

**MINUTES**  
**FINGER LAKES REGIONAL TELECOMMUNICATIONS DEVELOPMENT CORPORATION**  
**DbA AXCESS ONTARIO**  
**BOARD OF DIRECTORS MEETING**  
**February 21, 2014, 2014**

Members Present:

Sean Barry, CIO  
John Garvey, County Administrator  
Vice Chair Ed Hemminger, SMS  
Michael Manikowski, Ontario County Economic Developer  
Chair Donna Reeves-Collins, Rich Products  
John Sheppard, Supervisor, Town of Seneca  
Robert Seem, Cornell Ag & Food Tech Park  
John Dorak, Noyes Memorial Hospital IT Director  
Camille Sorenson, Wayne Finger Lakes BOCES  
David R. Smith, Ontario County Citizen

Members Absent:

Geoff Astles, Retired County Administrator  
Doug Mossbrook, Eagle Mountain, Inc.  
Johnny Walker - SMS  
Mark Tolbert – Toptica USA

Others Present:

Charlotte Chapin, Recording Secretary  
Andy Lukasiewicz, ECC Technologies  
Terry Phillips, Bonadio & Co.  
Helen Zamboni, General Counsel  
Jim Baase, Empire Telephone  
Bill Doran, Empire Telephone  
Brian Ketchum, Empire Telephone

The February 21, 2014 meeting of the Board of Directors of the Finger Lakes Regional Telecommunications Development Corporation, dba Axxcess Ontario was called to order in the Ontario County Economic Development Conference Room, Mezzanine Level, County Municipal Building, 20 Ontario Street, Canandaigua, NY by Chair Donna Reeve-Collins at 1:30 p.m.

**APPROVAL OF THE MINUTES:**

Chair Donna Reeves Reeves-Collins requested a motion to approve the minutes of January 17, 2014. *Supervisor John Sheppard made a motion to approve the minutes of January 17, 2014 with the addition of the word vacant on page 2, first paragraph, third sentence to read “leave this vacant position”. Motion with change seconded by Ed Hemminger. Motion Carried.*

**FINANCIAL UPDATE:**

Terry Phillips, Bonadio & Co. reviewed the financials for the year 2013; informing the Board the accountants will come next week to audit the books. Mr. Phillips distributed a “Summary of 2013 Financial Operating Results”. His review included the following:

- Profit and Loss Budget vs. Actual – January through December 2013)
- Balance Sheet Previous Year Comparison – As of December 31, 2013

- Profit and Loss Previous Year Comparison -January through December 2013

He noted that all is in place with Verizon, and just waiting for them to sign the estoppels.

In response to a question regarding the property taxes being assessed fairly, Helen Zamboni, Esq. stated this was all done by the State and not locally. Discussion took place regarding the revenues and marketing, Mr. Lukasiewicz, ECC Technologies, stated they have hired Suzy Weekes and are in search for another account executive. Mr. Lukasiewicz stated that they would, along with Mr. Gasper and himself would be working on Axxess Ontario and the Yates County project. Discussion resulted that a three-year projection should be initiated instead of just a one year analysis. The auditor will be present at the next meeting to present the results of the audit. The Board will be requested to vote on budget at this time. Mr. Phillips was asked what his professional opinion, using a grade, as to where they actually stand. Mr. Phillips stated he feels we are below expectations, and would give it a C+.

#### **SALES AND OPERATIONS UPDATE:**

*At 2:03p.m, a motion was offered by John Sheppard, seconded by Michael Manikowski to go into executive session for the proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale of exchange of securities held by such public body but only when publicity would substantially affect the value thereof. Motion carried.*

*At 2:22 p.m., a motion was offered by Mike Manikowski, seconded by Ed Hemmingerto leave executive session. Motion carried. Andy Lukasiewicz left the meeting at this time.*

#### **EMPIRE TELEPHONE PRESENTATION:**

Chairperson Donna Reeves-Collins welcomed Jim Baase, Bill Doran and Brian Ketchum. Mr. Baase distributed handouts that contained information regarding the privately-owned and operated corporation that employees 75 plus employees, North Penn/Empire Telephone Corp. His presentation included their Business Plan, Services, Empire/STN Network, Empire/Access Ontario, Business Plan Phase I & II, New Markets Phase I, 2013 Empire , 2014 Empire Network, New Markets – Next Markets, Project Status, Sales, Ideas, Maps showing customers at Batavia, and Bath, Market Analysis of Naples, FCC Authorize State – Voice, Cable TV, Local franchise, Municipality with State approve. Chairperson Reeves-Collins thanked Mr. Basse for his presentation upon their leaving.

A brief discussion took place regarding their program. Mr. Lukasiewicz informed the Board they have a relationship with Empire, but have not signed an agreement with the State. Chairperson Reeves-Collins thanked Mr. Lukasiewicz who left the meeting at this time.

*At 3:07 p.m. a motion was offered by John Dorak, seconded by Robert Seem to go into executive session for the proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale of exchange of securities held by such public body but only when publicity would substantially affect the value thereof. Motion carried.*

*At 3:43 p.m., a motion was offered by John Sheppard, seconded by Ed Hemminger to leave executive session. Motion carried.*

*A motion was offered by John Dorak, seconded by John Sheppard to give Helen Zamboni and Donna Reeves-Collins authority to make contacts to see if there is interest in becoming an independent consultant for compensation not to exceed \$30,000 in the year 2014 to perform the duties in the job description presented to the board. Motion carried.*

*A motion was offered by John Sheppard, seconded by Edward Hemminger to adjourn at 4:15 p.m. Motion carried.*

**Distribution:**

All Board Members, present and absent  
Ontario County Board of Supervisors  
Clerk's Office, Board of Supervisors  
Clerk's Office, Board of Supervisors  
Darlys McDonough, Deputy County Administrator

John Garvey, County Administrator  
John Park, County Attorney  
Cathy Bentzoni, County Finance Officer  
Michael Wojcik, Economic Development