

**APPLICATION OF DARIN YOUNG FOR ELECTION AS DIRECTOR OF
VANCOUVER INTERNET EXCHANGE (2020)**

Name: Darin Young

Answers to Nomination Process Questions

1. Explain from your perspective what VANIX does and why it matters.

Internet exchanges, in general, provide a neutral peering service for carriers, ISPs, content distributors, and organisations. VANIX matters, because it reduces potential upstream costs, provides an open venue for connecting networks on a local basis, and interconnection redundancy in the face of natural disaster or cyber attack. Further, a strong VANIX also lends credibility and visibility into British Columbia's increasingly broadband-driven economy and developing technology sector.

2. Please describe your understanding of the role of a Director on the VANIX Board.

My understanding is that VANIX is primarily a volunteer-driven association, and, as such, members of the board provide both advisory and strategic direction for the organisation but also may take on operational roles.

3. Why do you want to be on VANIX's Board of Directors? In responding, please indicate the specific skills and experience you have that makes you a qualified candidate.

In my time as the CIO for Delta, BC, I've been heavily involved in fibre optics projects, including outside plant construction, working with carriers on FTTH and cellular projects, and co-chairing a provincial committee of public sector and outside plant construction vendors. Broadband is in my blood, so to say, and the opportunity to volunteer with VANIX aligns with my values of public service and economic development of the province.

I am the president of the Municipal Information Systems Association and have served on that board for six years. As part of that experience, I served for several years as sponsorship director and grew revenues by approximately 50%. I have also led several strategic plan projects. As a senior manager in a city, I understand finance and am well acquainted with network technologies. As an MBA, I also understand marketing, strategy and communications. I am a flexible team player who could take on any of a number of roles required by VANIX.

4. What do you think are the top 3 challenges and opportunities facing VANIX in the next 3 to 5 years? What approach would you take to addressing these issues?

1. GROWTH - My skills in marketing and communications could assist in growing the organisation.
2. REVENUE - my skills in finance and sponsorship could help increase revenue.
3. CAPACITY - my management skills and experience could assist in vendor negotiations and retaining the right people for the organisation, including volunteers.

5. If elected as a Director, can you make the required time commitment to contribute significantly to VANIX in accordance with what is generally expected of Directors?

Yes

6. If elected as a Director, are you prepared to abide by the VANIX Articles of Incorporation, By-laws, Board Resolutions and Policies, as amended from-time-to-time?

Yes

7. Do you agree to abide by the VANIX process for candidate nominations for the election of Directors that has been described to you?

Yes