

MINUTES
FINGER LAKES REGIONAL TELECOMMUNICATIONS DEVELOPMENT CORPORATION
dba AXCESS ONTARIO
BOARD OF DIRECTORS MEETING
October 22, 2015

Members Present:

John Dorak (by phone)
Mary Krause
Michael Manikowski
Bob Seem (by phone)
John Sheppard
David Smith
Camille Sorensen
Mark Tolbert
Johnny Walker

Members Absent:

Don Culeton
Doug Mossbrook

Others Present:

Andy Lukaszewicz, Mike Kenyon, Chad Bonshack, ECC Technologies
Helen Zamboni, Underberg & Kessler
Tarkus Murphy, PlexAN, Inc.
Paul Reynolds, CMA, Inc. (by phone)
Marc Simmons, Simco Marketing, LLC (fka Simadex Marketing, LLC)
Stephen Buck, Simco Marketing, LLC
Suzanne Vary, Ontario County Economic Development Specialist

The October 22, 2015 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 at 3:35 p.m. by Chairman John Sheppard. The Chairman introduced Mary Krause, the newly-appointed Ontario County Administrator and John Garvey's successor as an ex officio member of the Board.

APPROVAL OF THE MINUTES:

Approval of the minutes of the September 24 meeting was moved by Mark Tolbert, seconded by Mike Manikowski. Motion carried.

PRESENTATIONS:

Mike Manikowski then introduced Marc Simmons and Stephen Buck from Simco. Simco has established the Simco Galleria at 61 Main Street in Canandaigua. Simco proposes to turn the

lower level of the building into a data center and colocation site, and is engaged in negotiations with The Reilly Group from Ontario, Canada for Reilly to operate from this site. The building has unique characteristics, having a “hardened” lower level, largest private parking lot in downtown Canandaigua and great access to utilities. Simco wants to connect to Axxess Ontario and needs \$30,000 for the installation of redundant access. This will be the subject of discussion at Ontario County Economic Development; Mike thought that the Axxess Ontario board should be aware of this.

The second presentation was made by Paul Reynolds, of CMA, Inc. CMA is working with municipalities to establish small cells within urban areas to deliver “last mile” broadband connectivity.

FINANCIAL UPDATE:

The proposed 2016 budget, which had been sent to the Board with the other meeting materials, was then discussed. It is conservative and achievable, and was developed with ECC and the Finance Committee. That committee recommends its adoption and to that end, committee chair Johnny Walker moved approval, which was seconded by Mike Manikowski. Motion was unanimously approved. Terry reported that he is working with Citizens Bank on renewing the \$4.0M primary loan, and documents should be sent out soon. Finally, Terry continues to look for FDIC-insured alternatives to invest AO’s cash to generate some return.

SALES AND OPERATIONS:

At 4:18 p.m., a motion was offered by Mark Tolbert, seconded by David Smith, to go into executive session for the discussion of the proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale of exchange of securities held by the Corporation as publicity would substantially affect the value thereof. Motion carried. At 4:39 p.m., a motion was offered by Johnny Walker, seconded by Mike Manikowski to leave executive session. Motion carried.

Johnny Walker moved, and Mike Manikowski seconded, the approval of the Finger Lakes Health proposal as presented to the Board. Motion carried.

Johnny Walker then made the following resolution, which was seconded by Mark Tolbert: It is resolved that, effective immediately, the Finance Committee, acting on the recommendation of the Chief Financial Officer of the Corporation, is authorized to approve any proposal or contract with an aggregate value of \$100,000 or less that otherwise meets the previously approved financial tests. Motion carried.

At 4:48 p.m., a motion was made by Mark Tolbert, seconded by Johnny Walker, to adjourn. The motion passed.

REMINDER: NEXT BOARD MEETING IS DECEMBER 10 AT 3:30 P.M.

Distribution:

All Board Members, present and absent
Ontario County Board of Supervisors
Clerk's Office, Board of Supervisors
Mary Krause, County Administrator
Mary Gates, Deputy County Administrator
Gary L. Curtiss, County Attorney
Cathy Bentzoni, County Finance Officer
Michael Wojcik, Economic Development