank and release air from the water main. To reduce the size of the easement Town wants detail erosion control alterations and instrument survey of the easement area. Holmes and McGrath also propose to develop a permit plan for a proposed building on the site at the same time (copy attached)

Before making a recommendation to the Board, Staff will follow up with Holmes and McGrath, Tech park subcommittee and Town on additional clarifications on the required scope and the best way to proceed.

Falmouth Station Operations

John Marcellino, Station Grill, has requested that EDIC approve erection of a canopy, copy attached in the link below, over the tenant's foot bridge/deck. State Inspector has looked at both bridge and canopy and has indicated verbal ok but will be following-up with formal permit.

https://www.canopiesandtarps.com/scbfrt.html?gclid=CjwKCAjwu5CDBhB9EiwA0w6sLR82czeu3IAZAQ5CD2jxFxJaU9Eoo9Pg0GMGUOEQ8YFN9ZTWW-YPrRoCobgQAvD_BwE

10. Funding of EV charging stations available through Mass DEP EVIP Public Access Charging Station Grant

EDIC Staff was informed by MassDEP that our application to the MassEVIP Public Access Charging (PAC) only qualifies for 80% of the eligible costs because the EDIC does not meet the definition of 'government owned' under the terms of the VW Settlement. This translates to \$12,024 toward the \$14,429 costs for the hardware.

If the Town or MassDOT were to apply, then the funding for hardware would be 100%.

If the EDIC wishes to proceed with these 2 stations, then costs to the EDIC would be approximately as follows.

Balance for hardware	\$2,406
Software Subscriptions	\$5,276. (over 5 yrs.)
Warranty	\$4,990. (over 5 yrs.)

Other miscellaneous costs such as internet connection and certain site costs not covered by the Eversource portion of the program such as re-striping of the parking spaces.

In a separate conference with Rise Engineering, project managers for Eversource on the installation, we were informed that Eversource would not bring power in from the pole across the street via underground conduit. Instead, they would make an aerial connection to a pole on the Station Property which would then feed to the EV stations in parking lot.

11. Mayflower Wind Host Agreement Follow-up

On March 22, the EDIC sent a letter to Falmouth Select Board requesting that the Town consider retaining a consultant to assist with negotiation of the Town's Host Agreement with Mayflower Wind, specifically as it pertains to ways that Mayflower Wind could structure its procurement and hiring processes to ensure that the job creation and business opportunities for Falmouth residents and businesses are maximized.