



Milk River Cable Club Annual General Meeting April 20, 2021

Board Present: Darren Ostenberg, Anthony Miller, Leonard McCulloch, Bob Thielen, Keith Losey

Staff Present: Phil Wright, Nicole Johnson

Members in attendance: 63

1. Leonard McCulloch calls meeting to order at 7:05pm
2. Additions and approval of the agenda: No additions.
Jim Willet moves to approve the agenda. Cindy Rombough seconds. All in favour. Motion carried.
3. Keith Losey to read minutes from April 20, 2021, AGM: No errors or omissions.
Lisa Wright moves to accept the minutes as read. Liesl Boqle seconds. All in favour. Motion carried.

4. FINANCIALS

Nicole Johnson presents financials.

Financials have been provided from our QuickBooks account and have not been audited by an accountant. All bookkeeping is done by our Office Administrator, Nicole Johnson.

Items of note:

- Large professional fee expenses (\$14,400.22) due to lawyer for bylaw changes, accountant and Peninsula Canada contract (Health & Safety and Human Resources Consultant)
- Internet Equipment purchases (\$87,760.31) primarily for Terragraph radios, Rural Radios and Calix routers. Calix routers are \$200USD per unit and a large investment for the club.
- Milk River August outage cost us \$5,525 for a technician to repair the system and \$8,000 in billing credits to members. We lost 14 members due to the outage
- Donations totalled \$2,672.37 in 2021; we donated 1 free year of service to the MRSES Silent Auction as well as multiple tablets and \$500 worth of food vouchers for the Heritage Day Block Party
- Accounts Receivable totalled \$800,875.74, of which \$2009.52 was written off as bad debt. We are estimating an allowance for doubtful accounts at \$3,000 annually.
- We earned a \$26,699.94 profit for 2021, which has helped us pay down our ATB revolving loan (overdraft).

Members inquire about a breakdown of members and their services.

603 members

515 Internet Subscribers

273 Cable TV Subscribers

176 Phone Subscribers

Nancy Fitch motions to accept the financials. Cindy Rombough seconds. All in favour. Motion carried.

a. New Accountant

The board asks the membership if they approve the hiring of Avail LLP from Taber as our new full-time accountant.

Nancy Fitch Motions to hire Avail LLP as the new accountant for Milk River Cable Club. Phyllis Austin seconds. All in favour. Motion carried.

5. MANAGER'S REPORT

- Changed bylaws last year, have been approved. Copies can be picked up at the office
- Finished our Miami tower last year. \$30,000 project in 2020/2021
- August outage - three line breaks in total. Third party tech was contracted to fix it.
- Hired new technician David Webster, he has been an asset to the club.
- Terragraph Pilot Project – A wireless internet system that can offer comparable speeds to Fiber. Approved for a \$25,000 grant to implement the pilot project along Main Street. We have begun installing distribution radios along Main Street and are waiting on Fortis to finish adding power to the poles. Once complete, members can subscribe to its service. Equipment will be on a rental basis only.
- Bought a 20 ft projector to rent out to members of the community for private and community events as well as fundraisers.

6. NEW BUSINESS

a. Cable TV Options

1. Bell PDU Headend in a Box
 - a. Estimated upfront cost of \$250,000-\$300,000
 - b. Would require replacing our existing headend in its entirety
 - c. Still only available in Milk River and Coutts
2. Install Fiber to the Home
 - a. Estimated cost of \$1.8 million
 - b. Not a recommended or viable option
3. IPTV (Streaming App)
 - a. Estimated upfront cost of \$75,000-\$175,000 (different companies' costs vary)
 - b. Would require internet connection to use
 - c. Available to Rural members
4. Stop Offering TV Service
 - a. Shaw or Bell satellite are available locally

The board asks for direction from the club on which option the membership wants to pursue.

By a show of hands, please vote for the option you would prefer:

1. Bell Headend in a Box: 0 votes
2. Fiber to the Home: 0 votes
3. IPTV: 63 votes
4. Stop Offering TV: 0 votes

Sheila Garber motions that the membership approves the board pursuing IPTV and after researching all available options the board pick the IPTV solution that is most cost effective and best suits our membership.

Anne Michaelis seconds. All in favour. Motion carried

a. Internet Pricing Options

<i>Plans</i>	<i>Speed MBps* *Up to</i>	<i>Download Cap/GB</i>	<i>Monthly Fee</i>
INT-15	15 down/5 up	100GB	\$55
INT-25	25 down/5 up	500GB	\$80
INT-25-UN	25 down/5 up	UNLIMITED	\$120
INT-50	50 down/10 up	500GB	\$95
INT-50-UN	50 down/10 up	UNLIMITED	\$135

******THIS PRICING IS FOR INTERNET ONLY. IPTV COSTS WILL BE IN ADDITION. A BUNDLE DISCOUNT IS YET TO BE DETERMINED.******

Richard Wright proposes to accept the new proposed pricing. Gordon Rombough seconds. All in favour. Motion carried.

b. Phone Pricing Options

The board is asking for a \$5/mo price increase to phone service from \$29.95 to \$34.95

Nancy Fitch motions to increase pricing by \$5/mo for the phones. Gaye Luard seconds. All in favour. Motion Carried.

c. ELECTION

Darren Ostenberg to run election.

There is one three-year position available on the board.

Keith Losey is up for election and will let his name stand.

Darren does 3 calls for nominations: none

Keith Losey is re-elected to the board.

Liesl Lewke-Bogle motions to adjourn at 8:48pm. Jim Willet seconds. All in favour. Motion Carried.

Milk River Cable Club 2022 Board of Directors

President – Leonard McCulloch

Vice President – Keith Losey

Secretary – Anthony Miller

Treasurer – Bob Thielen

Director – Darren Ostenberg