

**Syracuse MetroNet
Board of Directors Meeting
Friday, April 20, 2018
8 AM, Syracuse Technology Garden
235 Harrison Street**

MetroNet Board Members, Visitors and Staff Attendance:

Brian Barboline - Vice-President - E

Dave Prowak - Treasurer - ✓

Meg Backus - A

Bill Murray - President - ✓

Shaun Black - A

Joe Ziemba - E

Andrew Cramer - A

Nader Maroun - E

Kevin Sexton - Secretary - ✓

Murali Venkatesh - ✓

Matt Mahoney - E

Mike O'Neill - ✓

Ron Walter - ✓

Larry Page - ✓

() - Individuals listed in parenthesis after Board members indicates a representative who attended in place of that board member

✓ - Indicates Board members, visitors or MetroNet staff personal that were present

A - Indicates Board member that was absent

E - Indicates Board member that was excused

Meeting Notes:

1.) Welcome and Introductions

Bill Murray called the meeting to order at 8:12 AM.

2). Motions

Dave Prowak reviewed the MetroNet Revenue Less Expenses report as of March 31, 2018 and reported total revenue for the year to date of \$5,741.02 versus a budget of \$8,247.00

Mr. Prowak further reported that cash on hand at the end of the month was \$112,907.71. Accounts Receivable stand at \$8,060.72. These include four months of past due Internet service charges from the Marriott Syracuse Downtown. Ron Walter stated that we have received two checks from the Marriott Syracuse Downtown since the end of March. We had also received two checks in March so it appears that the hotel is trying to catch up on the amount owed.

Bill Murray asked for a motion to approve the MetroNet financials for March 2018 as presented.

Motion: Murali Venkatesh made a motion to approve MetroNet financials for March 2018 as presented, and Mike O'Neill seconded the motion.

The motion was carried.

3.) MetroNet Technology Report

Larry Page stated that he had nothing to report. Ron Walter stated that he still has the two pieces of Cisco equipment in his office that were purchased as backup.

4.) MetroNet Project Development

City of Syracuse Fiber Build - Dave Prowak reported that he has been making progress in building a fiber ring between the Atrium Building and the State Tower Building. He has received the green light from Verizon to pull fiber through their conduit and anticipates pulling fiber through some Crown Castle conduit that the City has access to. He has also identified a vendor that he expects to be working with to provide Internet service. He is looking to have 88 pairs of fiber directly connecting the Atrium Building to the State Tower Building. Ron Walter stated that this ring could serve as the northern part of the Tech Alley ring that we have been talking about.

Mr. Prowak asked what kind of presence Syracuse MetroNet has on the 9th Floor of the State Tower Building. Ron Walter stated that we have a fiber connection through DANC from our equipment on the 7th Floor to the Meet-Me Room on the 9th Floor where we connect to the Crown Castle network. Syracuse MetroNet secured the funding to build the Meet-Me Room which is now managed by WVT. He added that although the MetroNet cabinet on the 7th Floor is full, we could secure another cabinet in the cage if the City needed space to locate their equipment. The cage is currently managed by DANC and they have their equipment within that cage but there is room to add more. Mr. Prowak added that initially he will be using the ring to provide Internet service from Cogent to City Hall but sees the possibility of using it to connect non-profits in the City. Mr. Walter added that MetroNet is currently paying \$420 per month for 10Mb of Internet service from Level 3 and any opportunity to reduce that cost while increasing the bandwidth would be very advantageous to its members and local non-profit agencies.

Free Wi-Fi Service – Ron Walter reported that he had talked with his contact at CenterState CEO who stated that while a major focus of CenterState is on drone development, he believed they would still be interested in pursuing the Tech Alley project. He also felt that they would be very interested in a project that would provide free Wi-Fi in the downtown area. They talked about the establishment of free Wi-Fi as being a first step and talked about how to market it. He suggested that Merike Treier, head of the Downtown Committee, should be involved in any discussion of free Wi-Fi.

Mike O'Neill suggested that Syracuse MetroNet should explore ways in which we might assist the drone development work being done by CenterState. Ron Walter stated that he would reconnect with his contact to explore ways in which MetroNet might be able to assist in this effort. Kevin Sexton reported that he had met with the County Executive and the Deputy County Executive. Ms. Mahoney was heavily in favor of the free Wi-Fi idea. Mr. Seton also reviewed our continued interest in the Tech Alley project and Ms. Mahoney suggested that we invite Rob Simpson to a meeting at the Tech Garden to further discuss these ideas. Mr. Sexton added that it would be very helpful to also have the Mayor at such a meeting. Dave Prowak indicated that he would email the Mayor immediately about such a meeting.

Dave Prowak reported that he has been working with NyserNET for some time. They are interested in participating in his fiber ring project and have also expressed an interest in becoming more involved in the community. Mr. Prowak suggested that a new non-profit be formed with both the City and NyserNet contributing resources to build the second half of the fiber ring. With the buying power of NyserNet, local non-profits could save significantly on their Internet costs. Ron Walter added that we should explore moving our Internet connection from Level 3 to a more reasonable priced connection. However, since we are currently have our equipment in the Level 3 space, we would need to determine all the ramifications of such a move. He suggested that he and Bill Murray get together to review options for changing our Internet service provider and for being able to provide free Wi-Fi in downtown Syracuse. Bill Murray suggested that we may be able to tap into the wireless expertise at Syracuse University.

4.) MetroNet Strategic Planning

Ron Walter distributed a copy of a draft of some strategic goals that Kevin Sexton had put together and that Board members had discussed at recent strategic planning sessions.

Mr. Sexton asked if we needed a goal of making people aware of what Syracuse MetroNet does and is all about. Ron Walter stated that this could be a goal of making target audiences aware of our mission and our capabilities and the value of the organization to the community. Mr. Sexton added that fundraising could be tied into this goal. It's

good that we are focusing on the free Wi-Fi and Tech Alley initiatives but we need to understand what we are going to do with these initiatives and how these fit into our long term vision. Mr. Walter added that we need to address the list of issues that he passed out at the last Board meeting as to how we execute the Tech Alley project.

Murali Venkatesh stated that we need to determine how we see ourselves and that will drive how we position ourselves. Do we want to be an organization that leads or shapes technology conversations? In order to do this, we need to create visibility.

Mike O'Neil asked "what is our product"? He thinks we are trying to create a market when we don't know what our product is. Mr. Sexton stated that our product is identified in the vision statement and we need to do a better job of defining it. Specifically, we are the primary resource for consultation and recommendations for providing solutions for broadband and Internet services. Bill Murray stated that he doesn't think we should provide anything. We should develop ideas and bring all the players together to determine how we execute those ideas. Local vendors should design the project and provide the services. We should provide the impetus to get projects started and accomplished. Someone has to bring people together. Ron Walter stated that this sounds like MetroNet should position itself as the "driver". We are not the doer but rather the driver. If Syracuse MetroNet does not exist, none of these ideas will never see the light of day.

Kevin Sexton stated that we are almost starting from the ground up to a large degree. Therefore, perhaps our goal should be to create a business plan and part of that plan should include fundraising and a plan for marketing. Ron Walter stated that we did create a business plan several years ago and we could use that as a starting point. He added that our product could be viewed, as stated in the current mission statement, as an improvement in the quality of life. One way of doing that is by helping to drive economic development.

Mike O'Neill stated that what we are talking about is creating a product and hoping there is demand out there for the product rather than developing the product to meet that demand. Ron Walter stated that we know from personal experience that there is an acute demand for cheaper broadband among businesses in the downtown area. If we can develop a system for providing that cheaper broadband, it will help drive business growth in the downtown area. Murali Venkatesh asked if the product then is broadband or consulting for broadband. If it is broadband, that is an extension of what we are currently doing. If we are setting ourselves up as a broadband consultant, that is a fairly significant change.

Bill Murray stated that he doesn't believe MetroNet should own anything. MetroNet should be strictly a consultant. If you have a problem or need, bring it to Syracuse MetroNet and we will gather the best resources in this area to help develop solutions. We would charge for membership in the organization. For instance, we can develop the fiber ring for providing Internet to downtown businesses and then we would turn it over for use by the local ISPs. We can be the coordinator of technology development. By the next meeting we should develop a list of how we can become the primary technology consulting organization for the Syracuse area.

Kevin Sexton stated that it will really be a help to us to understand the priorities of the local economic development organizations such as CenterState CEO and the Downtown Syracuse Committee. Technology can be the driver of many of the objectives of these organizations.

Ron Walter suggest that we give some thought to how we become this technology consultant and how do we make this happen if the grander view is building "a Dubai". We need to focus on the strategies for doing this. We also need to identify local resources that we can tap into such as Syracuse University, Le Moyne College and OCC. Bill Murray added that we also must align with the objectives of the economic development people at the City and County so that we are in the best position to help them utilize technology.

5.) Next Meeting Dates

The next MetroNet Executive/Planning Committee meeting is scheduled for Friday, May 18, 2018 at 8:00AM.

The next MetroNet Board of Directors meeting is scheduled for Friday, June 15, 2018 at 8:00AM.

6.) Motion to Adjourn

Bill Murray asked for a motion to adjourn the meeting.

Motion: Mike O'Neill made a motion to adjourn the meeting.