

# THE TRUST FOR GOVERNORS ISLAND

MINUTES OF THE MEETING  
OF THE EXECUTIVE COMMITTEE  
OF  
GOVERNORS ISLAND CORPORATION d/b/a  
THE TRUST FOR GOVERNORS ISLAND  
May 22, 2018

A meeting of the Executive Committee of the Governors Island Corporation d/b/a The Trust for Governors Island (“The Trust”) was held on Tuesday, May 22, 2018, at City Hall in New York, New York.

The following members of the Executive Committee were present:

Carl Weisbrod, Chairperson  
Susan Mercandetti  
Tokumbo Shobowale

Also present were Trust staff. Cheryl Effron and several Trust staff members also called into the meeting by phone. Carl Weisbrod, Chairperson of the Board, called the meeting to order and welcomed all in attendance.

1. Review of Governors Island Connectivity Challenge Proposals

Michael Samuelian began the meeting by reminding the committee that The Trust partnered with the NYC Mayor’s Office of the Chief Technology Officer in the fall of 2017 to launch the Governors Island Connectivity Challenge, which invited companies to develop strategies for deploying Wi-Fi on Governors Island. Of the twenty-four companies that submitted proposals in the first round of the Challenge, a selection committee eventually selected three finalists to test their proposals on Governors Island. One of the three finalists was unable to demonstrate that its technology would work on Governors Island and was subsequently disqualified.

Of the two remaining companies, Mr. Samuelian stated that Trust staff favors entering into an agreement with Fiberless Networks (“Fiberless”) to provide Wi-Fi on Governors Island over the other remaining proposer, Neutral Connect Networks (“NCN”). He explained that Fiberless has more relevant experience than NCN, and that the terms of the Fiberless proposal, including the revenue share, are more favorable. Mr. Samuelian added that The Trust’s internet access is currently wired through the Brooklyn Battery Tunnel. In addition to the benefits that Wi-Fi will offer for Governors Island, it will provide back-up service for The Trust, in case there are problems with the Brooklyn Battery Tunnel.

Mr. Weisbrod asked about the revenue sharing, and Mr. Samuelian answered that revenue from advertising and charging for Wi-Fi at events could generate roughly \$500,000 per year. He

added that Fiberless will also enable The Trust to gather email addresses from users and send push notifications to visitors using the Wi-Fi. Tokumbo Shobowale asked if The Trust's revenue share of \$500,000 is a realistic projection, and Mr. Samuelian clarified that the figure is aspirational. He added that The Trust expects to recoup its investments in the capital costs required for the Wi-Fi in about two-and-a-half years. Mr. Shobowale asked about operational costs, and Jenny Staley, Vice President of Operations and Facilities for The Trust, answered that Trust staff will be trained to maintain the equipment, which will reduce operational costs.

Mr. Weisbrod commented that he feels the arrangement with Fiberless is the best deal possible. Mr. Samuelian added that even regardless of the revenue share, he feels that The Trust should provide Wi-Fi for visitors to Governors Island. No voting took place at this meeting.

With no other business to address, Mr. Weisbrod adjourned the meeting.