

**MINUTES  
BOARD OF DIRECTORS  
FINGER LAKES REGIONAL  
TELECOMMUNICATIONS DEVELOPMENT CORPORATION  
May 18, 2007**

The meeting of the Finger Lakes Regional Telecommunications Development Corporation (TDC) was called to order by Edward Hemminger at 10:00 a.m. in the Economic Development Conference Room.

In attendance were:

Members:

Mike Bell, Consultant  
Edward Hemminger, Chief Information Officer, Ontario County  
Wayne Houseman, Vice Chairman, Ontario County Board of Supervisors  
Geoffrey Astles, Ontario County Administrator  
Mike Manikowski, Ontario County Economic Developer  
David Morrow, Consultant  
Doug Mossbrook, Eagle Mountain, Inc.  
Robert Seem, Acting Executive Director, Cornell Ag & Food Tech Park  
David R. Smith, CEO, Infotonics  
Camille Sorensen, Wayne Finger Lakes BOCES

Guests:

Matthew Crider, ECC Technologies  
Kurt Frenzel, ECC Technologies  
James Townsend, Esq., Remington, Gifford, Williams & Colicchio  
Tom Rauscher, ArchiTechnology  
Paul Griswold, Finger Lakes Technologies Group  
Joe Starks, ECC Technologies

**Presentation – Finger Lakes Technologies Group (FLTG)**

Mr. Griswold gave a presentation of options to the proposed 40 mile first phase. FLTG has been involved with the Canandaigua Chamber of Commerce broadband committee ever since its inception. FLTG has created a large fiber network with over 70 people employed in Ontario County. The company has operated in Ontario County for over 100 years. We can give immediate access to our hundred mile fiber which we completed last year. Mr. Griswold informed the group of the areas they are planning to expand to and the areas already covered. The experience of the FLTG and the mileage of fiber they have acquired will be beneficial to Ontario County. He noted that they can get the job done. They have their own trucks, poles, cables, and trailers. They have everything because they are a phone company. Mr. Griswold stated they have tied all of their fiber together in New York State. They are located in the center part of the state. They are a small and locally based company in Ontario County. He further explained that they were providing different proposal options for Ontario County. The base proposal includes Canandaigua, Phelps and Geneva. The pricing is guaranteed. He explained the different routes.

**APPROVAL OF MINUTES – March 23, 2007**

A motion was made to approve the minutes of the March 23, 2007 meeting by Wayne Houseman, seconded by Doug Mossbrook, and carried.

**APPROVAL OF FILLING BOARD MEMBER VACANCY**

Mr. Astles informed the Board that Jack McCabe will not be representing BOCES anymore. Camille Sorensen will fill his vacancy.

A motion was offered to fill the vacancy created by Jack McCabe with Camille Sorensen by David R. Smith, seconded by Wayne Houseman, and carried

### **OTHER BUSINESS**

Mr. Astles advised the Board of the hard negotiations that have been going on with the IDA, the County and the Empire Pipeline Company. We have been ostensibly saying, if you want the benefit of an IDA pilot agreement, we need to see some economic benefit to the County. They have come back with a proposal that essentially would be a twenty five year agreement that would provide \$379,000 a year which would give a sufficient funding for the entire ring.

Mr. Hemminger reports that it will be between 5 and 6 and a half million. So that would give us the additional monies to be fully funded. The Board continued to discuss the possibility of the agreement.

### **EXECUTIVE SESSION 11:10 A.M.**

A motion was made by Mike Manikowski, seconded by Doug Mossbrook to go into executive session. The Board went in to executive session for the purpose of discussing sensitive contractual negotiations, and carried.

A motion was made by Bob Seem, seconded by Doug Mossbrook to end the executive session at 11:55 a.m., and carried. No action was taken in executive session.

### **CONTRACT EXTENSION FOR TOM RAUSCHER**

A motion was made by Doug Mossbrook, and seconded by Mike Bell to extend the existing contract by an amount not to exceed \$5,000 for the purposes of doing the comparative analysis on the FLTG proposal needed to help make a decision on the proposal and the impact on plans to hire a design engineer, and carried.

### **FINANCIAL UPDATE**

Ed Hemminger distributed a financial worksheet and a copy of the project summary. This will advise Board members of the status of projects that they have approved.

Mr. Hemminger discussed the proposal to hire the Bonadio Group to provide the day-to-day financial advising and Eldredge Fox & Porretti to provide the audit services. Eldredge, Fox & Porretti, llp need to update the business plan financials and because they are the ones who did the original plan it would be less work for them to accomplish this task. The functions of audit and day-to-day financial assistance have to be performed by separate parties.

A motion was offered by David R. Smith, and seconded by Mike Manikowski to contract with Bonadio for an amount not to exceed \$20,000 based on the hourly rates presented to provide the daily financial advisory services, and carried.

A motion was offered by Doug Mossbrook, and seconded by Wayne Houseman to contract with Eldredge, Fox & Porretti, llp to do the audit work, and carried.

### **Request for RFP**

Mr. Hemminger discussed the communications matrix he provided. The board needs to address how we communicate information out to customer and the public as well as elected officials. There is a need for a Public Relations RFP covering marketing, public relations, and press releases. The Corporation will need to make a website that is interactive with customers so they can get pricing information as well as providing more information to include the build schedule.

A motion was offered by Mike Manikowski, and seconded by Mike Bell to create an RFP to for public relations, marketing press releases, and website work, and carried.

**ADJOURNMENT**

Being no further business to come before the Board, the meeting adjourned at 12:06 a.m. following a motion made by Doug Mossbrook, seconded by Bob Seem, and carried.

Respectfully submitted,

*Reliefia Kramer, Planning in absence of  
Secretary to the County Administrator*

**Distribution:**

All attendees, present and absent  
Ontario County Board of Supervisors  
Darlys McDonough, Deputy County Administrator  
Roberta Hutchinson, Asst. Economic Developer  
Mary Gates, Economic Development Office

John Park, County Attorney  
Board of Supervisors Office  
Cathy Bentzoni, County Finance Officer  
Kristen Thorness, Esq.