

**WASHINGTON MATERIALS MANAGEMENT  
AND  
FINANCING AUTHORITY**

**Minutes  
Special Meeting of the Board of Directors  
Sept 12 , 2008**

The Board of Directors (“Board”) of the Washington Materials Management and Financing Authority (the “Authority”) held a Special meeting at 9:13 a.m. pacific time on Friday, Sept 12th, 2008

Directors Present:

Erik Stromquist, CTL Corp.  
Mary Jacques, Lenovo  
Mike Watson, Dell  
Nick Ammann, Apple Computers  
Meggan Ehret, Thomson, Inc.  
Mike Moss, Samsung Electronics

Also Present Were:

John Friedrich, WMMFA Executive Director  
Stephanie Scott, WMMFA Executive Assistant  
Miles Kuntz, Department of Ecology

Directors Absent:

Stacey Ward, Wal-Mart  
John Swiderski, Deer Park Computers Sales and Service  
David Thompson, Panasonic  
Mark Dabek, RE-PC  
Susan St. Germain, Dept of Community, Trade, and Economic Development  
Tela El-Husseini, PC Systems & Services, Inc.  
Jay Shepard, WA State Dept. of Ecology

**1. Call to Order.**

Mike Watson, called the meeting to order at 9:13 a.m. A quorum of Directors was present.

**2. Review of proposed Flex Plan Terms, Conditions, and Rules**

Discussion: John Friedrich opened the discussion about the flex plans terms, conditions, and rules. It was discussed that the flex plan was intend to allow the manufacturers some flexibility to allow for collection efforts unique to their brand. The board decided to extend the due date on

the proposed flex plan general agreement from October 1<sup>st</sup> to November 1<sup>st</sup> and to accept the flex plan as presented.

On a motion duly made (Watson) and seconded (Jacques), is was:

**Voted to approve acceptance of the flex plan terms and rules as presented with a due date of November 1 by manufacturer members.**

The recorded vote was unanimous (6-0), and the motion carried.

**3. Review of market share determination plans and options for October 2008 and future invoices.**

Discussion: John Friedrich opened the discussion about the proposed methodology he provided the board to use to determine market share percentages for the upcoming October invoices. John recommended purchasing data from a third party market research firm that would provide unit sales data by product, by manufacturer, and then converting that data to weights, the required unit of measure referenced within the standard plan. Manufacturer market shares by weight would then be used to adjust ecology's tier data that was developed using data accumulated to determine market shares within the state by CEP, by manufacturer. Ecology data was deemed more accurate as a base as it incorporated specifics to Washington that outside data sources did not.

On a motion duly made (Watson) and seconded (Jacques), is was:

**Voted to approve the hiring of a third party firm to gather data on CEP's to more accurately determine market share percentages and to using the methodology proposed by John Friedrich for using the data to refine ecology's base data.**

The recorded vote was unanimous (6-0), and the motion carried.

**4. Adjournment**

The meeting was adjourned at 9:42 a.m.