

**Syracuse MetroNet
Board of Directors Meeting
Friday, October 19, 2018
8 AM, Syracuse Technology Garden
235 Harrison Street**

MetroNet Board Members, Visitors and Staff Attendance:

Brian Barboline - Vice-President - ✓	Kevin Sexton - Secretary - ✓
Dave Prowak - Treasurer - ✓	Murali Venkatesh - E
Dane Dell - ✓	Matt Mahoney - E
Bill Murray – President - E	Mike O’Neill - ✓
Shaun Black - A	Ron Walter - ✓
Joe Ziemba - A	Larry Page - ✓
Andrew Cramer - A	
Nader Maroun - ✓	

() - 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

Brian Barboline called the meeting to order at 8:09 AM.

2.) Motions

Brian Barboline asked for a motion to approve the minutes from the August 17th Board meeting as presented.

Motion: Nader Maroun made a motion to approve the Board meeting minutes as presented for the August 17th Board meeting, and Kevin Sexton seconded the motion.

The motion was carried.

Dave Prowak reviewed the MetroNet Revenue Less Expenses and the MetroNet Balance Sheet as of September 30, 2018 and reported total revenue for the year to date of \$39,436.55 versus a budget of \$68,921.00. The primary reason for this revenue shortfall are outstanding accounts receivable which currently stand at \$29,970.54. Total expenses to date are \$54,552 versus a budget of \$67,228.00.

Mr. Prowak further reported that cash on hand at the end of the month was \$105,774.08.

Nader Maroun asked for more details on the high amount of Accounts Receivable. Ron Walter explained that there are five organizations who have been invoiced for the 2018 Baseline Fee which we have not received payment from: The City of Syracuse, Upstate Medical University, Le Moyne College and the Syracuse City School District. The invoice for Internet service to Crouse was just mailed out three weeks ago and the amount due from the Marriott Syracuse Downtown has been reduced significantly since two payments were received this month. The hotel is currently only one month behind. He added that he has heard nothing from the School District since he sent another copy of the invoices as requested in August. The original invoices were sent to the District in June. Mr. Maroun asked Mr. Walter to send him copies of the invoices and he would follow up with the District.

Mr. Walter stated that although we have not heard from Shaun Black from Le Moyne College, we need to make another effort to re-engage him since he has provided valuable input in the past.

Nader Maroun suggested that we make an extra effort in the near future to follow up on the outstanding invoices rather than let them go any longer.

Brian Barboline asked for a motion to approve the MetroNet financials for September 2018 as presented.

Motion: Nader Maroun made a motion to approve MetroNet financials for September 2018 as presented, and Brian Barboline seconded the motion.

The motion was carried.

3.) MetroNet Technology Report

Larry Page reported that all equipment is working as it should be working.

4.) MetroNet Project Development

City of Syracuse Initiatives – Dave Prowak reported that since our last meeting, the City has reached an agreement to purchase 17,500 light poles. As part of this, the City has received \$500,000 from the New York Power Authority to do some Smart City initiatives. One of the core pillars of the plan is to have municipal Wi-Fi, hopefully throughout the City. The City currently is reviewing five proposals from companies who want to construct the Wi-Fi system. One option is to construct a 5G system in which a company would install high density small cells throughout an area and then sell the access to AT&T and Verizon.

Mr. Prowak further reported that the City-owned fiber connection is now complete and he has been working with the City's legal department to determine how this fiber build can be leveraged and through what vehicle the City can operate to leverage this fiber. The legal department still needs to determine how and with whom this Verizon conduit access can be shared. The contract states that the conduit can be used for municipal use but what constitutes municipal use? Is the City free to lease their rights to another organization such as MetroNet so that MetroNet can build the Tech Alley? He added that the City will need to build fiber to connect about 25-30 gateway locations around the city to provide Wi-Fi access. MetroNet has been mentioned in internal discussions as an organization that could work with the City through a City-owned development organization to build these connections. Mr. Prowak stated that there is a lot happening and the City is exploring many ways in which they can implement Smart Cities initiatives.

Kevin Sexton asked if this would provide an opportunity to provide free Wi-Fi in the City. Mr. Prowak said that is the intention. While there would be a fee associated with 5G service, regular Wi-Fi access would be provided at no charge. This City administration really wants to do things to address the digital divide. Mr. Walter stated that we are really talking about two projects. One would be 5G access for which the Verizon and AT&T would pay the City to access the poles and the other would be free regular Wi-Fi service. If you were a customer of Verizon or AT&T you would be able to access the new 5G service as part of your service agreement. If not, you would be able to use Wi-Fi to access the Internet. The more Wi-Fi devices that we can mount on the newly purchased light poles the broader the reach of the free Wi-Fi service.

Ron Walter stated that his interest from a MetroNet standpoint is in the potential of free Wi-Fi access in underserved neighborhoods in the area of education. This would be something that should be of great interest to the Syracuse City School District. If we can find a system through which we can provide free Wi-Fi in areas such as the South Side, the Near West Side, and the North Side, we can work with the local schools to develop applications for use in those neighborhoods. This would be a key opportunity for Syracuse MetroNet.

Mr. Walter also stated that at our last meeting of the municipal broadband group, we agreed that the next step would be to determine what the lawyers are now looking at: Can Syracuse MetroNet use the Verizon conduit under the

City/Verizon contract to provide fiber to the buildings along the Tech Alley route. He asked Mr. Prowak when we might have an answer to that question. Mr. Prowak indicated that he would follow up with the legal department by the middle of next week. He added that the City is very interested in being able to use the \$500,000 available for the Smart Cities initiatives and would like to raise that to \$1 million. Mr. Barboline asked how far would the \$1 million would take you. Mr. Prowak responded that it depends on what you would want to include as part of the Smart Cities initiatives and they are still in the process of evaluating how to best spend that money. He anticipates that a decision on installing new lights on the poles will be made by December 1st with the decision on the best Wi-Fi system to be made sometime during the first quarter of the year. Installation work on the new lights will begin as soon as the weather clears in the spring.

Brian Barboline stated that he was trying to figure out how we could leverage the expertise in this room. The members of MetroNet also have a lot of facilities that could possibly be leveraged in this effort. Perhaps we could develop a model around these locations which demonstrates how we could not only help the community but help organizations within the City. Nader Maroun added that there is clearly an opportunity with organizations like the hospitals, the County, the Syracuse Community Health Center to say you've got an infrastructure that's already built in to the MetroNet locations which provides an opportunity to extend efforts that the City is currently discussing. Mr. Barboline added that our locations, our history and the services that we have provided are definitely assets that we can leverage.

Ron Walter stated that the input from the City's legal department is crucial to help us develop a specific plan for the Tech Alley and to determine how we might be involved in other initiatives in which the City is involved. Dave Prowak agreed that we need to determine whether we can use the Verizon conduit. If we can, the City cannot do this and would have to give it to a Syracuse local development corporation.

Nader Maroun stated that he is concerned about the City's legal department's scope of understanding of what can be done. There seems to be a lot of things going on within City Hall these days and it might be beneficial for MetroNet to try to have some conversations with the Corporation Council to explore how we can move this project along. Ron Walter stated that he had a recent conversation with Greg Loh, Director of City Initiatives, who expressed interest in learning more about Syracuse MetroNet. Mr. Loh is very interested in bridging the digital divide in the City. He agreed to contact Mr. Loh to set up a meeting.

Nader Maroun stated that he believes that Ryan McMahon would be interested in being part of a project that addressed poverty in the City. As far as he knows, Mr. McMahon probably knows very little about Syracuse MetroNet but might be very interested in a project which leveraged MetroNet's assets to address a major issue on partnership with the City. Kevin Sexton stated that McMahon is just starting to reach out to the department heads and Syracuse MetroNet is one of the topics on his list to talk with him about. Mr. Walter added that he would be glad to meet with the County Executive in a separate meeting to brief him on the background of Syracuse MetroNet. Mr. Maroun asked Mr. Sexton to let him know when he meets with McMahon so that he can follow up with him.

Kevin Sexton suggested that we create a LinkedIn group to spell out our mission and invite all of the Board members to join as well as others in the community so that they understand what we are about and where we are trying to go. Mr. Sexton agree to set up such a group on behalf of Syracuse MetroNet.

6.) Next Meeting Dates

The next MetroNet Executive/Planning Committee meeting is scheduled for Friday, November 16, 2018 at 8:00AM.

The next MetroNet Board of Directors meeting is scheduled for Friday, December 21, 2018 at 8:00AM.

7.) Motion to Adjourn

Brian Barboline asked for a motion to adjourn the meeting.

Motion: Nader Maroun made a motion to adjourn