

WTA FALL CRUSH SPEAKERS | NAPA, CA | OCTOBER 11-14, 2015

Klint Arnold has been in the Telecommunications Industry his entire life. Klinton started as a contractor working for his family's business. In 1990, Klinton started at GTE in Columbus, Ne. After 6 years at GTE, Klinton relocated his family to Pierce, Ne., where he is currently the General Manager of the Pierce Telephone Company. Klinton is in his 20th year at Pierce Telephone.

Klinton is married and has two children. In his free time free time he enjoys being with his family, golfing, and regularly attending Nebraska Cornhusker Football games.

Patricia Cave is Director of Government Affairs with WTA-Advocates for Rural Broadband where she advocates before Congress and administrative agencies on behalf of small rural telecommunications companies on universal service, E-rate, video, and cybersecurity issues. Prior to joining WTA, Patricia spent time working with CTIA-The Wireless Association, the FCC's Media Bureau, and in private practice. She received her Bachelors of Science from Virginia Tech in psychology and communications before attending Catholic University Columbus School of Law where she graduated magna cum laude with her J.D. and a certificate in communications law and policy.

David Crothers was appointed executive vice president and general manager of the North Dakota Association of Telecommunications Cooperatives in December of 1988. He represents the interests of telephone cooperatives and small independent companies before the North Dakota Public Service Commission, the State Legislature and North Dakota's congressional delegation.

David is chairman of the NTCA's Government Affairs Committee. He is also past president of the National Council of State Telephone Association Executives and former board member of North Dakota Underground Location Center and Rural Telephone Bank.

David is a fourth generation North Dakotan and native of West Fargo. He received his undergraduate and Juris Doctorate degrees from the University of North Dakota in Grand Forks.

Prior to returning to North Dakota, Crothers served as a presidential appointee in the U.S. Department of Agriculture's Office of Intergovernmental Affairs in Washington, D.C. and as a legislative assistant and, subsequently, state director for U.S. Senator Mark Andrews.

Bob DeBroux is Director of Federal Affairs and Public Policy at TDS Telecommunications Corp. (TDS). He joined TDS in 1992 as Manager of Regulatory Policy, was promoted to Director of Federal Affairs in 1999, and in his current position is responsible for overseeing the development of TDS Telecom's public policy as well as management of all federal advocacy, including regulatory and judicial proceedings.

Bob is active in telecommunications policy development and advocacy at both the state and federal level. He is a director on the WTA board, and is the co-chair of WTA's Public Policy Committee. He also sits on the NTCA's Industry Committee.

Bob is a well-known speaker throughout the industry, and has made presentations at NARUC meetings, NECA Expos, and many state association meetings.

Prior to TDS, Bob worked at NorLight, a regional fiber-optic long-distance company, where he held the positions of Manager of Business Development and Manager of Rates and Tariffs. Bob began his career in telecommunications as a regulator, serving four years at the Wisconsin Public Service Commission. Bob holds both a bachelor's and a master's degree from the University of Wisconsin - Madison.

Gerry Duffy is Regulatory Counsel for WTA – Advocates for Rural Broadband, a partner at Blooston, Mordkofsky, Dickens, Duffy & Prendergast, LLP in Washington, DC, and a Director of Northern Arkansas Telephone Company (NATCO) in Flippin, Arkansas. His legal practice has focused upon a broad range of federal communications matters, including universal service and intercarrier compensation issues, acquisitions and mergers, Section 251 negotiations and arbitrations, CPNI and privacy matters, access tariffs, cable television, RUS grants and loans, wireless auctions, and CALEA compliance.

Gerry was born and raised in Rochester, New York. He has a Bachelors degree in Economics from Villanova University and a Juris Doctor with Honors degree from the George Washington University Law School. He also has Master's degrees in Economics from the University of Illinois, and in Accounting from Virginia Tech.

Chad Duval is head of the Communications & Media Consulting Practice for Moss Adams. Chad provides strategic leadership for the firm's telecom consulting group. He has specialized in providing service to the telecommunications industry since 1995. His clients are small- to mid-size rural telecommunications and broadband carriers, and his experience includes separations studies, forward-looking economic cost studies, rate cases, depreciation studies, and state and federal regulatory issues.

Chad is responsible for the development and presentation of industry-specific seminars on cost separations studies, telecommunications networks, and telecommunications regulation for the Moss Adams accounting and business seminars program. He is a frequent conference presenter on telecom regulatory topics for state and national industry associations and other telecom events.

Chad has a BS in Business Administration (emphasis in statistics) from the University of Denver.

Mike Eifert has over thirty years of experience in the telecommunications industry, starting his carrier at Nevada Bell in OSP Engineering in 1978. In 1980 Mike transferred to Information Technologies as a software engineer. He initially worked as a project manager and transitioned to senior technical architect developing software solutions for Engineering, Accounting, Regulatory, Business Office and other departments. For the last four years Mike has been the Executive Director of the Nevada Telecommunications Association acting on legislative and regulatory issues affecting Nevada ILECs.

Mike graduated from the University of Nevada – Reno with a BS in Business Administration in 1978. Mike currently resides in Reno, Nevada and he spends his spare time reading, kayaking, golfing, hiking and enjoying time with his wife, children and grandchildren.

Irene Flannery is Deputy Chief of the Office of Native Affairs and Policy (ONAP) at the FCC, where she works on policies to promote the deployment and adoption of communications services and technology throughout Tribal lands and Native communities. She has held several other management positions at the FCC, in which she has been responsible for various components of the FCC's universal service programs, including the Lifeline and Link Up, High-Cost, E-rate, and Rural Health Care programs, as well as eligible telecommunications carrier (ETC) and Tribal matters. Ms. Flannery also spent seven years serving in several senior management positions at the Universal Service Administrative Company (USAC), the not-for-profit company that administers all of the universal service programs under the direction and oversight of the FCC. Prior to her career in telecommunications, Ms. Flannery spent eight years as an elementary school teacher, working with children in kindergarten through second grade. She is a graduate of Duke University, the University of Virginia, and Georgetown University.

Mark M. Gailey is President and General Manager of Totah Communications, Inc. headquartered in Ochelata, OK. His grandparents started Totah in 1954. His Father was President and General Manager from 1966 to 1998. Mark grew up in the telephone business starting at the ground level in yard maintenance. He progressed into Install and Repair, Construction, and Cable splicing. He graduated from Oklahoma State University 1987 with a BS in Business Administration. Majoring in Marketing and Management. He was employed by Contel of Arkansas later GTE Arkansas from 1987 until 1996.

Mark is active in a number of associations. He is the President of WTA. He has served on the board of Directors of OPASTCO from 2001 until January 2013 and as Chairman in 2009. He has also served on the board of NTCA. He currently serves on the Board of Directors of WTA, Oklahoma Telephone Association as President, and for KRITC as Treasurer. He is past Chairman of KTIA and past Chairman of the Rural Telecommunications Management Council of the KTIA. He continues to serve on various committees in the national and state associations.

He is currently serving on the Board of Kansas Independent Telecommunications, LLC and has served on the board of Kansas Fiber Network from 2009 -2013.

He is also involved in various Committees and social activities in and around his hometown of Ochelata, OK. He is married to Angie and they have 5 children.

Bob Gnapp began his telecommunications career with NECA in 1989. He held several management positions with varied areas of responsibility.

Bob currently heads a department that provides member training on telecommunications technology, service pricing, cost recovery and regulatory change. This department is also responsible for providing resolution to complex issues involving access tariffs, cost recovery, universal service funding, demand changes, next generation technology deployments, changing network designs and/or evolving regulations.

Mike Heffner Mike Heffner joined Overture Networks in January, 2015 as the Senior Director of Technical Product Marketing. In this role, Mike is responsible for coordinating between CTO, PLM, Sales, and Marketing to define new solutions and solution architectures and ensure that Overture is capturing the voice of the customer as we drive our new product innovations to market. Mike is also responsible for helping to craft external value proposition, competitive differentiation and market positioning messages used both with customers and industry analysts.

Mike's 22-year telecom career spans roles in R&D, systems engineering, solutions architecture, product management and product marketing at companies such as Oracle, Tekelec, Tektronix, Nortel and Motorola. Mike has a strong background in mobile and fixed broadband networking and has spent the last few years focusing on emerging technologies including Big Data Analytics, Cloud, NFV & SDN. Michael holds a Bachelor's Degree in Aerospace Engineering from Texas A&M University.

Shannon Heim is a senior telecommunications attorney at the law firm of Dykema Gossett. She specializes in state and federal regulatory challenges facing rural ILECs, ranging from new ETC designations to complex compliance. Shannon represents many carriers serving Tribal lands and rural areas, and is a strong advocate for Tribal and rural carriers trying to bridge the digital divide. Her clients include rural ILECs, wireless carriers and rural electric cooperatives entering the broadband market.

Eric Keber is Director of Government Affairs for WTA. He works in WTA's Washington, D.C. office representing WTA's member companies' interests on Capitol Hill and at various federal agencies. Before beginning his work for WTA in January of 2007, Eric spent seven years working on Capitol Hill.

Eric is a graduate of Bucknell University in Lewisburg, PA. He grew up in New Jersey and currently resides in Alexandria, Virginia with his wife and two daughters.

Jack W. Keen serves as CEO & Board Chairman of Western New Mexico Telephone (WNM Communications) in Silver City New Mexico, where he has lived & worked for the past 35 years.

Jack has served as a board member & President of the Arizona-New Mexico Telephone Assn., board member & President of both the Rocky Mountain & Western Rural Telephone Associations & Co-chaired the committee which merged the two Associations into the Western Telecommunications Alliance & served as the 1st President. Jack has served on the board since inception. Jack also has served on the board of USTelecom for 24 years & chaired the Small Company Committee. Jack is also on the Boards of Cal-Ore Telephone Co. in Oregon, Centracom in Utah, & JBN Telephone in Kansas.

Jack graduated from Andrews High School in Texas in 1965 & Texas Tech University in 1969 with a BBA. Jack is married (45 years to Helen) & has two married daughters & four grandchildren. Jack enjoys golf, fishing, reading his Kindle, playing with grandkids & traveling with Helen.

Paul Kelly was raised on a small family dairy farm in Wisconsin (go Packers!), grew up with a poverty level family income. Paul learned to work hard for everything at a very young age, developed a work ethic second to none.

Paul's family couldn't afford college, but he managed to get half way through before realizing he could achieve his goals by working his way toward them. Paul has always had at least two jobs pretty much his whole life. Paul and his wife built their own storage business from scratch while managing a grocery store for an aging owner. That business has been a fun and successful adventure for the past 28 years.

Paul was president of the CTC/CWC Board of Directors for 6 of the 9 years he was on the board. He was hired from the board as manager in 2000 to turn the companies around. CTC/CWC's net income today is equal to what the gross income was when he became manager. Paul has NO plans to retire anytime soon, he is having way too much fun!!

Paul has been married to Linda for 30 wonderful years and wouldn't trade it for anything. Together they raised three awesome daughters who are enjoying their own successes, the youngest is just finishing college this semester. All three have a degree in science of one sort or another.

Bill King is President and Managing Principal – JSI Capital Advisors, LLC President and Member of the Board of Directors – US Connect Holdings, Inc. Strategic Advisor and Member of the Board of Directors – Codero Holdings, Inc. After starting his career in the public accounting and commercial radio sectors, Bill teamed with Leo and Manny Staurulakis in 1998 and co-founded JSI Capital Advisors, a specialized investment bank providing transaction, valuation, and financial advisory services to the owners and management of independent communications and technology providers. Bill continues to serve as president and managing principal for JSI Capital Advisors, but also leads efforts to develop and promote collaborative opportunities to enhance the business viability of rural and community-based communications providers.

In 2013, Bill co-founded USConnect, which owns and operates rural local exchange carriers and related operations in five states throughout the United States. Bill led efforts to acquire USConnect's operating properties, coordinated efforts to secure necessary debt and equity financing, and has directed and overseen the integration of the USConnect properties as well as the consolidation of the company's operational and administrative systems and the formation of its operational management team.

In 2015, Bill co-founded Codero Holdings, which, with the financial backing of 32 independent communications providers, acquired Codero Hosting in May 2015. Anchored by business class data centers located in Phoenix, Dallas and Ashburn, VA, Codero provides advanced hosting services to over 3,500 customers worldwide. The Codero initiative will enable its investor partners to provide a portfolio of advanced hosting services, which can be sold and distributed on a branded or white-label basis. Long-term, the Codero initiative aims to further leverage its RLEC Channel Partners by marrying Codero's hosting services with cloud-based products and services relevant to smaller and rural markets.

Bill lives in New Hampshire with his wife Susan, spends any extra time or money he may have tending to the every whim of a 13 year-old daughter and a 12 year-old son, is passionate about Boston sports teams, and, in his spare time, ponders the effect of changes in atmospheric conditions on inflatables of all kinds.

Christine O'Connor serves as Executive Director of the Alaska Telephone Association. She works on behalf of Alaska's telecommunications providers and in support of advanced services throughout the state. Christine has been immersed in Alaska telecom since 2000 when she was elected to the Board of Directors of Nushagak Cooperative in Dillingham, Alaska. As Director and Board President, she wrestled with the struggles and appreciated the rewards of bringing advanced services to her community. Her experience on the Nushagak Board and roots in rural Alaska have given her a deep commitment to bringing service to Alaskans as well as an appreciation of the challenges remote location, extreme climate, and high costs bring. In 2005 Christine and her family moved to the Mat-su Valley region. She joined Matanuska Telephone Association just as the first CLEC entered the market and was able to participate in MTA's immensely successful transition into a competitive market. Her time at MTA included extensive participation in the regulatory and compliance realm, giving her an appreciation of the challenges the rural industry faces in navigating reform.

Christine is a commercial fisherman who returns to Bristol Bay every summer to catch red salmon with her extended family in the greatest sustainable fishery in the world.

Derrick Owens is Vice President of Government affairs at WTA – Advocates for Rural Broadband. He manages WTA's Washington, DC office and is responsible for working with Congress, Executive Branch agencies, and the Federal Communications Commission. Derrick also serves as the staff director for WTA's public policy committee where he works directly with the membership to develop policy positions on legislation and regulations affecting rural telecommunications companies.

Prior to joining the WTA's staff, Derrick worked at the U.S. Department of Commerce's National Telecommunications and Information Administration (NTIA) where he served in a number of senior-level advisory positions. Prior to NTIA, Derrick worked for his hometown congressman (now-former Rep. Tom Sawyer) in Washington, DC and advised him on telecommunications and other legislative matters.

Derrick has a master's degree in Public Policy from the University of Maryland's School of Public Policy. He received his bachelor's degree in Political Science from Allegheny College in Pennsylvania. Derrick currently serves on the board of directors of his high school, Archbishop Hoban High School in Akron, Ohio and he is a member of both his college and high school athletic halls of fame.

Lindsey Pollak is the leading voice on millennials in the workplace, trusted by global companies, universities and the world's top media outlets...and, most importantly, by millennials themselves.

Often called a "translator," Lindsey advises both millennials looking to succeed in today's work environment and the organizations that want to recruit, retain and market to them.

She is the New York Times best-selling author of *Becoming the Boss: New Rules for the Next Generation of Leaders* and *Getting from College to Career: Your Essential Guide to Succeeding in the Real World*

Her keynote speeches — which she has delivered to over 200 corporations, conferences and universities, including Citi, Estee Lauder, GE, Ralph Lauren, Yale, Harvard, Wharton and MIT — have audiences so engaged that, in the words of one attendee, "I didn't check my phone once!"

Lindsey also works with select brands as their go-to in-house expert and public spokesperson for all things millennial, including strategic planning, media campaigns and social outreach. As a LinkedIn Ambassador for six years, she created and delivered webinars that trained over 100,000 people to advance their careers using the platform.

Currently, Lindsey serves as The Hartford's Millennial Workplace Expert and chair of *Cosmopolitan* magazine's Millennial Advisory Board.

Her advice and opinions have appeared in such media outlets as The TODAY Show, *The New York Times*, *The Wall Street Journal*, CNN and NPR. She appears on several lists of "Best People to Follow on Twitter," including Mashable's list of top non-fiction authors. Forbes named her blog one of the "Top 100 Websites for Your Career."

Lindsey's passion for mentoring young people goes back to her student days as a dorm RA at Yale University. Today, she lives in New York City with her husband and four-year-old daughter, a future leader of Generation Z.

Tory Richtmyer is the Marketing & Sales Director at Mid-State Consultants. Tory has experience with a wide variety of communications companies, suppliers and industry planners covering the past 16 years. Tory has participated on many state and national associations and boards. Tory has been active at WTA on its Associate Member Committee (AMC). He also works with the AMC members to develop topics for the WTA program. Tory has a BS in Business Administration with a double emphasis in Marketing and Management as well as an MBA in Global Business.

Steve Samara came to the PTA in 1996 after twelve years in the Senate of Pennsylvania as Executive Director of the Senate Communications and High Technology and Senate Finance Committees. He was the Republican Executive Director of the Communications and High Technology Committee when that body considered and passed the Chapter 30 legislation that laid the groundwork for the deployment of the broadband telecommunications network in the state.

Steve became PTA's President in 2008 after more than 11 years as PTA's Vice President. Steve is responsible for lobbying local exchange industry positions before the House, Senate, Governor's Office and all state-level policy-making and regulatory bodies. Steve also oversees the association's weekly publications.

Steve and his wife Kris live in New Cumberland with their two sons Matt and Zach. Steve is a Board Member of the Hugh O'Brian Youth Foundation.

Scott Stevenson has served as president of the Telecommunications Association of Michigan (TAM) since 1998. Prior to being promoted to president, Scott used his experiences in the Michigan House of Representatives and Michigan Senate to promote public policy for TAM's membership as Government Policy Director.

Scott has been involved in many organizations that strive to improve Michigan's social and economic well-being. He was appointed by former Governor Jennifer Granholm to the Michigan Child Abuse and Neglect Prevention Board of Directors and to the Michigan Relay Center Board of Directors by the Department of Labor and Economic Growth. Scott currently serves on NTCA-The Rural Broadband Association's Membership Committee and was the past chairman of the National Council of State Telecom Association Executives. Scott is married and is the proud father of two teenage children.

Judi Ushio is the Consulting Manager of the Colorado Springs, Colorado office. Judi provides a high-level of expertise in the areas of strategic and feasibility planning, network planning and implementation, emergency preparedness and regulatory compliance. Judi was a part of the management team that created and built a fiber optic network throughout the Hawaiian Islands for a cost of over \$400 million dollars. The entire project resulted in hundreds of miles of underground fiber installed via horizontal direction drilling and trenching as well as the installation of undersea marine cable connecting each island. Central Offices were built across the state with state-of-the-art equipment installed to provide the very latest technology and high speed broadband to the people and businesses of Hawaii. The telecommunication network now provides connectivity from Kauai at the top of the Hawaiian Island chain to the Big Island of Hawaii at the bottom of the chain.

Tony Veach is an attorney with the law firm of Bennet & Bennet, PLLC, where he assists clients on wireline, wireless, and broadband regulatory issues. He also serves as senior regulatory counsel to RWA – The Rural Wireless Association, which is a trade association comprised of the smallest mobile wireless carriers in the U.S. Tony's work experience in the telecommunications industry includes positions in the regulatory division of CTIA-The Wireless Association in Washington, DC and the engineering department of Pioneer Communications, a rural independent local exchange carrier located in Ulysses, Kansas. Prior to earning his law degree, Tony served over four years in the United States Army as a communications specialist working with voice and data communications.

Rob West manages CoBank's Communications Banking Group, an organization with \$4.2 billion in commitments to 184 rural communications companies. He supervises and manages all relationship managers serving rural communications companies nationwide. Mr. West is also a member of CoBank's Senior Leadership Team.

Mr. West joined CoBank in February 1996 after six years with Shawmut National Bank of Hartford, Connecticut. While at Shawmut, he served as director/team leader, managing more than \$1.3 billion in commitments to the communications and media industries.

Mr. West has over 30 years of commercial lending experience. His previous lending experience includes Banque Indosuez in Chicago and Firstmark Financial in Indianapolis. Mr. West's lending background has covered a broad range of communications and media businesses, including rural LEC, cellular, paging, competitive access providers, facilities-based long-distance carriers, long-distance resellers, cable television providers, security monitoring companies, satellite-based communications, broadcasters, publishing and cable networks.

Mr. West graduated from Ball State University with a bachelor's degree in business administration.

Derek White is the Assistant General Manager at San Carlos Apache Telecommunications Utility, Inc. (SCATUI). Mr. White is a member of the Gila River Indian Community with over 30 years of experience in the telecommunications industry. Derek has served in many roles throughout his career, from central office technician to general manager, with a brief stint as chairman of a nationally recognized Tribal Telecom Association. His current role takes him to the San Carlos Apache Tribe Reservation, just east of Globe, AZ., where he assists with the daily management activities of the tribally owned ILEC, CLEC, ISP and IPTV components, as well as a minority share in a Tier 2 cellular partnership. Derek enjoys learning all aspects of technology and discovering innovative solutions, connecting rural communities, both on and off Native lands.

Kelly Worthington has been the Executive Vice President of WTA – Advocates for Rural Broadband (formerly Western Telecommunications Alliance since its inception in 2004. In 2003, Kelly was instrumental in orchestrating the merger of two regional telecommunications association to create WTA. In her role as EVP, Ms. Worthington oversees the day-to-day operations of the association.

Today, WTA is a thriving national association representing over 280 small rural, telecommunications carriers that provide broadband, voice and video services in high-cost areas throughout the United States. WTA is committed to strengthening the ability of the members to provide affordable, advanced broadband and communications services. WTA exists to make sure its members' voices are heard so that they can meet their customers' current and future telecommunications and broadband needs.

Kelly has been married to Jim for over 24 years; they have two beautiful children, Taylor (22) and Trevor (18).