

## **BLUE RIBBON COMMITTEE ON BURLINGTON TELECOM**

**FEBRUARY 1, 2010**

**3:00 p.m.**

PRESENT: David Parker, Pat Robins, David Provost, Joan Shannon, Karen Paul (Bill Shuttleworth on phone), Clarence Davis

OTHERS PRESENT: Mayor, Bill Keogh, Ken Schatz, Chris Burns, Amber Thibeault, Jan Schultz

Chair Provost opened the meeting by asking for any public comments. There were none. He stated the date of the presentation to the City Council had been moved to February 11th.

Chair Provost stated he wanted to be able to attach the notes of these meetings to the final report and to that end asks if they can review and adopt the minutes. Pat Robins noted he had issues with the 12/29/09 meeting and would like to defer approval of those minutes to another meeting in order to have a discussion with the CAO. Mr. Robins then made a motion to approve the minutes of 12/21/09, 1/5/10 and 1/28/10. Councilor Shannon seconded the motion. Karen Paul then mentioned she hadn't read the 1/28 minutes yet. Pat Robins moved to amend the motion, removing the January 28<sup>th</sup> minutes from the approved list. The motion passed unanimously.

The Chair explained that HBC did not make changes to the original document that was presented to the Committee on the 28<sup>th</sup>. Stratum sent a new copy with the revised sensitivity analysis but the valuation table was not revised. The Chair has asked Foresto to fix that and mark it final. The original North Point document had no issues and will remain the same. He also noted that BT had issues with some of the information in the HBC report being confidential.

At this point, Pat Robins asked that the January 28<sup>th</sup> minutes reflect information provided by HBC on the per subscriber cost of \$2,500 in 2006.

Chair Provost continued, noting the Committee does have a report in a draft form. An Executive Session will be required to address the confidential information in the draft. Item #1D is missing but at this time the Committee felt they could not provide the information. The Chair stated that the Committee couldn't do projections until they were clear on what the formal recommendation will be. He wondered if the Committee should be answering what it would take for BT to be viable. Would it be \$20 million in revenue, \$30 million in revenue?

Pat Robins proposed using the sensitivity analysis and backing out the debt service or taking the pro formas and reworking them. Councilor Shannon offered that when the Committee recommends how BT can be viable there will be numbers to back it up.

Regarding the Report Sections:

Debt Load/Current Financing – David Provost worked on

Industry and Tech trends: Bill Shuttleworth and David Parker worked on this section. It has been reworked and in good shape

All Viable Options: Karen Paul worked on this section. It's in good shape.

Joint venture/Outright sale was addressed by Joan.

Other options: still outstanding.

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2C – Joint Venture equity sale and 2E will be wrapped together.  
2A and 2B – David Parker suggested condensing.

At this time Councilor Shannon made a motion to move into Executive Session to discuss contract negotiations and propriety trade secrets of BT the public disclosure of which could place the City at a substantial disadvantage. The motion was seconded by Pat Robins and passed unanimously.

The meeting then went into Executive Session at 3:30 p.m.