



Valley Community Fibre Network
Minutes of the Board of Directors Meeting
April 20th, 2011 – 10:00 a.m.
KRDA Board Room – 35 Webster St. Kentville, NS

1. **Call to Order:** The meeting was called to order by the Chairman at 10:05 am. A quorum was present. In attendance were:

Bob Ashley (CAO Berwick)

Geoff Muttart (Legal Counsel, MTDC)

Don Clarke (chairman)

Janet Newton (County of Kings)

Dale Facey (NSCC)

Shirley Pineo (Councillor, West Hants)

Faye Hill (Councillor, Hantsport)

Dave Seeley (Councillor, Windsor)

Steve Kerr (Kings RDA)

Cris Shirritt (Legal Counsel, MTDC)

Bruce MacDougall (President, IAI)

Hugh Simpson (Deputy Mayor, Wolfville)

Gary Meister (Acadia)

R. J. Simpson (CA, IAI)

2. **Approval of Agenda:** The draft agenda (document 100-170-219) was amended to include two additional items listed in the minutes as 4a and 4b. Moved by Shirley Pineo, seconded by Faye Hill. Passed unanimously.

3. **Approval of the minutes of the January 24th, 2011 Board Meeting:** The minutes of the January 24th, 2011 Board meeting were approved as issued. Moved by Shirley Pineo, seconded by Faye Hill. Passed unanimously.

4. **Business arising from the minutes:**

Item 4a: In response to a question from Faye Hill regarding the town of Kentville, Don Clarke noted that approaches and presentations had been made to the Kentville council regarding the VCFN but that the proposal had been defeated by the council by a vote of 4 to 3. Bob Ashley

noted that the Kentville IT manager had been invited to participate in IMITT meetings and was attending.

Item 4b: Janet Newton circulated the minutes of the VCFN Special Board Meeting held on February 7th, 2011 to the Board members. There will be a motion for the approval of these minutes at the next Board meeting. The document will be circulated to Board members electronically.

5. **VCFN Operations Reports:** Bruce MacDougall presented reports on items from the agenda as follows:

- a) The Network Status Reports were circulated prior to the meeting. Bruce MacDougall noted that there had been no outages during January, February or March. Bruce noted as well that lateral branches were being constructed at a rate of approximately one per month.
- b) Bruce MacDougall presented the Business Development Report. Copies of presentations and documents were circulated prior to the meeting. Terry Dalton presented several items relating to ACORN and Canarie, including a brief introduction to the DAIR program, and the “Ultra-bandwidth” program. Please contact Terry for additional info.

Stephen Kerr requested that a map of the VCFN network, including new laterals, be issued. Bruce MacDougall said that IAI would produce this shortly.

- c) Rod Simpson presented the Financial Report for 2010-2011 and the revenue and expense forecasts. Hugh Simpson questioned the need for legal representation at Board meetings. Janet Newton and Bruce MacDougall noted their usefulness, in particular while arrangements with NSP are pending.

In response to a question from Dale Facey, Rod Simpson explained that the total deficit of the VCFN was indeed the net cost of operation of the network and that this cost was split among the VCFN partners according to existing formulae. Dale noted that NSCC and Acadia were finding it more difficult to justify funding for the VCFN and were very keen for revenues to rise so that the net cost of operation would be reduced.

6. **VCFN Briefing Notes – Challenging the Future:** Bruce MacDougall presented three briefing notes regarding two projects that could be undertaken by the VCFN and a proposal for a steering committee that would encompass Board members as well as stakeholders and experts

from outside the board. Don Clarke presented details of a proposal that would be made to ACOA regarding funding for VCFN marketing. Following a discussion, a motion was made by Shirley Pineo and seconded by Faye Hill as follows: “That the Board name a steering committee made up of Don Clarke, Bob Ashley, and a representative from IAI in order to expedite an application to ACOA for funding for VCFN marketing efforts”. The motion was passed unanimously.

Following further discussion, a motion was made by Shirley Pineo and seconded by Faye Hill as follows: “That the Board request of King’s County that Kathleen Leslie be appointed as an alternate VCFN delegate to ACORN.” The motion was passed unanimously.

7. **IAI proposal for service contract renewal.** Bruce MacDougall presented IAI’s proposal for the renewal of the service contract for the VCFN. Bruce noted that IAI was seeking a contract with an overall rate decrease of 9% and a significant reduction in IAI’s commission structure. The proposal included no changes to the operations component of the contract, an increase in fees for accounting, finance, and administration, and a change in focus from marketing to business development. The document was discussed with a view to a decision by the Board at a subsequent time.

8. Following a motion, the meeting proceeded to a brief in-camera session.

9. The meeting adjourned at approximately 12:15. Don Clarke noted that another meeting would be scheduled for late May, followed by the AGM in July.

Related Documents

100-170-212A	January 24 th Board meeting Approved Minutes
100-170-215	Notes to Stephen Kerr following February meeting “VCFN Best Use”
100-170-217	Presentation “Building the Digital Economy” – March 25 th , Acadia
100-170-218	Matt Povah’s presentation Hants – Hantsport – Windsor joint council
100-170-219	Agenda April 20 th , 2011
100-170-220	Financial Report and Budget 2010-2011
100-170-221	Challenging the Future
100-170-NOSR 20110131	Network Operations Service Report, January 2011
100-170-NOSR 20110228	Network Operations Service Report, February 2011
100-170-NOSR 20110331	Network Operations Service Report, March 2011



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100-170-222

IAI contract renewal proposal