

MEMORANDUM

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

Date 6/4/2021

1. Finance

Financial reports and warrant for May will be sent under separate cover for review and approval at the June meeting.

The May 30th budget variance report shows an unfavorable YTD Total income of -\$23,079.

However, when the PPP loan of \$17,964 becomes forgivable, and CDBG program costs of \$5700 are reimbursed (should be in next 60 days) this will be mitigated.

YTD expenses currently favorable (under) by -\$24,222.

YTD Net Income currently favorable (over) by \$1,026.65

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

Since the Grant application portal was opened on March 1, the EDIC has received 33 applications.

Of these, 10 have been approved by the Grant Review Committee, 5 did not qualify and 11 were withdrawn.

Program assistance agreements have been signed by all 10 approved recipients representing a total funding of \$99,300. The Town is in the process of drawing down the funds from the State to disburse to grant recipients. We will have an update on this timeline at the meeting.

There is approximately \$49,540 remaining in grant funds to award. Currently there are 7 applications in progress.

Once we have confirmation of a date for distribution of funds it is recommended that the EDIC in conjunction with local and state officials hold a public event featuring grant recipients to promote the positive economic benefits of the grant program for local businesses.

Following disbursement of grant funds, EDIC staff will be monitoring and documenting expenditure of funds by the 14 +/- grant recipients to ensure compliance with grant agreements.

Since 1/1/21 the EDIC has donated \$16,700 in unreimbursed direct salary costs to administer the program. If allocated overhead costs are included, the amount is \$44,000.

3. EDIC/ Mass Development Falmouth Station master plan project

Mass Development reported last week that the work scope and budget with a new consultant team has been completed and that the EDIC should expect an MOU (grant agreement) shortly. At the May meeting the Board authorized the Chair to execute the agreement after review by the subcommittee.

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

Work on this \$200,000 project has been put on temporary hold pending the procurement of a \$50,000 removal bond by MRECO that is needed to maintain the BTTS license from the Army Corps of Engineers.

EDIC staff have worked with MRECo to secure a quote for a bond but it would require that the EDIC provide a corporate guarantee.

The corporate guarantee would mean that if the Corps decided that the BTTS needs to be removed because it is no longer in operation and MRECo does not have the funds, then the insurance company responsible for removal could look to the EDIC to recover removal costs.

At this time, it appears that a corporate guarantee from EDIC is the only way this project can move forward.

The EDIC's interest in the project stems from the fact that companies in Falmouth engaged in the development of underwater marine sensor devices have cited the importance of the BTTS as an accessible, relatively inexpensive test site for sensor development which will help this important sector of the Cape's Blue Economy grow.

EDIC staff and MERECo have been working with the EDIC subcommittee to consider this issue. Because of the negotiation of financial agreements required between the parties, this matter will be taken up in Executive Session at the June meeting.

5. Phase II Solar

- Citizens has reported that mechanical completion was attained as of Friday, May 21 and they are working with Eversource to get connected sooner than Q3.
- Note per the sublease Section 4.2 the monthly rent payments commence within 12 months from the effective date of the agreement (7/31/20) regardless of Commercial Operation Date so in any event on or about 8/1.
- As required by the EDIC /Citizens Sublease, Citizens has submitted a \$117,500 decommissioning bond to EDIC for execution. EDIC staff made comments on the bond and are expecting revised copy shortly for final review and execution by the Chair. Board vote required for Chair to execute the agreement.

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

EDIC staff and Brian O'Connor from Citizens made a presentation to Falmouth Housing Authority Board of Directors to enlist their aid in sending a letter regarding the JOE 4 Sun program to their Section 8 voucher clients. The Board however declined the request to send a mailing because they believed they did not have permission from these clients to send information not related to the voucher program.

Citizens reports that there are currently 14 subscribers from Falmouth out of a total of 95 to date.

Staff working on an ad and posting on the EDIC website to let residents in Falmouth's Environmental Justice zone (copy attached) that they are eligible for the program regardless of household income.

7. EDIC Open Cape Main Street Project:

We are expecting an update from Open Cape in time for our 6/8 meeting. Last count on total business connections was 36. In April Open Cape reported the following:

1. Vineyard Home has confirmed that they will complete their installation of their GPON connection at 587 Main St. - Scheduling install
2. Maison Villatte at 267 Main St. has signed and delivered a Service Order - Scheduling Install
3. Steve's Pizzeria and More at 374 Main St. has signed and delivered a Service Order. Scheduling Install
4. Longfellow Design Build at 367 Main St. will change over internet and phone connections to OpenCape on Wednesday, April 21, 2021 at approximately 8:00 AM.

In pipeline

1. Falmouth Running Club, 661 Main St. - pending buildout (we have already connected building...waiting on internal build in)
2. Ben & Bill's Chocolate, 209 Main St. -
3. Numerous others as various stages

Marketing Update

in March unfortunately we had three staff members directly impacted by COVID, which put a strain on some of our marketing/advertising efforts. We are operating at full strength again and are working on creating that collateral

8. Community Fiber Optic Network Feasibility Study Follow-up

The EDIC staff along with Doug Dawson made a presentation to the Select Board on Monday May 10 on the Feasibility Study.

The EDIC's recommendation to the Select Board was for the Select Board to set up a formal working group that would include key town officials, the EDIC, FalmouthNet and others to work on an engineering design and to take other action to put the Town in a position to take advantage of any emerging federal or state grant opportunities for broadband.

We have not received any feedback from the Select Board on the EDIC's recommendation.

FalmouthNet made their own presentation to the Select Board at its May 24 meeting, indicating that they were going to submit a warrant article to Town Meeting for a \$200,000 engineering study.

EDIC staff to set up meeting between EDIC Board and FalmouthNet to discuss coordination of Fiber Study follow-up activities by both organizations. Date to be determined.

9. 64 Tech Park Drive (Lot 21)

In 6/4 phone conference, Michael McGrath committed to make a filing the week June 7 with the Planning Board to get approval on reduced drainage easement area. Once approved by Planning Board, revised easement area plan can be filed with Registry of Deeds. Also, Clancy can begin valuation analysis and EDIC staff can develop and issue an RFP for sale of the lot.

10. Falmouth Station Operations

Staff have recently received as-built drawings and load calculations on Tenant's deck that will now be submitted along with building permit application to State Building Inspector's office.

Regarding Tenant request for seasonal liquor license, State Building inspector has informed EDIC such a license application begins with the State Building Inspector's office but also requires approval from the local licensing board, i.e. the Select Board. EDIC have reached out to Phyllis Downey at Town Hall to get details on the Select Board process. Prior to filing, the EDIC should determine if it is in favor of Tenant obtaining a license and the conditions under which such a license should be granted.

Falmouth



Economic Development
& Industrial Corporation

Plymouth & Brockton has been in touch with EDIC to notify us that the company will wish to initiate bus service from Falmouth Station to Boston, Providence and TF Green at some point this summer once they secure a license agreement with the Steamship Authority for Woods Hole service. Currently the EDIC and Plymouth & Brockton have a negotiated license agreement that was put on hold last year due to the uncertain business conditions due to the Pandemic. Preparation activity at the Station to accommodate P&B service will involve a designated bus bay and installation of ticket kiosk by P&B.