

**MINUTES  
BOARD OF DIRECTORS  
FINGER LAKES REGIONAL  
TELECOMMUNICATIONS DEVELOPMENT CORPORATION  
OCTOBER 26, 2007**

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The meeting of the Finger Lakes Regional Telecommunications Development Corporation (TDC) was called to order by Ed Hemminger at 10:00 a.m. in the Economic Development Conference Room.

In attendance were:

Edward Hemminger, Chief Information Officer, Ontario County  
Mike Manikowski, Ontario County Economic Developer  
Robert Seem, Acting Executive Director, Cornell Ag & Food Tech Park  
Wayne Houseman, Board of Supervisors  
James Townsend, Esq., Remington, Gifford, Williams & Colicchio  
Joe Starks, ECC Technologies  
Linda Wiener, Bonadio & Company  
Doug Mossbrook, Eagle Mountain  
Camille Sorenson, Wayne-Finger Lakes BOCES

Absent:

Geoffrey C. Astles, County Administrator  
David R. Smith, CEO, Infotonics

**APPROVAL OF MINUTES – September 28, 2007**

*Motion was made by Wayne Houseman, seconded by Doug Mossbrook, to approve the minutes of the September 28, 2007 meeting, and carried.*

Mr. Hemminger introduced Linda Weiner of Bonadio & Company, who will be taking over CFO duties for the corporation.

**ACCOUNTING SERVICES UPDATE**

*Review of Financial Issues:* Mr. Hemminger went over the Profit and Loss sheet, and Balance sheet that was included in the agenda packet. He further noted that he received the first phase invoice from ECC Technologies, and it was paid. Mr. Hemminger indicated that he would be putting together a bank packet and making arrangements to meet with bank officials. Because of potential of civic facility bonding (which are only open until January), Mr. Manikowski indicated he would like to be put on the team so he can be kept informed and have knowledge up front if this is presented to the IDA. He further stated that Mr. Astles would like to see some sort of detail and timeline to present to the Board of Supervisors.

Mr. Hemminger and Ms. Weiner have been playing phone tag with CNB on the collateral issue. CNB was going to check with the State and how this group fits in and whether collateral is necessary. Linda and Ed will continue to work on fine tuning the financial sheets for better and more understandable reporting.

Mr. Manikowski stated that the revenue stream from National Fuel Gas should be shown as an asset and should be on the balance sheet. Mike asked for an amended balance sheet reflecting that asset.

**PHASE 1 DESIGN, ENGINEERING AND CONSTRUCTION UPDATE:**

Mr. Stark indicated that they have all the information into the carrier and RGE, with the exception of Geneva City which goes to Verizon. Mr. Stark went over the Hopewell Campus drawing and indicated that they are ready to start on Monday, and would like to get underground work done before winter.

Mr. Stark went over Fiber Optic Network Build, Village of Victor, drawing provided in his handout and stated that the detailed package is about 300 pages and is available for anyone's review. Mr. Stark indicated that they are building a trust relationship with Frontier which has helped a lot.

Mr. Stark discussed fibers available for lease from Ontario Trumansburg, as well as fiber available through the Canandaigua City School District, which means that once they get fiber into Canandaigua they would have access to customers. Mr. Stark further reported that they are under budget on Phase 1. Mr. Hemminger discussed the pricing model and proposed charging a single fee for a carrier to access the fiber ring. A second charge would be assessed for each customer who connects from the carrier. For example, they are proposing a charge of \$2,000 entry fee, and \$500 per location. Discussion took place on the rate of carrier to customer and what the carrier would charge the customer. Mr. Stark felt the method works well, and as part of the public service commission updates, he would be advising them of this model.

Mr. Townsend reminded the board that part of the consideration from the IRS when granting the 501(c) was the public safety/participation, and he wanted to continue that as part of the mission. Not only does the fiber ring provide for the carrier, but the public safety aspect also. We have an obligation to the IRS to keep this truly not-for-profit and accomplish their goal.

**LEGAL SERVICE UPDATE:**

***Contract Signing:*** Syracuse Utility contracts are signed, and Mr. Townsend and Mr. Hemminger are still working on the contracts with ECC, which is not being held up on ECC's end.

**OLD BUSINESS:**

***Public Relations/Communications RFP:*** Mr. Manikowski and Mr. Hemminger met with Dixon Swable to plan a kick off event for December/January in order to attract attention to the fiber ring.

***NY State Broadband Roundtable Meeting and the Statewide Universal Broadband Advisory Strategic Council:*** Mr. Hemminger and Mr. Stark provided information on the NY State Broadband roundtable meeting they attended.

**OPEN DISCUSSION:**

Mr. Hemminger was given a heads up by the Real Property Tax Director regarding the issue of property taxes. As this infrastructure is only partly used by government, and will also be used by others, it may be affected by property taxes. Mr. Townsend and Mr. Hemminger will be looking further into this matter.

Mr. Hemminger indicated that the Public Authority training for the second phase will be held December 7, 2007, and he will be getting this information to board members. He is also hoping to connect with Infotonics for anyone interested in the Phase I training.

***There being no further business to come before the board, motion was made by Mr. Seem, seconded by Mr. Mossbrook that the meeting be adjourned. The meeting adjourned at 11:30 a.m.***

Respectfully submitted,

Lisa Phillips, Deputy Clerk  
Board of Supervisors