

FINGER LAKES REGIONAL TELECOMMUNICATIONS DEVELOPMENT CORPORATION
dba AXCESS ONTARIO
BOARD OF DIRECTORS MEETING
August 10, 2012

Members Present:

John Dorak, Noyes Memorial Hospital
John Garvey, County Administrator
Ed Hemminger, SMS
Michael Manikowski, Ontario County Economic Developer
Donna Reeves-Collins
John Sheppard, Supervisor, Town of Seneca
Robert Seem, Cornell Ag & Food Tech Park via phone
Camille Sorensen, Wayne Finger Lakes BOCES

Members Absent:

Geoff Astles, Retired County Administrator
Doug Mossbrook, Eagle Mountain, Inc.
David R. Smith, Ontario County Citizen
Steve von Berg, Pervasive Solutions
Mike Ward, Vice President Information Technology, Ultralife

Others Present:

Sean Barry, Ontario County CIO
Meghan Connor Murphy, Dixon Schwabl
Reliefia Kramer, Recording Secretary
Linda Wiener, on behalf of Bonadio & Co.
Joe Starks, ECC Technologies
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 Robert Seem at 10:00 a.m. Mr. Seem will serve as Chair of this meeting in Chair Michael Ward's absence.

REVIEW OF THE MINUTES

The Board reviewed the minutes of June 15, 2012. Mr. Barry changed the adjourned date to June 15, 2012. Mr. Townsend said that the draft minutes had the wrong dollar amount for the lateral line of credit. The lateral line of credit is for \$550,000. Mr. Townsend said that the minutes also need to reflect that Donna Collins Reeves was present at the June 15, 2012 meeting.

Ed Hemminger made a motion, which was seconded by John Sheppard to approve the June 15, 2012 minutes with the above stated corrections. Motion carried.

UPDATE ON LATERAL FUNDING AND WOLCDC

Mr. Barry informed the Board that he is going to the Finance Committee on August 15, 2012. He briefly discussed the memo that he wrote on behalf of the Axxess Board of Directors to the Finance Committee (included in agenda packet) on the borrowing history and current line of credit. He would like to get approval and a resolution from the County to continue their status as a subordinate lender.

County Administrator John Garvey commented to the Board that he has spoken with the FMC Chair and he thinks things will be moving forward with this approval. However, he has asked Sean to come to the meeting to re-educate and inform the Committee about this organization and how it works. He would like everybody on the FMC to be comfortable with what has happened in the past and feel fully informed.

Mr. Barry updated the Board on the WOLCDC letter. He, Andy Lukasiewicz or Joe Starks will be meeting with the WOLCDC to discuss some of their concerns.

FINANCIAL UPDATE

Linda Wiener discussed the financials with the Board.

MARKETING AND PR UPDATE

Megan Connor Murphy discussed the public relations proposal which involves social media and also presented the marketing proposal which included estimates for a sell sheet, brochure, progress report, and estimates for newspaper print campaign.

A motion was made by Supervisor John Sheppard, which was seconded by Ed Hemminger, to approve the expenditure for Dixon Schwabl to create and print sell sheet, cost not to exceed \$4,000 at the discretion of CEO. Motion carried.

Supervisor Sheppard commented that maybe some of the PR hours could be used to update the website. Ms. Connor Murphy agreed and said that they will continue to update the website using the PR hours.

Discussion took place regarding having business cards made with the Axxess Ontario logo so that representatives would be distinguishable from ECC.

SALES AND OPERATIONS UPDATE

Joe Starks gave an update to the Board on Sales and Operations.

A motion was made by John Sheppard, and was seconded by Ed Hemminger, to authorize the CEO to sign an IRU agreement with Iberdrola to provide for access to their Border City location. A decision will be made at the next Board meeting of the exact way we are going to build, but we commit to actually doing that based on the recommendation of ECC. Motion carried.

OLD BUSINESS

Supervisor Sheppard discussed the attendance requirements with the Board. It was decided that the Governance Committee would initially handle any necessary discussions with members regarding this issue.

A brief discussion took place regarding the bank signatures. Discussion was tabled until the next meeting.

NEXT MEETING – September 28th, 2012

ADJOURNMENT

A motion was offered by Ed Hemminger and seconded by John Sheppard to adjourn the August 10, 2012 meeting of Axxess Ontario ended at 11:55 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