

**MINUTES**  
**FINGER LAKES REGIONAL TELECOMMUNICATIONS DEVELOPMENT CORPORATION**  
**dba AXCESS ONTARIO**  
**BOARD OF DIRECTORS MEETING**  
**April 27, 2012**

Members Present:

John Dorak, Noyes Memorial Hospital  
Ed Hemminger, SMS  
Michael Manikowski, Ontario County Economic Developer  
Doug Mossbrook, Eagle Mountain, Inc.  
Robert Seem, Cornell Ag & Food Tech Park via phone  
John Sheppard, Supervisor, Town of Seneca  
Camille Sorensen, Wayne Finger Lakes BOCES  
Steve von Berg, Pervasive Solutions  
Mike Ward, Vice President Information Technology, Ultralife

Members Absent:

Geoff Astles, Retired County Administrator  
John Garvey, County Administrator  
David R. Smith, Ontario County Citizen

Others Present:

Sean Barry, Ontario County CIO  
Reliefia Kramer, Recording Secretary  
Andy Lukasiewicz, ECC Technologies  
Terry Phillips, Bonadio & Co.  
James Townsend, Esq., Remington, Gifford, Williams & Colicchio

The meeting of the Board of Directors of the Finger Lakes Regional Telecommunications Development Corporation, dba AxcCESS Ontario was called to order in the conference room of the Ontario County Economic Development Office by Chair Michael Ward at 10:00 a.m.

**REVIEW OF THE MINUTES**

The Board reviewed the minutes of March 23, 2012 and requested one correction. The correction was the date of the next meeting – change April 20, 2012 to April 27, 2012.

**John Sheppard made a motion, which was seconded by Camille Sorenson to approve the March 23, 2012 minutes with the above noted correction. Motion carried.**

## **GOVERNANCE COMMITTEE**

Bob Seem, John Sheppard, Doug Mossbrook, and Mike Manikowski recommended Donna Reeves Collins as a new Board member. The committee reviewed Ms. Reeves Collins business background with the Board and are nominating her as a new Board member.

**Bob Seem made a motion, which was seconded by Mike Manikowski to appoint Donna Reeves Collins as a Board member of Access Ontario. Motion carried.**

## **FINANCIAL UPDATE**

Terry Phillips reviewed the current financials with the Board.

Sean Barry distributed copies of the audit to the Board members. Mr. Phillips discussed the results of the audit with the Board.

## **OPERATIONS UPDATE**

Andy Lukasiewicz introduced ECC's newest employee, Ned Stamler. Mr. Stamler has over 21 years of telecommunications sales experience from working at Verizon Wireless, Time Warner Cable, and FLTG. He will be augmenting Mr. Lukasiewicz and Jamie Starks in sales of the Access Ontario dark fiber network.

Mr. Lukasiewicz gave an Operations Update and discussion took place with the Board. He informed the Board that the contract with Verizon/Gorham tower for a mile build to connect our network will probably be completed within the next 60 days (which is ahead of schedule). He discussed future contracts with the Board.

At the next Board Meeting, Mr. Lukasiewicz (working with Terry Phillips and Sean Barry) would like to present on our financial situation, and what the options.

## **ACCESS ONTARIO STRATEGY DISCUSSION**

- Where are we now?
- Where do we want to be?
- How do we get there?

Sean Barry initiated strategy discussion and used an easel to write key points.

Mike Manikowski discussed Broad Band Community Summit that he attended and spoke about economic development. Mr. Manikowski explained to the Board that nationally, it is the states and regions, not the counties that are connecting up. We should try to model ourselves after places such as Lafayette, Louisiana, and Chattanooga, Tennessee who are working on their infrastructure and have connected up with fiber ring. They have fiber to the homes and to the businesses. They were able to do that because they own the local municipalities. The economic development gains are enormous from this. Mr. Manikowski said that we need to keep focused on the economic development side. We need to show the developers, businesses, and the investors graphically where the fiber is in Ontario County by using data sheets and maps. This is being done throughout the country to attract the kinds of investments that can leverage up the various fiber connections. Deploying the laterals into the strategic places in the county also needs to be a goal of this organization. Working cooperatively with the developer, the Industrial Development Agency, to come up with the resources

to deploy deeper into the county and get our multiple carriers to provide options to our businesses. We want to develop more points of presence. Mr. Manikowski said that it is clear to him that we need to stay on the path of economic development and leverage this up to become the key infrastructure for economic development. He believes we are the envy of many areas of this country.

Discussion took place regarding the intention of Axxess Ontario and how it will move forward in the future. It was decided to look at technical office parks in the county to extend fiber out there. Working with the IDA, Axxess Ontario can deploy into high business density areas.

Mr. Barry asked the question “Are we just going to stay focused with Ontario County?” We are starting to creep out down towards Yates County. Are we looking at the Southern Tier? The Southern Tier counties involved would be Yates, Schuyler, Chemung, and Steuben. The largest employer in Yates County is the Soldiers and Sailors Hospital. Mr. Manikowski said that “Yates County is a great opportunity. Finger Lakes Health in Penn Yan to Geneva is a game changer.” Mr. Townsend commented that the name for the corporation selected was Finger Lakes Regional Telecommunications Development Corporation with the idea of including Yates County and some of Livingston County. We have crossed the border over to Newark and we will be in Seneca County. Using a map, discussion took place on the different areas of expansion to be considered.

Robert Seem commented that this may become a situation where Axxess Ontario is keeping Ontario County way out in front while bringing the other counties along. The other counties will never be at the same level of development so we will still have the Economic Development advantage while becoming more of a regional entity.

Mr. Lukasiewicz said that connecting to the Southern Tier counties is going to help the entire region and the businesses in Ontario County. It will help with carriers as far as getting from Rochester and attracting other businesses.

Mr. Lukasiewicz gave an example - what if a level III wants to get down into Corning, the only way they can get there from Rochester is to lease fiber from Axxess Ontario colocation space for regeneration of signals and continue down to Corning. In that way, we can still generate some income. It could also be visa versa – customers leasing fiber to come up to Ontario County.

Mr. Hemminger stated that we still do not have a concentrated plan to connect the carriers that function out of the major metropolitan areas such as Rochester and Syracuse. We need to connect the carrier hotels in Rochester and Syracuse into our network? What can we do to get that direct connection to that main center in Rochester and the secondary center in Syracuse so that we would true access to the world. This would be a great opportunity to share this with the economic development world.

Further discussion took place regarding different ways to get a direct connection from Rochester and Syracuse to Ontario County.

Chair Ward commented that he thinks that the next step is to get this connection, and then everything will flow from there. We need to analyze the costs/benefits ratio and see what we are going to do.

Mr. Mossbrook commented that we haven’t really addressed the bigger question, “How are we, as an entity, going to sustain? In what form does this LDC move forward?”

Further discussion took place regarding the future of Axxess Ontario.

**NEXT MEETING** – June 15, 2012

**ADJOURNMENT**

A motion was offered by John Sheppard and seconded by Doug Mossbrook to adjourn the April 27, 2012 meeting of Axxess Ontario ended at 12:10 p.m.

**Distribution:**

All attendees, present and absent  
Ontario County 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