

MINUTES
FINGER LAKES REGIONAL TELECOMMUNICATIONS DEVELOPMENT CORPORATION
dba AXCESS ONTARIO
BOARD OF DIRECTORS MEETING
September 28, 2012

Members Present:

Geoff Astles, Retired County Administrator
John Dorak, Noyes Memorial Hospital IT Director
Ed Hemminger, SMS
Michael Manikowski, Ontario County Economic Developer
Doug Mossbrook, Eagle Mountain, Inc.
Donna Reeves-Collins, Rich Products
Robert Seem, Cornell Ag & Food Tech Park
John Sheppard, Supervisor, Town of Seneca
David R. Smith, Ontario County Citizen
Camille Sorensen, Wayne Finger Lakes BOCES
Steve von Berg, Pervasive Solutions

Members Absent:

John Garvey, County Administrator
Mike Ward, Vice President Information Technology, Ultralife

Others Present:

Sean Barry, Ontario County CIO
Meghan Connor Murphy, Dixon Schwabl
Reliefia Kramer, Recording Secretary
Terry Phillips, Bonadio & Co.
Linda Weiner, on behalf of Bonadio & Co.
Joe Starkes, ECC Technologies
Andy Lukasiewicz, ECC Technologies
James Townsend, Esq., Remington, Gifford, Williams & Colicchio on conference call
Vinnie Esposito,
Mike Kenyon, Account Executive at TW Telecom
Cindi Crowley, TW Telecom Sales Director

The meeting of the Board of Directors of the Finger Lakes Regional Telecommunications Development Corporation, dba Axcess Ontario was called to order in the conference room of the Ontario County Economic Development Office by David R. Smith at 10:00 a.m. Mr. Smith will serve as Chair of this meeting in Chair Michael Ward's absence.

Mr. Manikowski introduced Vinnie Esposito from the Empire State Development Corporation.

Mr. Esposito thanked the Board for allowing him time on the agenda to speak. Mr. Esposito told the Board that he interested in the work this Board has accomplished. He explained that he was just appointed by Governor Como to Empire State Development the Finger Lakes Regional Office at the end of January. His primary responsibility is Executive Director of the Regional Council. He has been trying to get around to all of the nine

counties in the council's region. He informed the Board that he is available if they should have any questions and he looks forward to working with them in the future and learning more about this project.

The Board introduced themselves.

APPROVAL OF THE MINUTES

Mr. Smith requested a motion to approve the minutes of August 10, 2012.

John Sheppard made a motion, which was seconded by Robert Seem to approve the August 10, 2012 minutes. Motion carried.

TW TELECOM'S RELATIONSHIP WITH AXCESS ONTARIO

Mike Kenyon and Cindi Crowley from TW Telecom discussed with the Board, different ways that TW Telecom and Axxcess Ontario can work together to provide service to their customers. Ms. Crowley suggested that they get together to create a business plan.

Mr. Smith requests volunteers to work on the group to create a business plan. Mr. Starkes, Donna Collins Reeves, and John Dorak agree to be on the group. Mr. Starkes will set up the time and place of meeting.

Mr. Seem stated that should be more like a memo of understanding rather than a formal business plan.

Mr. Smith reiterated that the group will create the MOU and bring it back to the Board for approval.

Mike Kenyon and Cindi Crowley thank the Board and leave the meeting.

UPDATE ON LATERAL FUNDING AND WOLCDC

Mr. Barry informed the Board that he, John Garvey, Andy and Ned (ECC), met with the WOLCDC group and it went well. The WOLCDC group thought the fiber ring was going to provide service to the homes due to publicity from 5 years ago. They were pleased to learn what is available to them and that because of the fiber ring, they can get broadband service.

Mr. Barry said that we need to get out there and engage more with people more because there was a lot of confusion about what we do.

Mr. Manikowski reminded the Board that a few months ago, they had discussed doing a report out to the community and it was decided not to go forward. Mr. Manikowski said that he thinks that it is long overdue for a formal report to the community.

Discussion took place on difficulties/sensitivities in public relations. Mr. Manikowski feels that we need to report out to the community of where AO is, and the progress AO has made, using general terms.

Mr. Smith stated that there is a need for public communications starting with the Board of Supervisors.

Supervisor Sheppard made a motion to have Mike Manikowski, Donna Reeves-Collins, and Meghan Connor-Murphy do a report to the community and a sell sheet for the Board of Supervisors by the end of the year. Motion was seconded by Ed Hemminger. Motion carried.

UPCOMING ROCHESTER D&C ARTICLE ON BROADBAND IN THE GREATER ROCHESTER AREA

Mr. Barry informed the Board of the article in the September 30th, 2012 Democrat & Chronicle.

FINANCIAL UPDATE

Terry Phillips discussed the 2011-990.

Ed Hemminger made a motion to approve the drafted 2011 990, which was seconded by Supervisor John Sheppard. Motion carried.

Mr. Phillips discussed the 2013 Budget with the Board. Mr. Phillips proposes to have a meeting with the Audit and Finance committees to get a better top line revenue projection. The meeting needs to be prior to the next Board meeting, October 26, 2012.

Discussion took place regarding revenue projection process.

SALES AND OPERATIONS UPDATE

Mr. Lukasiewicz gave an update to the Board on Sales and Operations. Discussion and strategic planning for the Geneva build outs took place among the Board members.

John Dorak makes a motion to authorize the design and bid of the build out of FLCC and 83 Seneca Street which was seconded by Mike Manikowski. Motion carried.

Ed Hemminger makes a motion to authorize the construction of the build out of FLCC and 83 Seneca Street in the most economical way, which was seconded by John Dorak. Motion carried.

Mr. Lukasiewicz continued to update the board by discussing the Gorham Tower completion. There is 4G available now in the Town of Gorham.

SELL SHEET UPDATE

Ms. Connor-Murphy updated the Board on the sell sheet. She explained that the subgroup met (Andy, Donna, Jim Armstrong, and herself) and as a result of the meeting, they are recommending that there be two separate sell sheets. One would be for the enterprise level clients and a separate sell sheet for carriers. The estimate for the two sell sheets together is \$4687.50 plus \$400 for printing. This would be over the \$4,000 originally approved by the Board.

John Sheppard offered a motion to approve the sell sheet cost of \$4687.50 plus \$400 for printing, which was seconded by Geoff Astles. Motion carried.

Mr. Starkes added that he will be at a trade show in Dallas in November and will be marketing Axxess Ontario fiber there. It would be good if these brochures were ready for that.

NEXT MEETING – October 26, 2012

ADJOURNMENT - The September 28, 2012 Axxess Ontario Board of Directors Meeting adjourned at 12:04.

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