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**Southern Tier Network, Inc.  
July 9, 2020  
Remote Meeting: Electronic/Telephonic Media  
Board Meeting Minutes**

**ATTENDANCE**

**Board Members:** Alan Eusden; Carl Hayden; Winona Flynn; David Hopkins; Judith McIntosh; Tim O'Hearn; James Osborn; John Sharkey; Chelsea Robertson; Mark Rogus; Marcia Weber; Jack Wheeler, Stephen Wilber

**Absent:** Aaron Dowd; Howard Zingler

**Guests:** David Sheen, Chemung County

**Management:** Tony Marzolino, Steve Manning; Jeff Gasper

**CALL TO ORDER** – the meeting was called to order at 10:00 AM by chair Marcia Weber via electronic/telephonic media.

**APPROVAL OF THE MINUTES**

The minutes of the June 11, 2020 board meeting will be reviewed at the August board meeting.

**SALES & MARKETING REPORT**

On a motion duly made (Sharkey/Eusden) and carried, at 10:05 AM the board went into **executive session** for discussion of contractual, financial, and customer-specific information.

On a motion duly made (Hopkins/McIntosh) and carried, at 10:58 AM the board came out of **executive session with no action being taken.**

**SOUTHERN TIER COALITION STUDY AND REPORT**

- a) **Fujitsu Report** –Marcia welcomed the Fujitsu team who joined the meeting electronically at 11:00 AM to give a study report. Anthony Bednarczyk presented Business Models Part 2 to the board. The board engaged in a comprehensive Q&A session with the Fujitsu team around business models. A question arose concerning how the board would decide whether staffing or contracting would be the better option in the future; Anthony said that the Study would provide information to assist STN in making these decisions. Fujitsu stated that future presentations to the board will be high-level design and then financial models.

**NEXT BOARD MEETING** – The next meeting will be held on Thursday, August 13, 2020.

**ADJOURN** – The chair adjourned the meeting at 12:05 PM.

Respectfully submitted,

Steve Manning