

## MICTA EXECUTIVE BOARD MEETING MINUTES

<http://www.mictatech.org/>

July 26, 2013

(Hagerty Center – Traverse City, Michigan)

**Present:** John Sundstrom, Tim von Hoff, Mark Burger, Jeff Carpenter, Jim Hudson, Brad Bouwkamp, Cedric Banks, Ken Schindler, Dawn Kaiser, Dave Moeggenberg and Lisa Priebe

**Absent:** None

**Guest:** None

John Sundstrom called the meeting to order at 12:30 PM.

**Minutes:** Lisa made a motion to accept the June 8, 2013 minutes, 2<sup>nd</sup> by Ken. **Motion passed.**

**Treasurer's Report:** The year to date Net Ordinary Income is \$146,091. There were no questions on the financial information that was sent out to the Board. Cedric made a motion to accept the Treasures report, 2<sup>nd</sup> by Brad. **Motion passed.**

**2012-2013 Budget Update:** The Net Ordinary Income of \$182,576 is a projection of how we will end up for the year. This is down over past years because Sprint cancelled Nextel and we have spent more money due to our move to a new office building.

**2013-2014 Proposed Budgets:** The Personnel Committee recommends an additional \$6,000 to increased Staff wages. This is an average of 3% per employee. John will not be getting a wage increase and the Committee also recommends \$6,000 to fund retirement.

The Net Ordinary Income for next year is projected to be \$233,887. John and Tim are very pleased with our Staff and the effort put forth by them. The budget is now institutionalized and the Staff can project where we are going to end up throughout the year.

Cedric made a motion to accept the Personnel Committees recommendation of 6% for retirement and 3% raises for next year's budget, 2<sup>nd</sup> by Lisa. **Motion passed.**

### **Goals & Objectives 2013-2014:**

- Develop and complete the TISA RFP
- Master Service Agreement Improvements
- Improve the mictatech.org website (vendor reporting portal)
- Two new grant projects
- Develop a position paper on eBooks in K12 schools
- Promote Health Connect
- Assist members and vendors with funding initiatives
- Develop a seminar on mobile learning and/or internet security
- Add a new board member

- Institutionalize the annual audit by adding it to the bylaws
- Recruit two new interns
- Increase student cell phone activations
- Develop a K12 cell phone program based on a fund raising approach

**Acquisition of Sprint:** Discussion took place on the acquisition of Sprint by Softbank. Softbank is the #2 telecommunications and Internet Corporation in Japan. They claim they are the fastest growing and most profitable telecommunication company in the world.

Discussion took place on Verizon Wireless and why they do not want another contract. We do have under contract a machine to machine Verizon wireless solution. Tim noted that CenturyLink is a re-seller of Verizon Wireless. Under the agreement, they cannot sell to education and government. Discussion took place on expanding membership outside of the US.

**Vendor Revenue Trends:** Sprint is our largest vendor. CenturyLink has been steady. Verizon is the third revenue generating vendor. All other vendors are a small piece of our revenue stream.

John showed a breakdown of our three major vendors and the areas of our members they service. CenturyLink is mostly higher education and government. Discussion took place on finding a board member in government.

Sprint is big in higher education. It was pointed out that most higher education institutions give stipends to employees for cell phones vs. the institution giving employees cell phones. It is misleading that the statistics show that most cell phone use is coded individual liable.

Verizon's biggest customer is government which includes county, cities and states. The next highest segment for Verizon is health care.

**E911 Vendors:** The Committee only recommended one vendor. Geo-Comm came in with 71.1% and the cut off for recommendation is a score of 70%.

The Committee re-convened and approved a set of questions to give the other two vendors a second chance. RedSky was interested but did not make the cut.

The Committee recommended that we offer a MSA to Geo-Comm. The company is mostly a software based solution and not hardware.

Ken made a motion that we approve Geo-Comm, 2<sup>nd</sup> by Jim. **Motion passed.**

Tim showed the results of our surveys on Cyber Insurance and mobile learning. The survey's results are available on the remote web site. In talking with our vendors, the approach we should take is to look at security packages that are already available through our vendors.

**Investments:** We had a meeting of the Investment Committee in the morning. We have done well with our investments. John does not feel that he should be handling our investments. He suggested, and the Committee agreed, that we should look at a 3<sup>rd</sup> party professional to manage our accounts. The Committee will get back with the Board with a recommendation.

Ken brought up the concept of being a grant seed money or continual grant funding organization. Discussion took place on funding a 2<sup>nd</sup> grant program. It was noted that it would have to be a widening of a program and they also need to seek partners in order to be funded.

Discussion took place on grants and how to get other organizations involved. It was agreed that we change the guidelines to include partnerships and having a two grant limit.

Ken suggested we need to discuss how to change our model to identify a new product that most likely would not have a competitor. As an organization, we need to engage our vendors that have a niche market as an RFP would not address these products.

We need a way to find the next new thing or product. Discussion took place on if we don't do an RFP, maybe some type of technical testing could take place. Another question would be if they have a dominate market share, why would they need MiCTA. It was suggested that they would want access to our membership if that was the case.

It was agreed to move the Board meeting to 11 am EST which would be 4 pm in the UK as Lisa is moving there for several years.

Lisa made a motion to adjourn, 2<sup>nd</sup> by Dave, **Motion passed.**

The meeting was adjourned at 1:40 PM.

**Next Meeting:** The next Board meeting is scheduled for **August 14, 11 am EST** via the audio bridge.

Minutes submitted by Mark Burger