

Grey Snow Management Solutions (GSMS)

Board of Directors Public Meeting Minutes

Date: Thursday, August 22, 2024

Location: Videoconference

Chair: Tony Fee (Presiding Chair)

Secretary/Recorder: Sara Santo

I. Call to Order

Chair Tony Fee called the meeting to order at 10:08 a.m. Central Standard Time.

Quorum was confirmed.

II. Attendance

Board Members Present:

- Tony Fee (President, Presiding Chair)
- Karen Kissinger (Treasurer)
- Bailey Walker
- Peggy Libel (Secretary, elected during meeting)
- Britni Beck (Vice President, elected during meeting)

Absent:

- Paul Flores

Also in Attendance:

- David Tam (CEO)
- Sara Santo (Executive Assistant)
- Kathy Gregory (CFO, during financial presentation)

III. Board Officer Elections

- Peggy Libel was elected as Secretary (motion by Britni, seconded by Bailey, motion carried unanimously).
- Britni Beck was elected as Vice President (motion by Peggy, seconded by Karen, motion carried unanimously).

IV. Key Updates and Reports

Conferences

- CEO David Tam attended Big Sky (Billings, MT) and Ai4 Conference (Las Vegas, NV).
- Upcoming: TribalNet (Las Vegas, September 16-19, speaking engagement), Affiliated Tribes of NW Indians (Sept 30 - Oct 4).

Foreign Trade Zone (FTZ)

- Permit deadlines extended to April 2025. MoDOT requires work to be completed or financial/ legal action will follow. Options for alternative funding under review.

Mission Building

- Proposal submitted to EC for approval.

Grey Snow Communications (GS Comms)

- CPUC contract expansion (\$19M additional work expected).
- JV under discussion with Yurok Tribe, Chehalis Tribe, Bristol Bay, and GS Comms for major broadband projects.
- White Cloud project: equipment delivered; awaiting EC contract signature.
- Tolowa awarded \$15M broadband project; GS Comms to provide support.
- Training programs scheduled for fiber and splicing, hosted by Chehalis and Yurok.
- Additional active projects with Fallon Paiute Shoshone, Prairie Band Potawatomi Nation, Rainbow, Kickapoo, and BIA grant initiatives.

Grey Snow Tech

- Exploring Section 508 electronic ADA opportunities.

Grey Snow Sovereign Solutions & Grey Snow Green Energy (GS3)

- Active proposals including microgrid and housing projects with Chehalis, Montana NADC, 29 Palms, Hualapai Tribe, and McCarthy.
- Limited capacity due to bonding challenges.

RUMI

- Ongoing legal review of RUMI International structure.

Grey Snow Professional Services (GSPS)

- Opportunities in dam rehabilitation and sole-source projects (some shifting to competitive bidding).
- Major obstacle: lack of bonding due to incomplete audits. Bonding entity willing to risk using unaudited 2022 financials for smaller projects.
- 2022 audit expected completion by end of August; 2023 audit targeted for September/October.

Grants

- Timelines delayed due to negotiations; efforts ongoing to accelerate progress.

V. Financial Report (Presented by Kathy Gregory, CFO)

- GSMS overall trend negative for July; Professional Services and Comms delays affecting consolidated income.
- GS Comms projected to end year with 12% net income and positive distributions.
- GS Green Energy limited by utility capacity; income primarily from memberships and training.
- GS Professional Services: limited activity, challenges in projections until audits finalized.
- Two new positions (Community Impact Director, Director of Tribal Relations) added to pro forma.

VI. Executive Session

Motion made by Karen to enter executive session at 11:45 a.m. to discuss personnel matters. Seconded by Britni. Motion carried.

Exited executive session at 12:07 p.m. by motion from Karen, seconded by Britni.

VII. Adjournment

Meeting adjourned at 12:07 p.m.

Recorder: Sara Santo, Executive Assistant (GSMS)