



**-WEDC BOARD OF DIRECTORS
BUDGET AND FINANCE COMMITTEE MEETING MINUTES**

**Hosted in WEDC's Sixth Floor Conference Room
201 West Washington Avenue
Madison, WI 53703**

**January 16, 2018
10:00 - 11:00 A.M.**

COMMITTEE MEMBERS PRESENT:

- Senator Tim Carpenter, 3rd Senate District
- Senator Dan Feyen, 18th Senate District

COMMITTEE MEMBERS PRESENT VIA TELECONFERENCE:

- Dave Drury, WING Capital Group
- Lisa Mauer, Rickert Industries
- Nancy Hernandez, ABRAZO

COMMITTEE MEMBERS EXCUSED:

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CALL TO ORDER AND ROLL CALL

Dave Drury called the meeting to order at 11:00 a.m.

APPROVAL OF MINUTES FROM THE NOVEMBER 6, 2017 BUDGET & FINANCE COMMITTEE MEETING

Draft minutes from the November 6, 2017 meeting were distributed to all committee members prior to this meeting.

Lisa Mauer moved to approve the minutes, motion seconded Nancy Hernandez with a unanimous vote to approve the minutes.

REVIEW AND VOTE ON MANAGED SERVICES RFP

Josh Robbins reviewed the managed services purchasing request with the Committee. WEDC uses Managed Services for 24/7 system monitoring, incident response, problem resolution, as well as changes and upgrades for WEDC's server, switches, firewalls, routers, and operating systems.

The RFP was sent to nine companies, five of whom responded. WEDC's selection committee recommends its current managed services provider, CoreBTS, even though it was not the lowest cost bid. CoreBTS has been a reliable partner, they have an engineer on staff, and they do not have a higher rate for after-hours response services.

Lisa Mauer moved to approve CoreBTS as WEDC's managed services provider, motion seconded by Nancy Hernandez with a unanimous vote to approve the RFP.

REVIEW AND VOTE ON MICROSOFT EA AGREEMENT WAIVER

Josh Robbins reviewed the sole source waiver with the Committee. Since 2011, WEDC has purchased all licensing for Microsoft products through an Enterprise Agreement with Microsoft Corporation. These services include Office 365 hosted email, and Office applications including SharePoint, Word, Outlook, and all Microsoft Office products. All Server and desktop operating systems along with SQL database software are purchased under this agreement

Microsoft requires that affiliates choose and maintain a reseller in the United States. WEDC chose CDW Direct in 2011. All orders under the enterprise agreement must be submitted through CDW Direct, or other authorized reseller, but the enterprise contract itself is with Microsoft.

Nancy Hernandez moved to approve the Microsoft EA waiver for three years, motion seconded by Senator Dan Feyen with a unanimous vote to approve the waiver.

REVIEW AND RECOMMEND FY18 BUDGET AMENDMENT RESOLUTION

Brian Nowicki reviewed the FY18 budget amendment with the Committee.

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Changes to the FY18 budget include:

- Revising revenues to reflect:
 - the additional state funding to be received to assist in funding a Key Business Liaison position related to the Foxconn award
- Revising expenditures to reflect:
 - An increase in program grants to reduce WEDC's unassigned fund balance and address programmatic need
 - An increase in loan loss reserves to address a larger than anticipated need
 - An increase in operating expenses due primarily to legal fees related to the Foxconn contract negotiation and a budget adjustment related to this year's Marketplace conference
 - A decrease in payroll expenses, resulting mainly from an increase in vacancy year-to-date

Lisa Mauer moved to approve sending the budget amendment resolution to the Board for final approval, motion seconded by Senator Dan Feyen with a unanimous vote to approve the initial budget amendment resolution.

ADJOURNMENT

There being no further business to come before the Board, Senator Tim Carpenter moved to adjourn the meeting. Senator Dan Feyen seconded the motion and the meeting was adjourned at 11:28 a.m.