

# Town of Greenville

P. O. BOX 188  
GREENVILLE, INDIANA 47124  
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H. L. Spears  
Town Board President

Elaine N. Miller  
Clerk-Treasurer

January 14, 1986  
Town Hall

Jack Sprigler  
Town Board Member

Ronald Lamb  
Town Board Member

The regular monthly meeting of the Greenville Town Board, held this date, was called to order by President H. L. Spears. All Board members were present. Also in attendance: Max Mason, Bob Isgrigg, Gary Getrost, V. J. Miller, and Talbotte Richardson.

Financial statements and claims were presented to the Board. The claims were approved and financial statements accepted by the Board.

The Board approved a raise of 5% for Water Utility employees per salary ordinance.

The Board held a discussion with Max Mason regarding the obligation and liability of the Town for building code enforcement. Mason said under State law the Town is obligated to provide inspection. It was suggested the Board pursue the possibility of contracting with Pat Houghlin to provide building inspection.

Jack Sprigler made a motion a conference table and chairs be purchased if they can be found for a reasonable price. Ron Lamb seconded.

There being no further business the meeting was adjourned.

Respectfully submitted,



Elaine N. Miller  
Clerk-Treasurer



H. L. Spears  
President of the Board

AMENDMENT: The Board approved a salary ordinance for Water Utility and Town employees.

The Company: COMMAND CABLE CORPORATION

COMMAND CABLE CORPORATION, hereinafter referred to as COMMAND CABLE; was incorporated during January 1986. The business of COMMAND CABLE CORPORATION is to own, operate, manage, maintain, and build cable TV systems through the United States.

COMMAND CABLE CORPORATION will provide the financial, technical, marketing and operational expertise required to insure its cable systems are constructed and operated in a timely, concise, and professional manner. The principal of COMMAND CABLE CORPORATION, Robert W. Santora will be intimately involved in the daily operations of all of its cable systems. This individual has compiled an impressive record of responsible growth and development in the industry and is highly respected as a progressive and innovative operator.

COMMAND CABLE has entered into a joint venture with the PHC Group, and two other local businessmen.

The PHC Group is comprised of Todd E. Herman, CPA, John H. Colehower, Esquire, and Walter J. Pagano, Tax Consultant. These individuals all have Cable TV experience.

The other local businessmen are Joseph Pacitti and Ralph D. Anglin. All are well known in the Philadelphia area for their real estate expertise as well as their General Contracting firm, which is active in the construction of commercial facilities throughout the Country.

COMMAND CABLE CORPORATION believes that improved forms of communication are a basic requirement of a healthy economy and advanced society. These needs must be reflected in the future goals of COMMAND CABLE and the entire Cable Television industry. It is our philosophy that these goals be in concert with the public interest. Throughout the 80's, cable programming and technologies will develop to augment the present cable entertainment systems.

Our corporate goals and objectives emphasize planned expansion while focusing our attention on the needs, and interests of each community we serve.

In the operation of its Cable Television systems, COMMAND CABLE CORPORATION shall maintain a continuous marketing and promotional campaign to maintain and/or increase its subscriber base and revenue per subscriber.

As a result of the Cable Television expertise acquired by building and operating Cable Television systems throughout the country for

many years, the COMMAND CABLE management group shall provide the skills necessary to increase its systems operational efficiency by implementing proven cost effective operational procedures.

THE GOALS AND OBJECTIVES OF COMMAND CABLE ARE:

1. Obtain and Maintain satisfied subscribers
2. Provide inducting standard programming and quality service to its subscribers.
3. To provide knowledgable and prudent daily technical maintenance of the system and financial operational expertise.
4. To increase the systems operational efficiency.

SERVICES AND SUPPORT TO BE SUPPLIED BY COMMAND CABLE MANAGEMENT

1. Design and implement the standard operating procedures (SOP).
2. Contractual Services
3. Engineering and Technical
4. Financial
5. Administrative
6. Marketing
7. Programming
8. Accounting
9. Construction
10. Supervisory Support
11. Centralized Purchasing
12. Coordinate the compliance of all federal and state regulations

ORGANIZATIONAL DEPARTMENTS

1. Operations
2. Technical
3. Financial

4. Construction
5. Compliance
6. Marketing
7. Accounting
8. Administrative

COMMAND CABLE shall coordinate and work with the local System Manager to increase daily and long term efficiencies. This shall be accomplished in the following systems operation.

1. Method of subscriber billings
2. Cash receipts and collections procedures
3. Customer service
4. Community relations
5. Dispatch system
6. Telephone analysis
7. Marketing expertise.
8. Cure the subscriber base as relates to providing the marketing department with information as to the determination of what programming should be added or deleted to increase the subscriber base.
9. Provide an audit of the cable system (subscribers) if necessary.

BIOGRAPHICAL SKETCHES OF PRINCIPALS IN COMMAND CABLE CORPORATION  
AND THE PHC ORGANIZATION

Robert W. Santora

Robert W. Santora is well qualified in all areas of the cable television business, having been employed for over 20 years in the cable television industry and 14 years in the military and government communications and missile industry.

Mr. Santora received an associates Degree in Technology from radio Electronics Institute at Temple University and completed business

administration and management training at Alexander Hamilton Institute.

Most recently as Vice President of Construction, Engineering and New Technology for US Cable Corporation, Mr. Santora has been responsible for the construction and overall operation of all US Cable systems. Mr. Santora's experience and reputation in the industry is unparalleled. His worldwide accomplishments include a 12 year managerial career at Jerrold Electronics Corporation; and project manager for the Philco Corporation responsible for the design, construction, and operations of worldwide government and military electronic systems and projects.

During his career in cable. Mr. Santora has been responsible for, and managed from inception to operation, the construction of over 12,000 miles of cable system plants throughout the country. This included the development of new cable companies and systems from the initial franchise proposal and award, to the preliminary engineering, then design and construction of the systems, acquisitions, implementation and operation of the cable office, marketing and overall operation of the systems.

Over the past twenty years, Mr. Santora has developed and put into operation over 150 cable systems and companies, all of which are successful.

Mr. Santora's experience with the manufacturing and product line of cable, combined with his extensive construction, technical and system's operation experience, make him very proficient in all phases of the cable television industry.

#### Todd E. Herman

Mr. Herman, both a Certified Public Account and a Lawyer has had extensive experience in the structuring of syndications in the Cable and Real Estate industries. He practiced as a CPA in New Jersey from 1975 to 1984 becoming a partner in a medium sized Accounting firm. In 1984 he formed Investech Properties, Inc. to pursue business investments on a full time basis. During the last two years he has successfully participated in the structuring and syndication of over one half million square feet of office space.

Mr. Herman is also the President of United Video Associates, Inc. a company engaged in the Closed Circuit Video Surveillance business. The business was started in late 1984 and already has systems in over 300 locations throughout the New Jersey and New York metropolitan areas.

Mr. Herman holds both a law degree and a degree in business administration. His business degree was earned at Washington University in St. Louis Mo. in 1975. Mr. Herman graduated cum laude from Seton Hall Law School in 1982.