



**Work Session of the Board of Directors of the  
Eastern Shore Broadband Authority**

**April 22<sup>th</sup>, 2021**

**2:00 p.m. virtually via Zoom**

<https://zoom.us/j/92988983816?pwd=S0FrUIBwWmtubVBQa3pPTy9GV0dDUT09>

**AGENDA**

- 1. Call to Order**
- 2. Agenda Adoption**
- 3. Work Session**
  - a. Discuss remaining funds from bond proceeds**
- 4. Board Comments**
- 5. Closed Session**
- 6. Adjournment**

*Next Board Regular Meeting: May 27<sup>th</sup>, 2021*

1 Closed Session: Section 2.2-3711 of the Code of Virginia of 1950, as amended; (A) Paragraph 1. Discussion, consideration, or interviews of prospective candidates for employment; assignment, appointment, promotion, performance, demotion, salaries, disciplining, or resignation of specific public officers, appointees, or employees of any public body.

2 Closed Session: Section 2.2-3711 of the Code of Virginia of 1950, as amended; Paragraph 5: Discussion concerning a prospective business or industry or the expansion of an existing business or industry where no previous announcement has been made of the business' or industry's interest in locating or expanding its facilities in the community.

3 Closed Session: Section 2.2-3711 of the Code of Virginia of 1950, as amended; Paragraph 33: Discussion or consideration by a local authority created in accordance with the Virginia Wireless Service Authorities Act (§ 15.2-5431.1 et seq.) of confidential proprietary records and trade secrets excluded from this chapter pursuant to subdivision 19 of § 2.2-3705.6.

<b>Agenda Item</b>	Discuss remaining funds from bond proceeds
<b>Dollar Amount</b>	\$349,737
<b>Recommended Action</b>	It is recommended that the ESVBA board authorize the staff to procure the large vibratory plow platform to ensure the purchase is initiated and equipment is available to support any of our underground needs. The remaining \$189,737 be expended on additional routes starting with the list in Exhibit 1 until the funds are fully expended.

### **Considerations**

There are three options immediately available to consider expending the remaining funds from the 2018 Bond proceeds:

1. The ESVBA can construction further network expansions making services available to a larger group of residents on the Eastern Shore. See Exhibit 1 for suggested routes and sub-totals of costs for each suggested route in the two counties. The suggested routes total \$292,901 of additional spending. These routes would need to be reviewed to verify there are no current wire-line providers on these suggested routes.
2. The ESVBA can use these funds to provide additional assistance to customer connections by offering some financial assistance to subscribers helping offset large installations. The program could request subscribers prove need by participating in SNAP/WIC/Free and reduced lunch program and offer something such as a reduction in a customer's installation of up to \$1000 / subscriber to help those in need.
3. The ESVBA can also purchase additional resources to enhance its underground capabilities. This enhancement to the ESVBA assets would provide the ESVBA a large vibratory plow platform to support placing 1.25" conduits 24-36" deep providing the ability for longer installations and backbone builds. The equipment will take 3-4 months for delivery and cost approximately \$160,000. In that time, the ESVBA can leverage its already-funded positions in the current budget year to hire two additional staff members and create a new underground team. The two new hires would be split and our existing teams would be split to leave a senior operator with a junior new-hire to learn and ramp-up.

**Exhibit 1**

	Segment	Descr	Cost	Length	College Students	K-12 Students	Businesses	Previous Customer Requests	# incremental Passings
ACK	Stump Town Rd	Between Saxis Rd and Ross Rd	\$ 30,400	13,491	1	5	0	2	47
	Justisville Rd	Between Hopkins Rd & Maxwell St	\$ 36,919	15,037	1	10	1	7	58
	Parks Rd	Between Rt-13 & Chirley Cir	\$ 10,940	4,634	2	4	0	9	28
	Horntown Rd	Between Rt-13 & Fleming Rd	\$ 48,303	21,461	1	8	2	5	58
	Bloxom Rd	Between Gargatha Landing Rd & the end of Bloxom Rd	\$ 17,275	7,076	2	9	0	2	24
	Holland Rd	Between Withams Rd & Valerie Trailer Park	\$ 41,913	16,325	3	7	0	5	52
			\$ 185,750	78,024					

NHC	Heron Dr	Between Church Neck Rd & Trout Ln.	\$ 57,844	7,331	0	1	1	2	38
	Culls Dr	Between Bayview Circle & end	\$ 12,486	5,278	0	8	0	0	28
	Ramshorn Rd	Between Rt-13 & end	\$ 15,038	1,668	0	6	0	0	17
	Banks Rd	Off of Seaview Dr	\$ 15,379	4,188	2	5	0	1	30
	Laughing Gull	Off of Bayview Cir	\$ 6,404	2,402	0	14	0	1	32
			\$ 107,151	20,867					

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