



325 Soquel Avenue  
Santa Cruz, CA 95062

**BOARD OF DIRECTORS**  
**Board Retreat Meeting**  
**August 25, 2018**  
**1:00 P.M.**  
800 Brommer Dr., Santa Cruz CA

## **A G E N D A**

1. Roll Call

Keith Gudger (Chair), James Fisher, Joe Hall, Mathilde Rand, Adam Wade, Tom Manheim, Larry Laurent, Maitreya Maziarz, Janis O'Driscoll, Judy Owen

[quorum is six]

2. Oral Communications

Any person may address the Board during its Oral Communications period. All Oral Communications must be directed to an item not listed on today's Consent or Regular Agenda, and must be within the jurisdiction of the Board.

3. Consideration of Late Additions to the Agenda; additions and deletions to Consent and Regular Agendas.

### **REGULAR AGENDA**

4. Internet Service Contract \*

Consider Approval of Changes to Existing Contract and Extension.

5. Board Retreat Discussion

Strategic Planning

6. Adjournment.

Any person may address the Board during its Public Comment period. Each presentation will be limited to three minutes and individuals may speak only once during Public Comment. A maximum of five minutes will be set aside for this period at this meeting. If the period runs beyond five minutes, the Board may, at its discretion, allow time at the end of the meeting for additional public comment. All comments must be directed to an item NOT listed on today's agenda and must be within the subject matter jurisdiction of the Board. Preference will be given to individuals who did not speak at the previous Board meeting. All speakers must address the entire Board and will not be permitted to engage in dialogue. Speakers are requested to sign the sheet designated for that purpose so that their names may accurately be reflected in the minutes of the meeting. Regular Agenda Items: Members of the public may speak on any item on the agenda. Each presentation will be limited to three minutes. The maximum time devoted to public input on any item will be determined by the Chair.

\* Material Included in Board Packet



325 Soquel Avenue  
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**EXECUTIVE COMMITTEE**  
**Board Retreat Meeting**  
**August 25, 2018**  
**1:00 P.M.**  
800 Brommer Dr. Santa Cruz

## **A G E N D A**

### 1. Roll Call

Keith Gudger (Chair), James Fisher, Joe Hall, Mathilde Rand, Lou Tuosto, Adam Wade, Tom Manheim, Larry Laurent, Maitreya Maziarz, Janis O'Driscoll, Judy Owen

[quorum is three]

**ALL ITEMS AS SET FORTH ON THE AGENDA OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS NOTICED CONCURRENTLY.**

**IF A QUORUM OF THE FULL BOARD IS NOT PRESENT AT THE REGULAR BOARD MEETING, THE MEETING WILL BE ADJOURNED TO THE EXECUTIVE COMMITTEE MEETING. IF A QUORUM OF THE EXECUTIVE COMMITTEE (3) IS PRESENT, THE EXECUTIVE COMMITTEE WILL MEET TO TAKE ACTION ON THE ITEMS IN THE AGENDA.**

**Any person may address the Board during its Public Comment period. Each presentation will be limited to three minutes and individuals may speak only once during Public Comment. A maximum of five minutes will be set aside for this period at this meeting. If the period runs beyond five minutes, the Board may, at its discretion, allow time at the end of the meeting for additional public comment. All comments must be directed to an item NOT listed on today's agenda and must be within the subject matter jurisdiction of the Board. Preference will be given to individuals who did not speak at the previous Board meeting. All speakers must address the entire Board and will not be permitted to engage in dialogue. Speakers are requested to sign the sheet designated for that purpose so that their names may accurately be reflected in the minutes of the meeting. Regular Agenda Items: Members of the public may speak on any item on the agenda. Each presentation will be limited to three minutes. The maximum time devoted to public input on any item will be determined by the Chair.**

8/20/18

CTV Board of Directors,

We have an opportunity to get a very affordable and fast fiber connection through our partnership with Satellite. Satellite has several coworking centers on Comcast fiber internet service. They get a volume discount and we can be folded into that contract and receive the discount.

Currently we are not competitive in this area. The Cruzio coworking center has a fiber connection. Some of our digital media clients leave our space and go there to upload their video files. Nextspace will surely go to fiber now that is available downtown businesses at a low introductory rate.

Elana tells me she gets frequent requests for faster connections and that we recently lost a long-term office client due to our slow service. As one of our target markets is media creators, it is important to provide a connection fast enough for them to send high-resolution files.

It's in CTV's best interest to be on the cutting edge in this arena. Fiber service requires a 60-month contract. We don't want to sign up for a service that will be out of date in 60 months. Comcast has agreed to let us move between 100 mbps and a gigabyte as needed, within the same contract. There will be no penalties /fees for up or down grading the service.

We have compared a quote for Cruzio fiber with the Comcast quote through Satellite. When you factor in the cost for construction and that we would need to start at the gigabyte level with Cruzio, the Comcast quote is more cost effective and flexible.

We'd like to start with 200 mbps and move up or down as needed.

Comcast fiber quote:

100 mbps symmetrical	\$795.00	60 months.
200 mbps symmetrical	\$1100.00	60 months
300 mbps symmetrical	\$1300.00	60 months

- The service can be dynamic
- No penalty for exiting our current contract
- We can move between 100 mbps and a gigabyte as needed w/o penalty

CTV can afford to make this change in order to serve our members and client better. We would like to move forward as soon as possible as construction will take some time.

Thank you for your time and consideration,

Becca