



2017 WTA SPRING MEETING SPEAKERS

Keith B. Adams has been Assistant Administrator for the Telecommunications Program in the U.S. Department of Agriculture's (USDA) Rural Utilities Service (RUS) since July 2013. In this role he manages the Telecommunications Program's loan and grant programs, with an annual budget of almost \$1 billion and an investment portfolio over \$5 billion.

The Telecommunications Program was further expanded in 2009 under the American Recovery and Reinvestment Act (ARRA), which authorized \$2.5 billion in budget authority for RUS to provide additional broadband funding through the Broadband Initiatives Program (BIP). Under Mr. Adams management, the program awarded more than \$2.3 billion and returned over \$100 million to the U.S. Treasury.

Mr. Adams tenure with the U.S. Department of Agriculture (USDA) first began in 2001 as a Marketing Specialist with the Foreign Agricultural Service (FAS). His experience also includes time with the U.S. Postal Service, U.S. Small Business Administration and the U.S. Agency for International Development (USAID). Before returning to USDA, Mr. Adams was the Division Chief in USAID's Office of Food for Peace providing overall leadership for the planning and integration of the day to day operations and budget of the Government's largest resource for food aid valued at over \$2 billion.

Mr. Adams holds a Bachelor of Science Degree from Shepherd University in West Virginia, where he majored in Marketing and received his Master of Science (MS) degree from the University of Maryland.

Keith is active serving faithfully at his church and in his community serving as a Board of Director for his Homeowners Association. He resides in the suburban Washington DC Metropolitan area with his son.

Carri Bennet's experience spans all aspects of communications law and policy. In 1995 she became a founding member of Bennet & Bennet. Carri has provided expert testimony to the FCC and Congress on rural wireless issues and speaks regularly at industry trade shows and legal seminars on cybersecurity, data privacy, spectrum policy, universal service funding reform and business development and strategy issues for communications companies. She represents her clients before the Federal Communications Commission (FCC), state regulatory agencies, the courts and Congress. For more than 30 years, she has advised clients and industry groups on creating strategic alliances and new business opportunities in the fast-paced world of communications technologies. Carri is a registered lobbyist. She serves as General Counsel to the Rural Wireless Association (RWA) and serves on the Board of Directors of the Foundation for Rural Services (FRS). Her clients include wireless providers, content providers, mobile virtual network operators (MVNOs), equipment manufacturers and investment companies. Carri was also

named to the *2013 Washington DC Super Lawyers* list. Carri works closely with her clients' C-Level officers and their respective boards of directors to develop and implement strategic business plans to carry them forward into an uncertain future. She consistently and proactively guides her clients through change and supports them through transitions in the ever-developing technological advances in broadband voice and data services.

Mignon L. Clyburn served as Acting Chairwoman of the Federal Communications Commission, following her appointment by President Barack Obama on May 20, 2013. As Commissioner, she is serving a second term as a Democrat on the Commission, for which she was sworn in on February 19, 2013 following her re-nomination by the President and confirmation by the United States Senate.

Clyburn began her service at the FCC in August, 2009, after spending 11 years as a member of the sixth district on the Public Service Commission (PSC) of South Carolina. She served as its chair from July 2002 through June 2004.

Prior to her service on the PSC, Clyburn was the publisher and general manager of *The Coastal Times*, a Charleston-based weekly newspaper that focused primarily on issues affecting the African American community. She co-owned and operated the family-founded newspaper for 14 years.

A longtime champion of consumers and a defender of the public interest, Commissioner Clyburn considers every Commission proceeding with an eye toward how it will affect each and every American. She is a strong advocate for enhanced accessibility in communications for disabled citizens, and works closely with representative groups for the deaf and hard of hearing. She has fought to promote strong competition across all communications platforms, believing that the more robust and competitive the marketplace, the less need there is for regulation. However, when the market is not adequately addressing consumer concerns, Clyburn is an outspoken champion for smart, targeted regulatory action. She has pushed for media ownership rules that reflect the demographics of America, affordable universal telephone and high-speed internet access, greater broadband deployment and adoption throughout the nation, and transparency in regulation. Commissioner Clyburn is a member of the Federal-State Joint Board on Universal Service, Federal-State Joint Board on Separations, and the Federal-State Joint Conference on Advanced Services, all of which she chaired for three years during her first term at the FCC.

Clyburn is a graduate of the University of South Carolina, and holds a Bachelor of Science degree in Banking, Finance and Economics.

Eric Cramer is President and CEO of Wilkes Communications and RiverSteet Networks in Wilkesboro, NC. Mr. Cramer has over 20 year of industry experience. He began his career as a consultant with John Staurulakis, Inc. where he spent eight years working with numerous rural ILECs on financial and regulatory matters from 1996-2005. He has since been working with Wilkes Communications as the CFO, Assistant GM and CFO, CEO and now President and CEO. He has since initiated a complete change management and growth strategy and overseen the launch of new product lines. He has most recently overseen multiple strategic acquisitions and an extensive growth initiative in the state through the establishment of multiple Public Private Partnerships. Mr. Cramer has a BSBA in Finance from Shippensburg University of Pennsylvania and an MS in Telecom and Technology Management and an MBA from the University of Maryland.

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 currently serves on the Board of the WTA – Advocates for Rural Broadband and chair of its Public Policy 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.

Bob and his wife Holly have two children, Ariel and Taylor, and have a home in Cross Plains, Wisconsin.

Gerard J. Duffy has been a Blooston, Mordkofsky, Dickens, Duffy & Prendergast partner since January 1, 1992. His areas of practice have focused upon rural telephone, commercial mobile radio, Internet and cable television issues.

Gerry was born and raised in Rochester, New York. He obtained a Bachelor of Arts degree from Villanova University and a Juris Doctor (with honors) degree from the George Washington University Law School. He also holds graduate degrees in economics from the University of Illinois, and in accounting from Virginia Tech.

Gerry is Regulatory Counsel for WTA – Advocates for Rural Broadband. He and his wife Janette reside in not-so-rural Bethesda, Maryland, and are the proud parents of Maureen, Christopher, Daniel and Katie, and the even prouder grandparents of Colin, Julia, Chelsea and Hunter.

Erin Fitzgerald is an associate attorney with Bennet & Bennet, PLLC. She joined the firm in 2013, and assists clients with wireline, wireless and broadband issues. She also serves as Regulatory Counsel to the Rural Wireless Association, and has provided counsel to public universities and equipment manufacturers. Prior to joining Bennet & Bennet, Erin was an associate attorney in the Washington, DC office of a large, multi-national law firm where she represented a diverse list of clients on both commercial and regulatory matters. She has worked on issues regarding cybersecurity, spectrum auctions, wireless devices, Universal Service Fund reform, Lifeline service, E-Rate, Voice-over Internet Protocol (VoIP) service, network neutrality, and E-911 requirements. Before attending law school at the University of Wisconsin, Erin was a Legislative Assistant to U.S. Senator Kent Conrad. As a Senate staffer, Erin worked on rural policy issues and was responsible for the Senator's telecommunications and education agendas. Erin is a North Dakotan living in Washington, D.C. When she's not lawyering, she can be found at the park with her retired racing greyhound Sunny.

David Fritz is a Sr. Consulting Engineer with Nokia's Regional and Major Accounts Sales Team. In this role, Mr. Fritz assists wireless communication providers with the challenges of network proposals, designs, system implementation, equipment optimization and maintenance; along with navigating the vast landscape of local, state, and federal agency technical regulations and policies.

David has 22 years of experience in the telecommunications industry. Prior to joining Nokia, David has served as a Senior Technical Consultant for Bennet & Bennet, PLLC and as a Consulting Engineer at Kurtis & Associates, P.C., both located in Washington DC. David earned his bachelors degree in electrical engineering from Grove City College, (PA) and serves as a technical member of the Federal Communications Bar Association.

Mark 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. He was employed as an Analyst Forecaster and later Construction Supervisor with Contel. He was the Construction Supervisor for the western half of the state of Arkansas for GTE until June of 1997. He is married to Angie and they have 5 children.

Mark is active in a number of associations. He is Past-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 Past-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 has served on the Board of Kansas Independent Telecommunications, LLC and 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 has served as Vice Chairman of the Board of the Bartlesville Development Corporation and is the Chairman of the Washington County Industrial Trust Authority. He has served on the local advisory board of BancFirst Bartlesville Branch. He has served on a local committee for Caney Valley Schools to assist in identifying needs for a possible bond issue by the school district. He has supported local youth in sports as a coach and referee. He and wife Angie actively support the Caney Valley School district. He is an active Church member of New Harmony Baptist Church.

Matt Gilbert, Director of Sales and Account Management, has been a member of the Mapcom Systems team for 10+ years. A transplant to Richmond, VA from the Great Midwest and a graduate of Grand Valley State. Matt serves on the WTA Board of Directors, Public Policy Committee, and Associate Member Committee. When he's not representing Mapcom across the country (including DC on many fronts), Matt enjoys playing golf, soccer and skiing and following Penn State, Duke and the Detroit Lions. Matt is also reluctantly forced to support the Virginia Tech Hokies thanks to his lovely wife Ashleigh and their 1½ - year-old son Walker.

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.

Andy Heins serves as Senior Consultant of the Broadband Division at Finley's Lamar, MO, corporate headquarters. Mr. Heins is a veteran of the telecommunications industry and began his career at Finley in early 2009. Prior to joining Finley, Heins was the General Manager of Alma Communications Company in Missouri. While with Alma, Heins assumed various management and operations roles, and in 2006 deployed the first 100% Fiber-to-the-Home (FTTH) network in the State of Missouri.

Mr. Heins brings valuable insight in the areas of communications company operations, FTTH network design and operation, industry revenue practices, and industry regulation. Heins has drawn from this experience to assist in Continuing Property Record (CPR) development, FTTH network design, cost-study assistance to cost consultants, FTTH cutover assistance, and Broadband Stimulus grant/loan program assistance.

Ron Hudson, TCA and REH Consulting is a proven professional in the field of business and provides a unique perspective into the principles that improve individual and company performance. With more than 40 years of business experience, Ron specializes in strategic planning, performance management, and human resource development in businesses. Ron facilitates strategic and operational planning, conducts organizational assessments, provides training and development, serves as a personal coach, facilitates succession planning, conducts key employee searches, provides human resource consulting, facilitates board development, conducts compensation planning, and establishes individual and company performance measures. For the last 25 years Ron has applied his managerial and operational expertise in the telecommunications industry by working closely with rural telephone companies. During this time he has also consulted with banks, manufacturing, healthcare, and service firms. Ron has been published in several periodicals and is frequently asked to speak on performance improvement strategies. Ron has been an adjunct faculty member at Southwestern College (Undergraduate Program) and Webster University (Graduate Program) in their business programs. A native of Pelham, Georgia, Ron holds a Bachelors degree in psychology, a Masters degree in clinical-counseling psychology, and a Masters degree in business administration with an emphasis in management.

Evelyn Jerden is the Senior VP-Regulatory Dynamics of the LICT Corporation which owns 15 small, rural ILECs ranging from 600 to 6,000 access lines. Evelyn is a CPA who has worked on Rural Local Exchange Carrier issues since 1979. Evelyn began her telecommunications career with Ernst & Young's Telecommunications Group prior to joining Western New Mexico Telephone Company, a subsidiary of LICT, in 1992 as the Director of Revenue Requirements. She is a Subset 2 representative of the NECA Board of Directors and Co-Chair of the NECA Board Common Line/Traffic Sensitive Committee. She is a member of NECA's Cost Issues Task Group and Co-Chairperson of the Western Telecommunications Alliance's Public Policy Committee. She was a member of the Rural Task Force appointed by the Federal/State Joint Board on Universal Service to review the universal service support mechanisms for RLECs. Evelyn has participated on various RLEC industry associations' USF, separations, and intercarrier

compensation committees. She has taught seminars and spoken at numerous conferences on these topics and has testified in front of state commissions.

Brandon Koch is currently Systems Engineer for H&B Communications and is a member of the fourth generation of this family owned business. H&B is a small telco located in Central Kansas that serves 3 ILEC exchanges and has a growing CLEC service area. Brandon has a Bachelor's degree in Electrical Engineering and an MBA, both from the University of Nebraska. Before re-joining H&B 9 years ago, he spent three years with Cessna Aviation in Wichita as an Avionics Engineer. Brandon serves in the local community as a City Council member and a volunteer fireman. In his spare time, he enjoys almost anything sports related and spending time with his wife and three daughters.

Steve Meltzer is Senior Vice President at JSI where he has been employed since 1977. Steve plays an active role in the operations of JSI as well as in the development, coordination, and presentation of various JSI seminars and webinars. In addition, Steve is active in several rural Telecom organizations and including serving on WTA's PPC, NTCA's Industry Committee, NECA's Cost Issues Task Group and Rate Development Task Force, and is involved with the advocacy efforts with the Joint Association Group on behalf of the rural telecom industry. Steve also just concluded his term as President of the Board and is now currently a Board member of the Foundation for Rural Service working to bring grants and scholarships to communities in rural America.

Steve is a 1976 graduate of the American University in Washington DC, earning his B. S. in Management and Technology. Steve is married and has three daughters.

Gregory L. Rohde is the former Assistant Secretary of Commerce and Administrator of the National Telecommunications and Information Administration (NTIA). In this position, he served as the principal advisor to the President of the United States (Bill Clinton) on telecommunications and information policy issues, both domestic and international. He was also the manager of the federal radio spectrum as the head of NTIA. Mr. Rohde spearheaded several key technology initiatives in the Clinton Administration, including establishing policies and programs to close the digital divide, foster the deployment of mobile data services (3G) and represented the Administration before the Federal Communications Commission (FCC), international regulatory bodies, and inter-governmental organizations including the International Telecommunications Union (ITU). He was also the Administration's point person for the telecommunications and information sectors in implementing the Administration's initiative on cyber security.

Mr. Rohde also served as a senior advisor to U.S. Senator Byron L. Dorgan (D-ND) and worked on the landmark the Telecommunications Act of 1996, the Internet Tax Freedom Act, and legislation establishing spectrum auction authority for the FCC to license commercial spectrum.

Since 2001, Mr. Rohde has worked primarily with start-up technology companies in the wireless and broadband sector, assisting companies obtain financing, developing successful market entry strategies, and building teams to transition from a start up to a successful new entrant. His firm, e-Copernicus, has successfully helped clients obtain more than a half billion dollars (USD) in federal financing for telecommunications and broadband projects.

Mr. Rohde has also been very active in the public safety communications area. In 2003 he became the founding Executive Director of the NG9-1-1 Institute, a not-for-profit organization that was established to support the mission of the Congressional NexGen 9-1-1 Caucus which was founded by U.S. Senator Hillary Clinton (D-NY), U.S. Senator Conrad Burns (R-MT), U.S. Rep. Anna Eshoo (D-CA) and U.S. Rep. John Shimkus (R-IL). The mission of the Bi-Cameral/Bi-Partisan Caucus and the Institute is to advance 9-1-1 and emergency communications issues on a national level. Mr. Rohde was instrumental in the passage of several major legislative initiatives to advance Next Generation 9-1-1. While Mr. Rohde resigned from the NG9-1-1 Institute in 2012, he remains a member of the European Emergency Number Association (EENA) Advisory Board and continues to advise emergency communications companies in the US and Europe.

Mr. Rohde has B.S. in Education and Sociology from North Dakota State University (1985) and an STB in Theology from the Catholic University of America (1988). He was in the inaugural class of inductees to the Bismarck Century High School Hall of Fame and is also honored in the North Dakota Track and Field Hall of fame.

David Schornack owned a variety of businesses prior to joining Arvig Enterprises in 1996. He currently serves as Director of Business Development and Sales, which includes managing the company's voice and Internet business, ILEC and CLEC operations, the sales team throughout a 5-state area, metro sales operations directory and online advertising products, All State Communications, and the construction division (telecom, gas, and electrical) as well as overseeing new company acquisitions. Schornack earned his MBA from the University of Minnesota. He is active in area committees and serves on several boards throughout the state. He is on the Board of WTA – Advocates for Rural Broadband and serves on the Minnesota Telecom Alliance legislative committee.

Although he is presently the Director of Innovation and Business Development at FairPoint Communications, **French Scott** struggled with whether he could consider himself an innovator in a technology-driven industry. After-all, he has been driving the same vehicle for more than a dozen years, his cell-phone is at least 3 years behind the latest model, and he has never sent out a "tweet". Even though he may not be able to expound on the latest techno-gadgets, apps, and fads, his accomplishments over his 25 years in the telecommunications industry reveal a consistent pattern of innovation. During that time, he has designed and created cutting-edge products and started innovative programs that became the flagship for their companies and laid the foundation for strategic corporate initiatives.

He is a creative problem solver and strategic analyst who actually *enjoys* challenging business problems, *likes* working with both people and maps, and *loves* driving his kids crazy by playing 80's Rock.

Jimmy Todd is the CEO/General Manager of Nex-Tech. Nex-Tech is one of the largest and most progressive communications and technology companies in Kansas and has been recognized nationally for its efforts. Mr. Todd actively serves on the WTA PPC, the NTCA Industry and Policy Committee, and the KRITC (Kansas Rural Independent Telecommunications Coalition) Board. He is the Board Chairman for Nex-Tech Wireless and is on the Kansas Fiber Network (KFN) Board. Jimmy has also served on the Kansas NG-911 Coordinating Council as well as Team Kansas under the Department of Commerce.

Jimmy has 20+ years in the telecommunications industry and has been involved with advanced technology for 30+ years. Mr. Todd retired from US military service after 21 distinguished years, spending time in the US Navy as an Aviation Electronics Technician and Flight-deck Troubleshooter, and in the Army National Guard as an Infantry Officer.

He completed an MBA through the University of Portland in December 2004. His undergraduate work achieved a BA through Chapman University in Orange, CA. Prior to his naval service, Mr. Todd completed an AA at Emory University in Atlanta, GA.

Jimmy and his wife, Shirley, have four children, daughters Olivia and Sabrina, and sons Alex and Taylor, plus 4 cats and 2 dogs.

Eric Trump grew up in Colfax, WA a small town with about 3,000 people. Colfax, WA is about 25 miles from St. John Telco and St. John Cable Company. He started working summers at St. John Cable Company when he was 16. Eric attended Washington State University and studied Electrical Engineering. After college he started working full-time at St. John Cable Company as a technician. In December, 2014 he was hired to replace the manager at St. John Telco.

Jason Williams is Chief Executive Officer for Blackfoot Communications in Missoula, MT. He is responsible for the overall strategy of Blackfoot, including its regulated and competitive affiliates, as well as Kadence, Blackfoot's wholly owned software development subsidiary. He was appointed to serve as Blackfoot's CEO in 2016 and prior to that served as Blackfoot's Vice President – General Counsel and Chief Operations Officer. Jason serves as a Director of VisionNet, Inc., Syringa Networks, Missoula Economic Partnership and the United Way of Missoula; serves as Secretary of US Telecom's Leadership Committee and is a Member of WTA – Advocates for Rural Broadband's Public Policy Committee. He previously served as a Director of the Universal Service Administration Corporation and served on former FCC Chairman Kevin Martin's staff. Jason is an attorney with over 20 years of business and legal experience in the telecommunications and energy sectors.

Dave Zylka is the Chief Technical Officer for Carolina West Wireless. In this role, he is responsible for the engineering, operations, and evolution of CWW's commercial voice and data networks, and related services. He is also responsible for the evaluation of trends, new technologies, and regulatory issues affecting the communications industry and their impact on Carolina West Wireless.

Mr. Zylka has over 27 years of commercial wireless telecom and network experience gained by serving in a variety of engineering, operations, and IT leadership roles. Prior to CWW his leadership roles included Chief Technology Officer for Revol Wireless, SVP Engineering and Operations for iPCS (Sprint Affiliate), CTO for Ubiquitel PCS (Sprint Affiliate), VP of Wireless and Network Engineering for Frontier Cellular Communications, and VP of Operations and Performance Engineering for Comcast Cellular Communications. In addition to his commercial experience, Mr. Zylka served as a Signal Officer in the US Army. Mr. Zylka earned a Bachelor of Science Degree in Electrical Engineering from the United States Military Academy at West Point, and a Master of Science in Information Systems Management from Golden Gate University.