HFN, INC.
MINUTES OF A MEETING OF THE BOARD OF DIRECTORS
October 21st, 2024

A meeting of the Board of Directors (the "Board") of HFN, INC., a Washington corporation, was held on October 21st, 2024, at 4:00pm (Pacific Time) via online Zoom.us conference call and in-person.

Directors Present:

Tim Underwood, Charlie Herb, Albert Wang, David Ngai, Allen Enebo, Eric Wolak

Also Present Were:

Jeremy Fallt, HFN General Manager

Directors Absent: Howard Kapustein

Call to Order

Jeremy Fallt called the meeting to order at 4:02 (Pacific Time) and Eric Wolak recorded the minutes. A quorum of directors was present, and the meeting, having been duly convened, was ready to proceed with business.

Approval of Minutes

Motion: Minutes for September were approved with some minor edits

Manager's Report

Jeremy sent out the report for September via email. No questions were raised.

BNG Upgrade Project

Several board members have switched over to the BNG successfully, and testing is going well. A licensing issue with the underlying software caused some trouble several weeks ago.

Jeremy is working with GigabitNow to coordinate more pilot volunteer customers.

XGS-PON Upgrade Project

Deployment of new XGS-PON hardware to pilot sites is blocked on a subtle licensing issue with the equipment vendor, which is now resolved.

Connections conversion

Motion: HFN will commit to the increased marketing budget proposal offered by Highlands Council with a 50/50 split in sharing the costs with GigabitNow.. The motion passed unanimously.

Multi-mode / single-mode drop vendor

After some initial hurdles, the new cable contractor successfully completed the challenging drop upgrade.

XGS-PON Marketing

Jeremy presented some concepts for a more experience-oriented marketing approach, in place of the current focus on raw speeds. The new Calix equipment will open up new opportunities to sell service add-ons above and beyond raw bandwidth.

Splicing Van

The new splicing van has been wrapped and is out serving the community.

Broadband Consumer Labels

HFN's Broadband Fact Labels are now live on the website.

Insurance

HFN has signed a new insurance contract to adjust coverage.

Board Meeting Adjournment

There being no further business to come before the meeting, the meeting was adjourned at 5:00pm (Pacific Time)

HFN Advisory Group Meeting (started at 5:05pm)

Dan Silvis and Steve Milton from GigabitNow joined the meeting.

Calix ConneXions

Dan, Steve, and Jeremy shared updates and learnings from Calix's annual conference.

XGS-PON Upgrade Project

Several more pilot customers have been migrated to the BNG. Calix gear will be rolling out to subscribers soon.

Connections sponsorship

The Board and GigabitNow further discussed sharing the cost of sponsoring Highlands Council's Connections magazine.

HFN Advisory Group Meeting Adjournment

There being no further business to come before the meeting, the meeting was adjourned at 6:00pm (Pacific Time)

Respectfully submitted,

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Eric Wolak, Recording Secretary