



Lancaster County Broadband Authority
Minutes of Board Meetings
March 4, 6, 11, 12, and 17, 2020

March 4, 2020

1. Call to Order & Approval of Minutes: The regular meeting of the Lancaster County Broadband Authority convened at 4:30 p.m. Cassie Thompson, Gary Silverman, and Margie Armen were present. Mark McKercher participated by phone. Bob Westbrook attended as a guest. There were no minutes presented for approval.

2. Closed Session: At 4:35 p.m. we entered a closed session to discuss an unsolicited contract proposal. VA Code 2.2-3711.29, 32 and 33. The closed meeting concluded at 5:45 p.m. and each member certified that only contract matters had been discussed and that no action was taken.

3. Discussions:

- a) Outstanding issues concerning the ReConnect grant application were discussed when the open meeting resumed. We are still gathering support letters and presubscription commitments from local businesses. We also need to post our resumes. We will continue to assemble financial data.
- b) At the February 6 in-person meeting with DHCD, Tammy Breski told us that we needed to submit more information before our Telecommunications Planning Grant could be considered complete. It was not clear, however, what information was needed, and Gary has been following up to try to find out what is required. There is still no answer on this.

4. Recess and Schedule Next Meeting: The meeting recessed at 5:30 p.m. The meeting will reconvene on March 6, 2020 at 10 a.m.

March 6, 2020

1. Call to Order & Approval of Minutes: The meeting of the Lancaster County Broadband Authority reconvened at 10:00 a.m. in the public meeting room of the County Administration Building. Cassie Thompson, Mark McKercher and Margie Armen were present. Gary Silverman participated by conference call. Bonnie Dickson and Jesse Swartz participated as guests.

2. Discussions:

We discussed the reasons for the ReConnect application being submitted by the County rather than the Broadband Authority. Basically, it boils down to the fact that the County has a track record and the Authority does not. However, using the County as the applicant necessitates quite a bit of number crunching, including the need to disclose all the County's financial information to prove that it will be able to provide the \$8.3 million in matching funds. Bonnie is able to confirm the most recent audit figures and help us correctly quantify the County's capital costs and long-term debt.

We reviewed the assumptions related to the business model used for the ReConnect application regarding 1) the number of connections that could be completed per day during construction, 2) the residential and business take rates, 3) the total number of customers and 4) the estimated revenue. These are all relevant to demonstrating that our network will be viable as a business within 5 years.

We agreed we still need more precise figures on costs, and we will send these to Jesse as soon as they are available.

We are going to add information about students to the Executive Summary.

3. Recess and schedule next meeting: The meeting recessed at 12:45 p.m. The meeting will reconvene on March 11, at 4:30 p.m.

March 11, 2020

1. Call to Order & Approval of Minutes: The special meeting of the Lancaster County Broadband Authority convened at 4:30 p.m. in the public meeting room of the County Administration Building. Cassie Thompson, Mark McKercher, Gary Silverman, Kevin Bean and Margie Armen were present. There were no minutes presented for approval.

2. Closed Session: At 4:35 p.m. we entered a closed session to discuss an unsolicited contract proposal. VA Code 2.2-3711.29, 32 and 33. The closed meeting concluded at 6:15 p.m. and each member certified that only contract matters had been discussed and that no action was taken.

3. Recess and schedule next meeting: The meeting recessed at 6:15 p.m. The next meeting will be held March 12 at 2:30 p.m.

March 12, 2020

1. Call to Order & Approval of Minutes: The special meeting of the Lancaster County Broadband Authority convened at 2:30 p.m. in the public meeting room of the County Administration Building. Cassie Thompson, Mark McKercher, Gary Silverman, Kevin Bean and Margie Armen were present. Also participating were Bob Westbrook and Bill Lee for the Lancaster Board of Supervisors, Ed Diggs, Marty Bowman and Anita Powell from Dominion

Energy, Jim Moss from Northern Neck Electric Cooperative, Jimmy Carr and Tom Innes from All Points Broadband. Jimmie Carter attended as a guest. There were no minutes presented for approval.

2. Closed Session: At 2:35 p.m. we entered a closed session to discuss Dominion Energy's unsolicited contract proposal. VA Code 2.2-3711.29, 32 and 33. The closed meeting recessed briefly at 4:45 p.m. and each member certified that only contract matters had been discussed and that no action was taken. The closed session reconvened at 5:00 p.m. in the County Administrator's Office. Cassie Thompson, Gary Silverman, Kevin Bean and Jimmie Carter were present. The closed session concluded at 6:15 and all the members certified that only contract matters had been discussed and that no action was taken.

3. Recess and schedule next meeting: The meeting recessed at 6:15 p.m. The next meeting will be held March 17 at 10:00 a.m.

March 17, 2020

1. Call to Order & Approval of Minutes: The special meeting of the Lancaster County Broadband Authority convened informally at 10:00 a.m. in the public meeting room of the County Administration Building. Mark McKercher, Gary Silverman, and Margie Armen were present. Jeff Beekhoo and Tyler Beekhoo participated as guests.

2. Discussion:

The purpose of this meeting was to review in depth all aspects of the ReConnect grant application. Jeff and Tyler addressed all questions and walked through all parts of the submission, so that Authority members would be confident that the submission was in order.

3. Adjourn and schedule next meeting: The meeting adjourned at 3:30 p.m. The next regularly scheduled meeting will be held March 18, at 4:30 pm. in the public meeting room of the County Administration Building.

Respectfully submitted,



Secretary