

# UPPER SHORE REGIONAL COUNCIL



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Maryland General Assembly

Doris S. Mason  
Executive Director  
[dmason@kentgov.org](mailto:dmason@kentgov.org)  
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## Upper Shore Regional Council IT Directors Minutes, August 21, 2013

**Location: 122N. Cross St., Chestertown**

**Time: 12:30 – 2:30 PM**

**Participants: Scott Boone, Amy Plummer, Megan DelGaudio, Doris Mason**

**Guests: Eric Bathras, Director, Business Development & Steve Crawford from Knowtion Group**

### Time

**12:30 – 12:40                      Opening/Meeting Purpose**

Ms. Mason welcomed everyone and thanked them all for attending. At this time she introduced the presenters for the meeting, Eric Bathras and Steve Crawford from the Knowtion Group. The Knowtion Group family of companies includes Skyline Technology Solutions, Clearwave Solutions, Earth Security and tatnet.

**12:40 – 1:10                      Presentation**

Eric Bathras and Steve Crawford shared with the group their backgrounds and career histories. After which they explained of the purpose of The Knowtion Group, which was formed to apply their collective expertise and talents to reach a common understanding of obstacles one may encounter and propose innovative solutions to accomplish a specific goal. Skyline Technology Solutions has built a strong reputation of delivering IT solutions in the Mid-Atlantic Region. For the past nine years they have created Networking, Security Systems Infrastructure, and Intelligent Transportation Solutions for commercial, federal, state and local clients. They are committed to addressing needs and solving issues. In attempt to access the needs of the group Skyline presented several questions.

- Is the goal to generate revenue or minimize cost?
- Should fiber be owned or leased?

(Leasing could benefit counties by generating income and or create opportunities for revenue shares with counties.)

- Where are the places to be reached? (Map out point of interest.)

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- Who will be entitled to use the network?

I. Partnering with public/private entities such as Economic Development granting them the opportunity to network.

II. Create internet franchise agreements in some counties with current anchor institutes (CAI) to serve remote areas.

III. Duplicate the Carroll County Pubic Network (CCPN) model

**1:10 – 1:45 New Business/ Open Forum**

### Discussion of Progress on Last Meeting

Selling Points for Skyline Technology Solutions:

- Counties can lease dark fiber
- Private companies light the fiber
- Help companies talk to ISP's
- Help find and write grants
- Use of Public Safety Grants, USDA Grants, and Education Grants
- Involve groups at regional level
- Political leverage

**1:45 – 2:30 Action Steps/Summary/Next Meeting**

1. Review maps as a group to identify the areas.
2. Develop a shared agreement with Economic Development, Planning and IT Directors group.
3. Create a written planning document.
4. Arrange meeting with outsource funding and other alternatives.
5. Acquire ISP's in remote areas. Determine the number of homes in each county.

The next meeting date arranged for Wednesday, September 25, 2013 for 12:30 p.m. to 2:30 p.m.