

**LAMOILLE FIBERNET COMMUNICATIONS UNION DISTRICT**  
**EXECUTIVE COMMITTEE MEETING**  
**Jan 20, 2021 at 7:00 p.m.**  
**DRAFT MINUTES**

**Attending Members:** Jeff Tilton, Tim Humphrey, Doug Molde, Jane Campbell, Lea Kilvadyova, Larry Lackey Michael Rooney

**Guests:** Paul Warden, Lucy Rogers, Scott Weathers

**Call to order, changes to the agenda, public comment**

Call to order at 7:05 by Vice Chair Jeff Tilton. Chair Michael Rooney joined at 7:07.

Agenda changes: Add discussions about Americorps Vista volunteer and the CUD Accelerator program.

No public comment.

**Consent Agenda**

Motion to accept consent agenda. Jane Campbell moved. Doug Molde seconded. All voted in favor and the motion carried.

Lucy Rogers made a comment that at a recent ValleyNet testimony at the House Energy and Technology Committee, ValleyNet emphasized the importance of having an ISP before developing a business plan.

**Bookkeeper Update**

Jane Campbell reported that the bookkeeper we were hoping to hire in March will not be available. As such, Jane reached out to Jami Jones who does the bookkeeping for the NEK CUD and is quite affordable. Larry said that Jami may be new to the bookkeeping and wondered if our current bookkeeper Nicole could provide an oversight for Jami.

Motion to authorize Larry, Jane and Lea to interview Jami and bring a recommendation to the Executive Committee. Tim Humphrey moved. Doug Molde seconded. All voted in favor, the motion carried.

**Purchasing and Spending Policies**

Lea Kilvadyova suggested that Lamoille FiberNet puts in place policies that will guide the organization's procurement and spending procedures. After some discussion, the Committee authorized drafting a proposal for such policies.

Motion for Lea Kilvadyova and Jane Campbell to draft procurement and spending policies for the Executive's Committee review at their next meeting. Jane Campbell motioned. Doug Molde seconded. All voted in favor and the motion passed.

### **Draft Value Proposition Review**

Jane Campbell reviewed a draft of the value proposition discussed by the Marketing & Communications Committee and drafted by Carol Caldwell Edmonds. The document is a very rough draft to understand the M&C Committee's thinking.

In marketing, value proposition is the organization's unique feature that serves the needs of its priority audience or customers.

The M&C Committee defined:

- Key strengths – “local” was important to all but the interpretation of “local” was different for each. In the draft proposition, Carol phrased it perfectly that we are a local voice.
- Customers' greatest needs for internet access – affordable, high speed and reliable.
- Our unique feature – commitment to access for all.
- Other points to address that do not have to do with value proposition would be the timeframe: 1) how long it is going take get access and 2) what do we mean by high-speed - to us 100/100 Mbps has a meaning but we need to put it in a concrete picture that people will understand (For example: with 100/100 Mbps you will be able to use the internet in such and such ways).

Feedback from meeting participants:

- Jeff Tilton: We should not be using the term future proof when describing fiber. Other technologies may come along that will work well. Reliable, proven, cutting edge technologies are all good alternatives.
- Michael Rooney: Use of the word symmetrical may be too technical but is very important.
- Doug Molde: We need to talk about the rural-urban divide and that broadband is a tool for restoring economic vitality of rural communities.
- Larry Lackey: Lamoille FiberNet exists to promote public interest and universal access—this is what distinguishes us.
- Lea Kilvadyova: This discussion is important as it relates to our mission and may prompt us to revisit the mission.
- Lucy Rogers: Expressed a worry about compromising on the mission. We should not give up on things that are unique to us.
- Jeff Tilton: Affordability is subjective.
- Tim Humphrey: Are we competing on cost? If not, we should leave it out.

### **Americorps – Vista person**

Michael Rooney asked whether Lamoille FiberNet could use a Vista volunteer. Larry Lackey said that there are tasks that a volunteer could do such as helping with the pre-subscription

campaign and possibly fundraising. Jane Campbell noted that we are a small organization and do not have the level of supervision it would take to guide a Vista volunteer.

### **CUD Accelerator Program**

Michael Rooney asked if all received information about the CUD Accelerator program. Lea Kilvadyova said that Carol Caldwell Edmonds volunteered to coordinate the workshop sign ups. The first workshop that is open to all Board members. Participation in the remaining workshops is limited to four people per CUD. All workshops will be recorded. We will check in about the sign ups at the next Board meeting.

### **Adjourn**

Motion to adjourn at 8:21. Jane moved. Jeff Tilton seconded. The motion carried.