

# Request for Services

## Business Director, Falmouth Broadband MLP

### Summary

Falmouth Broadband MLP is seeking a passionate individual to lead planning for a municipal fiber broadband utility serving the town of Falmouth, Massachusetts.

### Background

The mission of Falmouth Broadband MLP is to provide affordable and equitable access to high-quality, locally-controlled broadband Internet for all residents and businesses in Falmouth. Previous work in 2020 by the Falmouth EDIC [established the feasibility of a town-wide fiber-optic Internet access network](#). FalmouthNet, Inc. a citizen-run non-profit, contracted in 2022 with a commercial vendor to develop a [high-level design for building this network](#).

In 2022, Falmouth Town Meeting voted to establish Falmouth Broadband MLP as a Municipal Light Plant under Massachusetts General Law Chapter 164, to build and run the envisioned network. The current board was elected in May 2023.

Falmouth Broadband MLP has a website at <https://falmouthbroadband.net/>.

### Scope of Service

The Business Director will develop a Business Plan that includes a 5-year business case incorporating the existing high-level design, financials, partnership options, product offerings for customers, sales and marketing investments, and service operations for a town-wide fiber optic network, with a goal to be operating by the end of calendar year 2025.

The Business Plan requires the following elements:

#### PROGRAM MANAGEMENT:

- Provide domain expertise on fiber broadband business development.
- Recommend financial and legal experts to help with the business plan development.
- Drive communications with offices of federal, state and local authorities.
- Assist the Board in presenting this project to town government.
- Prepare materials for Select Board or Town Meeting, in collaboration with the Board.
- Manage public outreach, collaboratively with the Board.

#### BUSINESS STRATEGY:

- Create a detailed business plan that would anticipate the path from planning, through construction and initial launch to sustained operations of the network. Board anticipates a 10 year outlook, with construction and launch within 2-3 years.
- Leverage existing fiber investments and partnerships, pursue opportunities for collaborating with other municipalities across the Cape and Southeastern MA.
- Track relevant federal, state and local government initiatives that might impact planning, construction and operation of the network.

#### PARTNERSHIP STRATEGY:

- Drive strategic partnership approach for construction and operation of a fiber network, by qualifying potential ISP and funding participants.
- Identify the best partnering solutions for Falmouth, and make partnership recommendations to the Board.
- Assist the Board in finalizing such partnerships, including business development and contract negotiation.

#### FINANCE & FUNDING:

- Identify and prioritize town bonding, and state, federal and private funding opportunities with potential partners, government agencies and other private and public entities.
- Define the funding cycles, and financial plan to launch and operate for 5 years.
- Monitor and refine the financial model and plan as appropriate.

## Reporting

The Business Director will report to the Falmouth Broadband MLP board, and will be expected to attend that board's meetings.

## Qualifications

Required: Experience with complex projects, great organizational and communication skills.

Desirable: Experience in telecommunications, fiber networks, contracts management, and/or municipal projects.

## Contact

To apply, please send detailed indication of interest, experience and qualifications by January 15<sup>th</sup>, 2024 to: [info@FalmouthBroadband.net](mailto:info@FalmouthBroadband.net)

Mailing address is:

Falmouth Broadband MLP, 59 Town Hall Square, Falmouth MA 02540