

QLife Network

QualityLife Intergovernmental Agency

MINUTES

QLife Regular Board Meeting

Thursday, May 28, 2015, NOON
The Dalles City Hall, 313 Court Street
2nd Floor Conference Room

Call to Order

The meeting was called to order by President Larson at 12:06 pm

Roll Call

In attendance: Erick Larson, Taner Elliott, Dan Spatz

Absent: Scott Hege, Brian Ahier

Staff in attendance: Nolan Young, Izetta Grossman, John Amery, Keith Mobley

Guest: Gary Rains, Erik Lundby of Gorge.net, Leif Hansen of LSN

Approval of Agenda

It was moved by Elliott and seconded by Spatz to approve the Agenda as submitted. The motion carried unanimously, 2 absent.

Approval of April 23, 2015 Board Minutes

It was moved by Spatz and seconded by Elliott to approve the minutes of the April 23, 2015 meeting. The motion carried unanimously, 2 absent.

Ahier and Hege arrived at 12:08

Financial Reports

Young reviewed the financial report saying everything was looking good.

Action Items

Young introduced Gary Rains, Business Development Director for the City of The Dalles. Rains presented the Downtown Business Incubator Center concept stating his experience with three other incubators which have been successful. In response to a question Rains said six companies and two non-profits had shown interest in the center, he said he was vetting them. Rains said the center would also be a home for the Main Street Program. In response to questions about clear definition of what type of businesses would use the center, Rains said that Gorge Innoventure in Hood River didn't have firm identified need, however they are doing well. He said there was an opportunity in The Dalles, it is a bit of a chicken and egg situation. In response to questions Young said there are partners; the City of The Dalles approved the economic development plan for example. Young also explained that the business incubator center can create more opportunities for businesses to get started, and therefore more opportunities for QLife to gain customers.

In response to questions Amery said it wouldn't be too hard to hook up to QLife, the fiber is there.

Ahier moved to approve participation in the Business Incubator Center in an amount not to exceed \$12,600, supporting the technology part, not rent. Elliott seconded the motion, the motion failed, Larson, Hege, and Spatz opposed. Ahier, Elliott for.

Rains asked if they would entertain support with a business plan. The Board said they would like to see a business plan that supports the project, not contingent on the proposed location. Spatz moved to support the concept of a downtown business incubator center through QLife technology support, contingent on review of a business plan. Hege seconded the motion, the motion carried unanimously. Rains said they would bring back a business plan.

Authorize distribution of Robotics Grant funds for fiscal year 2014-15 and 2015-16 to District 21 program. Ahier moved and Hege seconded to authorize staff to distribute the Robotics Grant funds for fiscal year 2014-15 and 2015-16 to School District 21 Robotics program. The motion carried unanimously.

It was moved by Hege and seconded by Spatz to continue the sponsorship of Oregon Connections Conventions October 22-23, 2015 Hood River. The motion carried unanimously.

Spatz retired from the meeting at 1 p.m.

Young introduced Leif Hansen of LSN. Hansen said there has been a historical relationship with QLife that has been good for both parties. Originally LSN delivered services into rural Oregon; now they are in Washington, California, Nevada – 80% wholesale. He said that they are currently looking for ways to leverage infrastructure to serve residential and larger communities. He said QLife could stay the same or engage a new model as well. He said the challenge was the high cost of construction, just an anchor tenant didn't work, need more players. In response to a question, Hanson said the lesson LSN learned that could benefit QLife was to not decide what would be best for a client, let their needs drive the sale, think creatively, offering options. Ahier said he would be interested in exploring revenue sharing options. Hansen said there is shared risk with the shared revenue, the idea is to reduce barriers to access and share both.

Larson said he hope the long relationship between QLife and LSN continues.

Reports

Aristo Operational Management Report – Amery reported that the audit won't be done by June 30, contractor just can't meet that deadline

Next Steps Strategic Business Plan Review –Young said the next step is public input and asked how the board would like to proceed. Larson said perhaps a customer survey, that general public education was good.

Next Meeting Dates:

Young recapped the next meeting:

Update on South County Project

Insurance information

Adopt the budget

Business Incubator Center business plan

Regular Board Meeting, June 25, 2015 Noon

Adjourn

Being no further business the meeting was adjourned at 1:45 p.m.

Respectfully submitted:

Izelta Grossman, Secretary

Signed:



Brian Ahier, Secretary/Tres.