



# Fairhaven Board of Selectmen

## November 20, 2017 Meeting Minutes

**Present:** Chairman Robert Espindola, Vice Chairman Daniel Freitas, Clerk Charles Murphy, Town Administrator Mark Rees, and Administrative Assistant Vicki Paquette

Mr. Espindola called the meeting to order in the Town Hall Banquet Room at 6:44 p.m. The meeting was recorded by Cable Access via cell phone. Audio was recorded by Vicki Paquette for the purpose of taking minutes.

### MINUTES

- Mr. Freitas motioned to approve the minutes of the November 7, 2017 meeting, open session. Mr. Murphy seconded. Vote was unanimous. (3-0).
- Mr. Freitas motioned to approve the minutes of the November 7, 2017 meeting, executive session. Mr. Murphy seconded. Vote was unanimous. (3-0).

### TOWN ADMINISTRATOR REPORT

Mr. Rees updated the Board on several matters:

At the invitation of Public Works Superintendent, Vinnie Furtado, Mr. Rees participated in discussions with the EPA and DPA regarding the NPDES permit which the town is appealing. One of the ideas they are looking at involves identifying various options that could bring the Town into compliance such as extending the outfall pipe to the outer harbor or doing upgrades to the current plant and doing an analysis as to what option is the most cost effective. If regulators agree the BPW would request funding for such a study at the May 2018 annual town meeting.

Mr. Rees also met with Board of Health agent, Mary Kellogg, Supt. Furtado, Town Council Tom Crotty and Town Accountant Anne Carreiro to discuss further ABC request to substantially increase the cost they charge us for picking up and marketing our recycling material. A review of what other curbside recyclers are charging indicates that the cost of disposing of recycled material has increased. We agreed to invite ABC to a future Board of Health meeting where they can more fully explain the reasons for their proposed increase.

The Economic Development Committee met on November 16, 2017 where they heard a preliminary update from our consultant FXM on their work to date which primarily involves data gathering and analysis, plus a presentation on “work space” opportunities.

Mr. Rees also attended the South Coast Chamber of Commerce on November 16, 2017 held at Whites of Westport where Lt. Governor Karyn Polito was the key note speaker. As part of her speech, she said that the administration was in the beginning stages of planning and permitting for the Middleborough option for bringing commuter rail to the south coast region. She also mentioned the state funding in support of the town's public safety marina at Union Wharf.

He also mentioned that there was an appointed committee to negotiate the Comcast cable franchise renewal. They will report back to the cable advisory committee and the Board of Selectmen with their recommendations. The committee consists of Barbara Acksen, Selectman Espindola, Bobby Brusso and Mr. Rees assisted by Special Council William Solomon.

HKT consultants, who are doing our facilities improvement study have begun site visits at various departments.

Mr. Rees signed off on the purchase of a new ambulance at the cost of approximately \$260,000. The new ambulance should be in Fairhaven in a month or so.

There were 12 applications for Community Preservation Funds for FY 19.

Town Collector/Treasurer/Finance Director Wendy Graves attended a two month class sponsored by the Massachusetts Municipal Personnel Association for the Supervisory Leadership Development Program. She was awarded a certificate for her efforts.

Mr. Rees announced that the Town has hired two new employees to fill vacancies. Mary Lou Baumgartner will fill the position of Senior Clerk in the Tax Collector's Office and Joanne Correia will fill the position of Senior Clerk in the Assessor's Office.

### **COMMITTEE LIAISON REPORTS**

Under committee liaison reports:

- Mr. Espindola said that the Cable Advisory appointed Committee met with Atty. Solomon and Comcast.
- Mr. Espindola said that Economic Development Committee met with FXM and had a progress presentation to cover the Master Plan.
- Mr. Freitas will be meeting with Bristol County Agricultural School Committee on November 30, 2017

### **WEDDING AT TOWN HALL**

An application from Garth Rowe for a wedding to be held on December 2, 2017. Mr. Rowe has applied to use the auditorium from 3pm -4pm. There will be no alcohol served. Mr. Freitas made a motion to approve the application, waive the rental fee but, keeping the custodial fee. Mr.

Murphy second. Mr. Freitas voted yes. Mr. Murphy voted yes. Mr. Espindola voted no. vote carried (2-1)

### **SUPPORT FOR GOVERNOR BAKERS BILL**

Selectmen discussed support for Governor Baker's bill. The MMA joined state officials on October 10 in urging the Legislature to enact a bill that would begin the process for the Massachusetts Department of Environmental Protection (DEP) to obtain authority over the National Pollutants Discharge Elimination System (NPDES) program. Mr. Freitas motioned to write a letter of support for Governor Baker's bill to change authority for NPEDS Program from EPA to DEP. Mr. Murphy second. Vote was unanimous. (3-0).

### **APPROVAL OF COMMON VICTAULER LICENSES**

The Board reviewed 2017 license renewal applications. Mr. Freitas motioned to approve nine 2018 common victualer license renewal applications. Mr. Murphy seconded. Vote was unanimous. (3-0). (See Attachment A)

### **P.I.L.O.T. AGREEMENT WITH CEC SOLAR #114, LLC**

The Board agreed to pass over this item until the next meeting when more information would be available.

### **SAINT JOSEPH'S 20<sup>TH</sup> ANNUAL BLESSING OF THE BIKES**

A letter was read from Tracy Travers, Director of Advancement at St. Joseph's School asking for permission to hold the 20<sup>th</sup> Annual Blessing of the Bikes on Sunday May 6, 2018. This is a fundraiser that benefits St. Joseph's School, with over 500 riders participating yearly. Mr. Murphy recused himself stating that he is on the Board at St. Joseph's School. Mr. Freitas made a motion to approve the St. Joseph 20<sup>th</sup> Annual Blessing of the Bikes upon the approval from the Police Department. Mr. Espindola second. Vote carried (2-0-1)

### **EMPLOYEE HEALTH INSURANCE PREMIUM HOLIDAY**

Wendy Graves, Finance Director, met with the Board to discuss the Health insurance Trust Fund. Mr. Rees said that he has reviewed the balance of the Town's trust fund and advises the Board to hold two weekly "holidays" from health and dental insurance premium payments. Mr. Murphy disclosed that he was a recipient of the Town health insurance and that he would be recusing himself from the discussion and vote. Mr. Freitas motioned to authorize Mr. Rees to facilitate two weeks of health and dental insurance premium "holidays" in December. Mr. Espindola seconded. Vote carried with one abstention from Mr. Murphy. (2-0-1).

## **DISCLOSURE AND EXEMPTIONS FROM CONFLICT OF INTEREST LAW**

The Board met to discuss the disclosure and exemptions form conflict of interest law regarding Peter Deterra Excavating. Peter Deterra was in attendance to explain that he is the only excavator in the area with the correct equipment that could do the specialized work at the Dump. Mr. Freitas made a motion to grant the disclosure and exemption from conflict of Interest Law. Mr. Murphy seconded. Vote was unanimous. (3-0).

## **FORT PHOENIX POLAR PLUNGE**

Selectmen met with Kathy Lopes, co-chair of the Polar Plunge held annually on New Year's Day at Fort Phoenix. Ms. Lopes was seeking support from the BOS for this event. She told the group that all monies raised go for local scholarships through Dollars for Scholars. Since 2011 the Polar Plunge has raised more than \$11,500. Mr. Freitas made a motion to approve the Polar Plunge on January 1, 2018 at 10am. Mr. Murphy seconded. Vote was unanimous. (3-0).

## **TRANSFER OF LIQUOR LICENSE**

At 7:01 Chairman Espindola opened the public hearing for the transfer of the Restaurant/All Alcohol License for Cleary's Pub. Drew Tillet will lease the building from Cathy Melanson in the former E.J.'s Restaurant location. Mr. Tillet said he hopes to run this business without any problems and feels the he has always been in good standings with the town with his former business. He is still awaiting approval from the State but hopes to open by the second week in December. There was no public comment. Mr. Freitas made a motion to approve the transfer of the Restaurant/All Alcohol License. Mr. Murphy seconded. Vote was unanimous. (3-0). Public hearing closed at 7:11pm.

## **TAX CLASSIFICATION HEARING**

At 7:12 Chairman Espindola opened the public hearing for the Tax Classification. In attendance were the members of the Board of Assessors (BOA), Chairman Ronald Manzone, Pam Davis, Ellis Withington, Assistant Assessor Delfino Garcia and Finance Director Wendy Graves. Mr. Freitas made a motion to go with the BOA recommendation against residential Exemption. Mr. Murphy second. Vote was unanimous. (3-0).

Mr. Frietas made a motion to go with the BOA recommendation against adopting a small commercial business exemption. Mr. Murphy second. Vote was unanimous. (3-0).

Mr. Freitas made a motion to go with the BOA recommendation of a split tax rate with a minimum residential factor of .8665357. Mr. Murphy second. Vote was unanimous. (3-0). Chairman Espindola closed the public hearing at 7:32pm.

## **CONSERVATION RESTRICTION – SYCAMORE STREET**

Allen Decker from the Buzzards Bay Coalition (BBC) met with Selectmen to discuss a parcel of land on Sycamore Street currently owned by Acushnet River Reserve Inc. This land is not officially part of the New Bedford Riverwalk project. It is, however, part of the expanding amount of protected land along the Acushnet River north of Coggeshall Street that could one day be linked by public paths.

Buzzards Bay Coalition is looking to place a conservation restriction over the property to ensure its status as conservation land. They plan to provide public access for passive recreational activities and will have to balance that with the on-going saltmarsh remediation work for public health and safety reasons. They would also like to potentially build a parking area, observation platforms and osprey platforms along with walking trails.

All information has been reviewed by Town Council and the Conservation Commission.

Selectman Freitas asked Mr. Decker if BBC planned on using any CPC funds for this project at this time. Mr. Decker answered not at this time. Mr. Murphy made a motion to authorize BOS Chair to sign the conservation restriction. Chairman Espindola second. Vote carried (2-1)

## **SOUTHCOAST BIKEWAY ALLIANCE SUMMMER BIKE CHALLENGE**

Chairman Espindola presented a trophy to the riders of the South Coast Bikeway Alliance Summer Bike Challenge. In attendance to accept the trophy were John Sullivan, Geoff Sullivan, Janet Darmofal and Arthur Ponsart. Thirteen riders in all rode 13,200 miles over 697 days. The trophy will be placed at the Fairhaven Rec Center for all to enjoy.

## **FIVE YEAR GENERAL FUND FORECAST**

Wendy Graves, Finance Director, presented the Board with the projections for the budget for the next five years. She explained that the Town will take a conservative approach based on past revenues. (See Attachment B)

## **TAX TITLE COLLECTION REPORT**

Ms. Graves met with the Board to discuss the Tax Title collection procedure. Ms. Graves explained that the Town follows the formal process for Mass General Law to collect back taxes. Homeowners are sent letters of intent and advertisement is placed in the newspaper prior homes being placed for auction. Homeowners are also given a chance to make payment plan arrangements with the Collector.

## **V-BIKES STATION-LESS BIKE SHARE SYSTEM**

Chairman Espindola spoke to the Board about a program for a V-Bike share system. The system allows for people to rent bikes through a station-less bike share system. The system does not require a stand but instead has a sensor system. The bikes are rented by the hour and can be rented through an app on your phone. The V-Bike Solutions Company monitors the bikes and makes sure they are evenly distributed among each station. Mr. Espindola explained that UMASS Dartmouth and Boston both have these and New Bedford will be looking into it as well. Mr. Rees will review with Town Council and will place it as a future agenda item. (See Attachment C)

### **TOWN CLERK STUDY**

The Board discussed the idea of creating a short term Ad Hoc committee to study the position of Town Clerk and to make their recommendations if the position should change from elected to appointed. Any changes would have to go before Town Meeting. Mr. Freitas feels that government should be by the people and would like to see the position remain elected. Mr. Freitas made a motion to post a notice that the Board of Selectmen is looking for volunteers to serve on an Ad Hoc committee to decide if the Town Clerk should go from elected to appointed. Deadline will December 14, 2017. Mr. Murphy second. Vote was unanimous. (3-0).

### **OTHER BUSINESS**

In other business:

- Mr. Espindola read a letter from Anne Silvia, Director of the Council on Aging reminding residents about the Annual Thanksgiving Day dinner at the Senior Center.
- Mr. Espindola mentioned that the MOLIFE Winter Fundraiser will be held on Sunday, December 3, 2017 from 11a-2p at the Century House in Acushnet.
- Mr. Espindola mentioned that the Fairhaven Road Race recently held its banquet. A big thank you to Days Sports for organizing the race each year
- Mr. Espindola said he would like to see a policy manual created for Boards and Committees
- Mr. Murphy reminded the Board about the annual Turkey Day football game against Dartmouth starting at 10:00 am at FHS
- Mr. Murphy told the Board that he had been at the opening of Noah's Playground. The playground costs 1.3 million dollars to build.
- Mr. Murphy reminded the Board about the Annual Turkey Trot on Thanksgiving Day.

At 8:43 p.m. Mr. Freitas motioned to adjourn. Mr. Murphy seconded. Vote was unanimous. (3-0).

Respectfully,

*Vicki L. Paquette*

Vicki L. Paquette  
Administrative Assistant  
(Minutes approved 12/4/2017)

**Documents appended:**

- A. Common Victauler Licenses
- B. Five Year Revenue Forecast
- C. V-Bike Share System

# Attachment A

**2018 RENEWALS  
FOR APPROVAL BY THE BOARD OF SELECTMEN  
NOVEMBER 20, 2017**

**COMMON VICTAULER LICENSES-FAIRHAVEN, MA 02719**

1. Burger King, 180 Huttleston Avenue
2. Friendly Ice Cream, 6 Sarah's Way
3. Golden Chopsticks Chinese Restaurant, 73 Huttleston Avenue
4. Honey Dew Donuts, 87 Huttleston Avenue
5. McDonald's Restaurant, 14 Plaza Way
6. Margaret's Restaurant, 16 Main Street
7. Papa Gino's, 171 Huttleston Avenue
8. Tropical Smoothies, 29 Alden Road
9. Wendy's Restaurant, 7 Fairhaven Commons Way



G.F Revenue Projections

Attachment B

REVENUES	Received FY15	Received FY16	Received FY17	Budget FY18	Projected FY18	Assumption	Projected FY19	Budget FY19	Projected FY20	Projected FY21	Projected FY22	Projected FY23
<b>PROPERTY TAXES</b>												
Prior Year Levy				25,653,486	25,653,486		\$26,676,342	\$ 26,676,342	\$27,468,250	\$28,286,207	\$29,131,174	\$30,004,157
Add 2 1/2%				641,337	641,337		\$ 666,909	\$ 666,909	\$ 686,706	\$ 707,155	\$ 728,279	\$ 750,104
Add New Growth				125,000	381,519	5.0%	\$400,595	\$ 125,000	\$131,250	\$137,813	\$144,703	\$151,938
<b>TOTAL LEVY (not including Debt Excl Levy)</b>	<b>23,955,561</b>	<b>24,760,441</b>	<b>25,653,486</b>	<b>26,419,823</b>	<b>26,676,342</b>		<b>\$ 27,743,845</b>	<b>\$ 27,468,250</b>	<b>\$ 28,286,207</b>	<b>\$ 29,131,174</b>	<b>\$ 30,004,157</b>	<b>\$ 30,906,199</b>
<b>STATE AID</b>												
Chapter 70 & Charter Tuition Reimbursement	7,387,207	7,430,030	7,531,760	7,567,346	7,580,960	0.5%	\$7,618,865	\$ 7,580,000	\$7,617,900	\$7,655,990	\$7,694,269	\$7,732,741
General Government Aid	2,006,530	2,078,765	2,168,152	2,252,710	2,252,710	1.5%	\$2,286,501	\$ 2,250,000	\$2,283,750	\$2,318,006	\$2,352,776	\$2,388,068
Veterans Benefits	610,440	642,532	547,480	597,702	590,827	0.0%	\$590,827	\$ 540,000	\$540,000	\$540,000	\$540,000	\$540,000
Exemptions, VBS and Elderly	89,894	85,565	78,499	83,850	83,850	0.0%	\$83,850	\$ 80,000	\$80,000	\$80,000	\$80,000	\$80,000
State Owned Land	154,727	154,727	154,187	154,187	154,041	0.0%	\$154,041	\$ 150,000	\$150,000	\$150,000	\$150,000	\$150,000
<b>TOTAL STATE AID (not including SBA)</b>	<b>10,248,798</b>	<b>10,391,619</b>	<b>10,480,078</b>	<b>10,655,795</b>	<b>10,662,388</b>		<b>\$ 10,734,083</b>	<b>\$ 10,600,000</b>	<b>\$ 10,671,650</b>	<b>\$ 10,743,996</b>	<b>\$ 10,817,046</b>	<b>\$ 10,890,809</b>
<b>LOCAL RECEIPTS</b>												
Motor Vehicle Excise	1,612,146	1,836,489	1,885,192	\$ 1,650,000	1,979,452	4.0%	\$2,058,630	\$ 1,800,000	\$1,872,000	\$1,946,880	\$2,024,755	\$2,105,745
Other Excise	607,448	658,589	605,964	\$ 550,000	654,441	5.0%	\$687,163	\$ 600,000	\$630,000	\$661,500	\$694,575	\$729,304
Penalties and Interest on Taxes	298,711	325,998	291,266	\$ 325,000	302,917	2.0%	\$308,975	\$ 325,000	\$331,500	\$338,130	\$344,893	\$351,790
Payments in Lieu of Taxes	178,866	23,729	336,324	\$ 170,000	170,000	0.0%	\$170,000	\$ 170,000	\$170,000	\$170,000	\$170,000	\$170,000
Charges for Services-Solid Waste Fees	98,432	87,189	103,363	\$ 50,000	82,690	-13.0%	\$71,941	\$ 50,000	\$43,500	\$37,845	\$32,925	\$28,645
Other Charges for Services	78,675	18,693	81,925	\$ 9,000	57,348	5.0%	\$60,215	\$ 10,000	\$10,500	\$11,025	\$11,576	\$12,155
Fees	212,618	242,859	240,141	\$ 220,000	259,352	7.0%	\$277,507	\$ 220,000	\$235,400	\$251,878	\$269,509	\$288,375
Rentals	126,734	136,483	129,842	\$ 120,000	26,747	2.5%	\$27,416	\$ 20,000	\$20,500	\$21,013	\$21,538	\$22,076
Dept Revenue-Schools	2,358,575	2,532,174	2,560,622	\$ 2,350,000	2,599,031	1.5%	\$2,638,017	\$ 2,450,000	\$2,486,750	\$2,524,051	\$2,561,912	\$2,600,341
Dept Revenue-Recreation	18,953	29,658	19,204	\$ 245,000	245,000	2.5%	\$251,125	\$ 250,000	\$256,250	\$262,656	\$269,223	\$275,953
Other Dept. Revenue	846,270	848,094	745,617	\$ 800,000	700,880	0.0%	\$700,880	\$ 700,000	\$700,000	\$700,000	\$700,000	\$700,000
Licenses and Permits	427,302	502,858	526,476	\$ 450,000	563,329	10.0%	\$619,662	\$ 500,000	\$550,000	\$605,000	\$665,500	\$732,050
Fines and Forfeits	7,365	6,635	5,305	\$ 5,000	4,509	-15.0%	\$3,833	\$ 4,000	\$3,400	\$2,890	\$2,457	\$2,088
Investment Income	24,667	19,835	40,269	\$ 13,000	32,215	-4.0%	\$30,927	\$ 30,000	\$28,800	\$27,648	\$26,542	\$25,480
Medicaid Reimbursement	44,722	70,665	51,737	\$	54,324	1.5%	\$55,139	\$ 40,000	\$40,600	\$41,209	\$41,827	\$42,455
Misc. Recurring	46,640	16,422	17,916		17,916	0.0%						
Misc. Non-Recurring	344,055	311,581	19,427									
<b>TOTAL LOCAL RECEIPTS</b>	<b>7,332,179</b>	<b>7,667,950</b>	<b>7,660,590</b>	<b>6,957,000</b>	<b>7,750,151</b>		<b>\$ 7,961,428</b>	<b>\$ 7,169,000</b>	<b>\$ 7,379,200</b>	<b>\$ 7,601,725</b>	<b>\$ 7,837,232</b>	<b>\$ 8,086,458</b>
<b>REVENUE APPROPRIATED FOR SPECIFIC PURPOSES</b>												
Waterway Funds	45,000	62,495	54,125	64,500	55,749	0.0%	\$55,749	\$ 64,500	\$64,500	\$64,500	\$64,500	\$64,500
Ambulance Funds	858,555	944,000	1,050,000	1,050,000	1,004,177	5.0%	\$1,054,386	\$ 1,050,000	\$1,102,500	\$1,157,625	\$1,215,506	\$1,276,282
Title 5 Receipts	22,490	21,572	20,000	20,000	20,700	0.0%	\$20,700	\$ 20,000	\$20,000	\$20,000	\$20,000	\$20,000
Wetland Protection Fund	6,000	8,000	4,000	4,000	4,000	0.0%	\$4,000	\$ 4,000	\$4,000	\$4,000	\$4,000	\$4,000
Council on Aging-Social Day Program	35,000	35,000	36,000	36,000	36,900	0.0%	\$36,900	\$ 36,000	\$36,000	\$36,000	\$36,000	\$36,000
Animal Control Gift Account	5,000	5,000	6,000	6,000	6,000	0.0%	\$6,000	\$ 6,000	\$6,000	\$6,000	\$6,000	\$6,000
Storm Water Subdivision Fees	8,647	8,647	10,000	10,000	9,847	0.0%	\$9,847	\$ 10,000	\$10,000	\$10,000	\$10,000	\$10,000
<b>TOTAL REVENUE APPROPRIATED FOR SPECIFIC PURPOSES</b>	<b>980,692</b>	<b>1,084,714</b>	<b>1,180,125</b>	<b>1,190,500</b>	<b>1,137,373</b>		<b>\$ 1,187,582</b>	<b>\$ 1,190,500</b>	<b>\$ 1,243,000</b>	<b>\$ 1,298,125</b>	<b>\$ 1,356,006</b>	<b>\$ 1,416,782</b>
<b>ENTERPRISE FUND INDIRECT COSTS CHARGES</b>												
Water Enterprise Fund	375,000	386,578	394,443	413,886	406,276	3.0%	\$418,464	\$ 400,000	\$412,000	\$424,360	\$437,091	\$450,204
Sewer Enterprise Fund	536,917	542,338	546,724	549,590	563,126	3.0%	\$580,020	\$ 560,000	\$576,800	\$594,104	\$611,927	\$630,285
<b>TOTAL ENTERPRISE FUND INDIRECT COSTS CHARGES</b>	<b>911,917</b>	<b>928,916</b>	<b>941,167</b>	<b>963,476</b>	<b>969,402</b>		<b>\$ 998,484</b>	<b>\$ 960,000</b>	<b>\$ 988,800</b>	<b>\$ 1,018,464</b>	<b>\$ 1,049,018</b>	<b>\$ 1,080,488</b>
<b>Overlay Surplus</b>	<b>60,000</b>	<b>75,000</b>	<b>75,000</b>	<b>84,000</b>	<b>84,000</b>	5.0%	<b>\$88,200</b>	<b>\$ 84,000</b>	<b>\$88,200</b>	<b>\$92,610</b>	<b>\$97,241</b>	<b>\$102,103</b>
<b>TOTAL OPERATING REVENUES</b>	<b>43,489,147</b>	<b>44,908,640</b>	<b>45,990,446</b>	<b>46,270,594</b>	<b>47,279,656</b>	0	<b>\$ 48,713,623</b>	<b>\$ 47,471,750</b>	<b>\$ 48,657,057</b>	<b>\$ 49,886,094</b>	<b>\$ 51,160,699</b>	<b>\$ 52,482,838</b>
							\$1,433,967	\$ 1,201,157	\$1,185,306	\$1,229,037	\$1,274,605	\$1,322,139
							3.0%	2.6%	2.5%	2.5%	2.6%	2.6%
							<i>Proj 18/proj19</i>	<i>Bud18/Bud19</i>				



# VBIKES

Attachment C

## Unlock Mobility

**VBikes**  
collaboration  
with the  
South Coast  
Bikeways  
Alliance  
for the  
South Coast  
Region

[www.vbikes.com](http://www.vbikes.com)

[info@vbikes.com](mailto:info@vbikes.com)

3101 W. Miller Rd.

Garland, TX 75041

469.216.4260

## Services

VBikes Technology, LLC is a U.S.-based company successfully implemented in Dallas and Denton, Texas and registered in the State of Massachusetts. VBikes is expanding operations to the Greater Boston and New England area by providing an app-based station-less bike share system. As of August 2017, 400 VBikes operate in Texas while a license is pending in Greater Boston.

VBikes aims to improve the biking experience of users who do not own bikes currently, or who are searching for temporary transportation solutions, for instance:

- First time or returning visitors to the city (e.g., students, professionals on business trips, tourists)
- Current and potential cyclists who do not wish to invest in a personal bicycle

These potential VBikes users would have the option to commute long distances with friends, families, or individually to stores, parks, bike paths, or historic town sites. VBikes is not only low-cost but also reduces your carbon footprint, improves your health by increasing physical activity, and allows you to reach your destination without stress of time-limitations or docking stations.

VBikes projects very high VBikes ridership within towns and university campuses because commuters find some distances too far to walk or too cumbersome to drive. VBikes projects the earliest adoption and highest demand from areas with high concentrations of college students,

young professionals, tourist locations, urban residents, established bike paths, and those from eighteen to thirty-five years old.

VBikes is an alternative transportation solution that can help the city to reduce vehicle traffic and decrease the clutter of abandoned bikes on campus. Increased VBikes use will help create an attractive and transportation-friendly environment, attracting visitors to the South Coast Region (Wareham, Marion, Mattapoisett, Fairhaven, New Bedford, Dartmouth, Westport, and Fall River).

VBikes' Unlock Mobility service requires NO investment from the towns or parties involved. The cost of VBikes and its subsequent maintenance falls on the company — not the South Coast Region, the SCBA, or local residents.

Once VBikes is in circulation, demand will rise as familiarity with VBikes and knowledge of how it works increases. Our company is able to supply this rising demand, which will reduce congestion, lower emissions, and contribute to an all-around healthier city and environment.





## **(The Problem with) Traditional Bike Share Models**

Traditional bike share models do not enable potential users to use bike sharing as a mode of transportation because the capital structures and technology leveraged by these models are obsolete.

### Cost

The process of planning, raising funds, and implementing a bike share program can take years and require millions of dollars in start-up investment.

Partnering with VBikes eliminates this entire process. Our partner cities and universities will not lose any investment because there no investment from our partners is required. The VBikes system spares partners the cumbersome task of raising large amounts of capital to begin a bike share program.

The time it takes cities and universities to raise funds, design, and implement a bike sharing program from scratch can take years. VBikes has ordered a 10,000-strong fleet, hundreds of which have begun operations since 1 July, 2017.

Another cost consideration is insurance. The infrastructure and bikes used in the bike share program must be continually insured over the lifetime of the program. When the program is not generating revenue, this cost can become too much to manage. VBikes has \$5 million in insurance.

## **The VBikes Solution**

Cycling can become a common mode of transportation, but must go where the rider wants to go. Riders must be able to travel all the way from point A to point B without worrying about major bike maintenance issues (e.g., flat tires, non-working brakes, bike lights, etc.), time, cost, or docking restrictions that would impede or limit one's experience of a bike ride.

VBikes would like to offer local residents and visitors a way to bike with their families and friends using an environmentally-friendly mobile transportation solution. VBikes improves a user's well-being and lifestyle without imposing huge liabilities or costs on the town government (VBikes costs the town \$0). The cost of using a VBike is \$1 per hour or \$14.95 per month for unlimited rides (VPass). Maintenance of VBikes are performed by the VBikes ground team, hired to be in charge of rebalancing and maintaining VBikes for your particular locality (again, at no cost to you).

## Paying/Your VBikes Wallet

A rider downloads the VBikes app, creates an account, and add a credit/debit card for online payment. VBikes no longer requires users to pay a deposit. Rides are \$1 per hour, or \$14.95 for unlimited rides in a month.

## Maintenance

VBikes shoulders all maintenance costs and responsibilities associated with running the VBikes system, so we designed the VBike to be as durable as possible. No mechanical parts should need any replacement for three years, and the smart lock will not need to be recharged for one year.

To make sure that all VBikes in the fleet are functioning properly and safely, VBikes developed a comprehensive maintenance schedule that our field technicians follow.

Our field technicians reposition, inspect, and maintain the fleet. Every time a field technician rebalances a VBike to a high traffic area, a maintenance check is performed. Additionally, at regular intervals, our technician will inspect and adjust the brakes, seat, pedals, crank arms, handlebars, and headlight motor. Our technician will also test and charge the smart lock if needed and keep a comprehensive log of all maintenance.



## **VBike Features**

### Stationless

VBikes can go anywhere and does not require a station. Lock the VBike in any designated parking rack on campus.

### Smart Lock

The VBikes smart lock is a feature no other competitor possesses. The smart lock uses GPS technology to communicate location data to the VBikes app in real time. The user simply opens the app and is presented with a map of the nearest VBikes to the user that are not currently in use. The user approaches an available VBike, places their phone near the smart lock, and taps the 'Start' button in the app. The app scans and automatically unlocks the VBike.

VBikes software continually tracks all bikes in our fleet. We can locate VBikes that have been taken off campus, or have been parked in hard-to-reach or low traffic areas. If a VBike is placed in one of these locations, a field technician retrieves the VBike and places it back in a high use area on campus.



## Modern Design

VBIKES is equipped with several features that add quality to both the look and ride.

In the first version of the VBike, the chains are replaced by a shaft drive that is fully housed. No exposed chains means no potential to be damaged by foreign debris or risk of being caught on clothing/dresses.

Each VBike is equipped with a kinetic headlight. Simply click the front light into position before mounting the VBike. (The second version of the VBike includes an electric bike light instead).

The VBike was designed with safety and style in mind. The sleek silver body and bright VBike-yellow wheels is attention-grabbing and therefore noticeable to drivers who share the ride with VBike users. Visibility of the VBike from a distance decreases the likelihood that other riders, pedestrians, or drivers will not notice the VBike, thereby decreasing the likelihood of accidents.

Each VBike is designed to last. Solidly constructed from aluminum, each VBike weighs around 48 pounds.

## Parking

Please see page 8.

## **Sponsorship**



VBIKES has a desire to develop community involvement by partnering with local businesses for in-app advertising.

Our model makes it simple to respond to any surges in demand for advertisements on VBIKES during events.



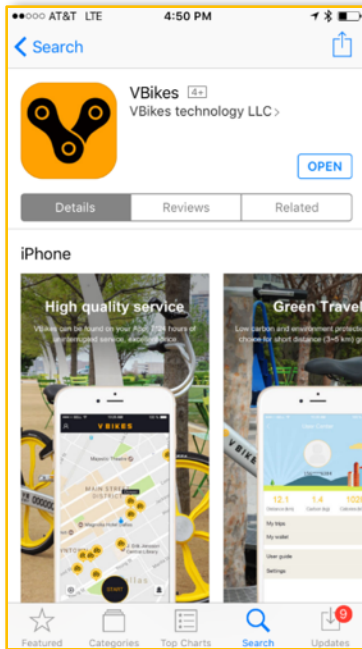
## How to Use VBikes

Watch our instructional video here:

<https://www.youtube.com/watch?v=v1b4Axogqeg>

### 1. Sign Up

Download the app from iTunes store or Google Play.

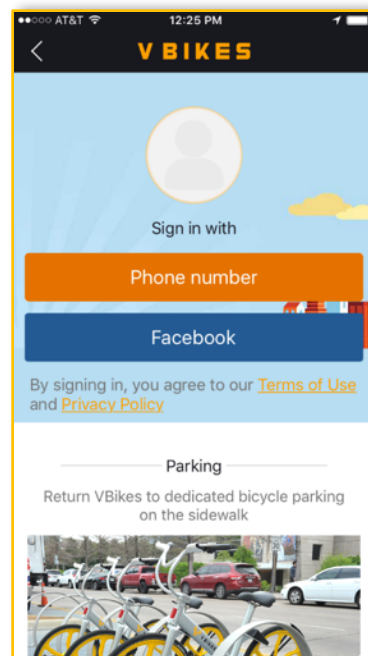


Open the app on your phone.



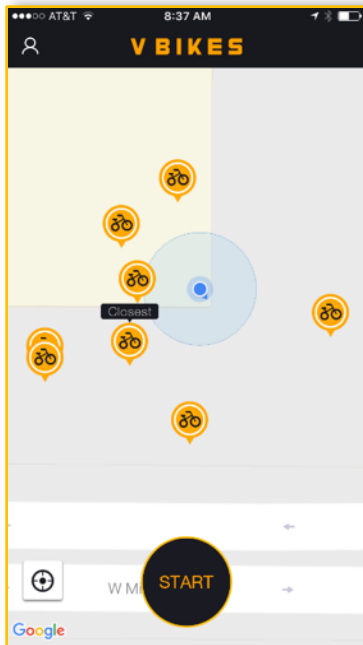
Sign up with your phone number or Facebook. When you input your phone number a six-digit code will be sent to your phone. Enter the code and you will enter the app.

When you enter your Facebook account, the app routes you back to the Sign In page. Enter your phone number and a six-digit code will be sent to your phone. Enter the code and you will enter the app.



## 2. Find

Look around on the map to find the closest VBike to you.

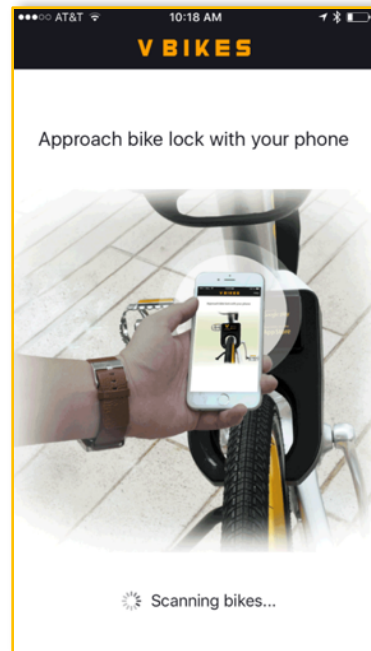


## 3. Unlock

Approach a VBike and tap the 'Start' button in your app.



Hold your phone near the lock while the app scans the bike.





#### 4. Ride

Ride your VBike to your destination.



#### 5. Lock & Go

When you finish your bike ride, responsibly park your VBike at a designated parking rack and manually lock the VBike. Your ride will end and the next user can find their nearest available VBikes.

The VBikes app tracks and displays the distance traveled, riding time, calories burned, and carbon saved. You can also find a log of your trips made on VBikes app under "My Trips."

## CITY VBike Parking Solution

### Electronic Parking System

VBikes' Electronic Parking System (EPS) adopts the latest technology to regulate station-less bike share parking.

We set up virtual boundaries for a real-world geographic area. In a bounded area, VBikes users must park the VBike in a designated parking spot where the EPS signal projector is located. VBikes users are not able to close the smart lock or finish their ride unless responsibly parked in a designated spot.



### EPS Projector Details:

1. Size of a half dollar coin
2. Easy to install and remove
3. Can be installed on the ground or bike racks
4. All-season heavy-duty material




### Field Technicians

In addition to handling VBikes fleet maintenance, the VBikes team of field technicians will ensure bikes are parked responsibly around campus and will reposition VBikes accordingly throughout the week.


### Educational Efforts

VBikes will work with local student organizations and transportation and planning departments to educate students on proper bicycle etiquette. Messaging and notifications about proper parking locations will be instrumental until EPS can be set up at each rack.


## FAQs

 Can VBikes increase the size and scope of the program in response to increasing demand?


Yes, we have a 10,000-strong fleet that will operate in cities and universities across America. We will be able to flex our fleet to partnering towns and cities and increase the total number of VBikes as demand increases.

 Can VBikes riders in the South Coast region use VBikes in another city?

Yes, VBikes operates a nationwide network from the app. VBikes riders need only to open their app to find a VBike nearby and ride the VBike to any destination. No additional steps are required and no added fees will be assessed. If other cities around the South Coast region are using VBikes, we will increase our staff to meet the increasing demands so that VBikes can be left in other cities and rebalanced there, too.


 Does VBikes keep statistics on bike usage, and if so, can the South Coast region have access to this information?

Yes, and yes. VBikes tracks usage and will share ridership information with your city, allowing you to quickly respond to your city's needs, become better informed about biking infrastructure and how to build an interconnected biking network, and for us to provide all-around better services to riders.


 What happens if someone tries to steal a VBike?

We are able to track each VBike at all times because each is equipped with a smart lock that contains a sim card and its location is tracked via cell tower triangulation.

We have anticipated some loss and have insured all of our VBikes against theft and damage. None of the cost of a missing or destroyed VBike will be borne by our partnering cities.

 Can the South Coast region create specific locations where we can have VBikes stationed?


Yes. VBikes IT team is working on building geo-fences around designated locations to which a VBike must be returned. A geo-fence is a virtual geographic boundary, defined by GPS technology that enables software to trigger a response when a mobile device enters or leaves a particular area. Until the VBike is returned to one of the designated locations, the rider's rental will not end, which is a powerful incentive to encourage riders to park legally.

 Can the South Coast region change the specific locations where VBikes are stationed?

Yes, with the permission of the South Coast region, VBikes can alter where VBikes are located, given that we operate without stations and kiosks. New and updated staging locations are easily accomplished.

 What types of partnerships is VBikes forming?

We intend to contract with private businesses and landowners to stage VBikes in proven high demand areas. This will help to more efficiently respond to demand and will align with the interests of your city, universities, businesses, commuters, and VBikes.

 What happens when VBikes are thrown around the city? Doesn't this cause cluster and chaos?

We have field technicians that routinely inspect VBikes for damage and reposition the bikes as needed to respond to demand. They are hired by VBikes to maintain, clean, and repair our VBikes to make sure they are 100% rideable and safe.

 The VBikes technology and system sound exciting! How can the South Coast region partner with VBikes?

We are able to partner with the South Coast region as long as we are able to obtain a short-term license to operate in your town/city for 2-6 months, or for a longer term (an example would be an exclusive contract for 1-3 years). The terms and conditions differ depending upon the wishes of each partnering town and is something we would discuss with you. A close partnership allows both VBikes and your city to invest in the shared rider statistics so we can help you build a more responsive service.

As VBikes expands services nationwide, we understand each city is faced with its own unique challenges that require specific solutions. This is why VBikes has developed a system that can work on a spectrum from a close partnership to an independent operation.



Luke Pettyjohn  
General Counsel  
[luke@vbikes.com](mailto:luke@vbikes.com)

Sam Maskell  
Director of Client Relations  
[Sam.maskell@vbikes.com](mailto:Sam.maskell@vbikes.com)

Christina Som  
Marketing Coordinator  
[Christina.som@vbikes.com](mailto:Christina.som@vbikes.com)

Alex Chen  
Engineer  
[alex@vbikes.com](mailto:alex@vbikes.com)

Shawn Ho  
Digital Content Manager  
[Shawn.Ho@vbikes.com](mailto:Shawn.Ho@vbikes.com)

Ye Yao  
Massachusetts Regional Manager  
[Ye@vbikes.com](mailto:Ye@vbikes.com)

Evita Montes  
Business Development Manager  
[Evita@vbikes.com](mailto:Evita@vbikes.com)

VBikes Technology LLC  
[www.vbikes.com](http://www.vbikes.com)  
[info@vbikes.com](mailto:info@vbikes.com)  
3101 W. Miller Rd.  
Garland, TX 75041  
469.216.4260