



Annual Convention Wrap-Up Edition

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51st Annual Convention

September 13-15, 2009
The Balsams Grand Hotel
Dixville Notch NH

By Laura French

For the 41st year in a row TANE's members gathered at The Balsams Grand Hotel for their Annual Meeting. Much has changed through the years. For example, when I first started in the industry in 1989 this event was attended by 350+ people representing 43 independent telephone companies and over 200 associate member companies. New England Tel sent a large contingent and there was always a waiting list for exhibitors. One of the biggest dilemmas we faced was how to fit all of the attendees into the hotel. Program topics included "New England Business & Telecommunications: A Current Assessment," "Recognizing and Making Decisions in Dramatically Changed Telecommunications Industry Environments," "Women and Minorities in Management," and "Healthy N.E.T. Works: Investing in Your Future."

Life was different – the economy was good and things were simpler. Companies realized the importance of training, networking and rewarding their employees with some relaxation time and had the budgets to afford them the opportunity to take advantage of the Annual Convention to do just that.

Fast forward 20 years... the convention is one day shorter, companies have consolidated resulting in fewer attendees, and the economy has forced many of us to do more with much less.

Two things have stayed the same, though. The Balsams experience has been the one thing that we could count on every year. Rounding the corner and seeing that beautiful grand hotel and being greeted by the same familiar faces somehow brings a feeling that all is right with the world, even for just a few days. This year we were treated with the return of some of the Balsams folks who had left when the new management team took over. With the old regime back in place we noticed huge improvements in the kitchen and dining room as well.

The other thing that never changes is the quality and value of the whole event. Year after year the Convention Committee – comprised solely of TANE members – manages to put together a well-balanced program not only addressing hot telecom issues but those affecting the workplace in general. Adding to that is the networking opportunities both for the vendors trying to sell their wares and for industry peers as well. A common survey comment is that the chance to share ideas with people who are facing the same issues is priceless.

If you were unable to attend the convention this year or for some reason elected not to attend, I hope you will read through this issue to see what you missed. Also, get your 2010 schedule out right now – whether it be an Outlook calendar, a Blackberry or a good old-fashioned Daytimer – and mark the dates for next year's Annual Convention: **September 12 – 14, 2010**. Two things you can count on – it will be at The Balsams and you won't regret your decision to attend! ☎

Program Highlights

This year's theme was designed to encompass several forms of "green" including the environment, money, and movement. The sessions were presented by a variety of experts in the field including many of our own Members. Read on for a brief recap of each session...

Transformation Thinking: Tools & Techniques for Powerful New Thinking

Tim Richardson, President – Total Development Resources

Unprecedented organizational change and constant change requires new and innovative approaches in today's world. We can no longer afford to do things in the same way we have always done them. To manage change effectively and to be on the cutting edge, individuals and organizations must capitalize on their collective brainpower. Based on researched principles for his Putnam published book "Transformation Thinking", this session provided tips and techniques to increase workplace innovation resulting in a thinking and learning organization and one in which positive change and transformation are ongoing. In an entertaining and thought-provoking manner Tim provided the audience with ideas that can be used immediately to produce new thinking, idea generation, and to change strategies.

Reduce Your Carbon Footprint – Renewable Energy Options for Small Telecoms

Fortunat C. Mueller, P.E., Co-Founder – ReVision Energy LLC

As fuel and electricity prices continue to climb and as awareness of the effects of fossil fuel power generation increases, the pressure for all companies, including the telecom industry, to reduce their conventional energy consumption continues to grow. Whether it is for environmental compliance, marketing or just as a hedge against the increasing future price of electricity, more and more companies in the telecom sector are beginning to explore renewable energy alternatives to conventional power sources.

Fortunat provided an overview of a variety of renewable energy options for telecoms, including solar, wind and Fuel cell technology. He explored the state of the industry as well as projected future developments and the arguments for renewable energy for both grid connected and stand alone

telecom applications. The information he provided was interesting and provoked many questions and discussion.

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ITPA Fundraising Results

Thanks to the generosity of our TANE members, the New England Chapter of ITPA added over \$5000 to the scholarship fund.

Since we were unable to secure an auctioneer we made the decision to hold an expanded silent auction instead. Thanks to everyone who donated items and those who bid on the items. There were some fierce bidding wars going on but in the end I think everyone went home happy. As always, the mulligans were a big hit adding over \$500 to the coffers. And, despite the smaller crowd, were able to raise over \$300 from the golf scramble.

In addition, TANE sponsored a Monday Night Football Party with all the necessities – snacks, a bar, balloons, prizes and a football pool. The New England Patriots made it a perfect event by winning the game! Congratulations to Bill Brown of Berry, Dunn, McNeil & Parker who won \$425 in the football pool. A special thank you to UniTel Inc. for matching up to \$1000 in Silent Auction bids!! Here's a breakdown of how we did...

Silent Auction:	\$2843
UniTel Match:	\$1000
Mulligans:	\$ 560
Football Pool:	\$ 425
Golf Scramble:	\$ 340
\$ Donations:	\$ 300

TOTAL: \$5468

Special Thanks to This Year's Annual Convention Platinum Sponsors

Berry, Dunn, McNeil & Parker
FairPoint Communications
Granite State Communications
Lincolville/Tidewater
Mid-Maine Communications & Pine Tree
Networks, A Division of Otelco
Oxford Networks
TCA
TDS Telecom
Waitsfield and Champlain Valley Telecom

Volunteer Awards

Without our volunteers, TANE wouldn't be much. Each year we rely very heavily on the knowledge, expertise and time of our volunteers. Nearly 10 years ago we set up a more formal way of recognizing our volunteers with the presentation of 1-year awards, Chair Awards and Outgoing Board Member Recognition Awards. We also created a couple of more specialized categories – the President's Award and the TANE Special Service Award. But, we would remiss if we didn't say THANK YOU to ALL of our volunteers, whose service runs anywhere from 1 year to 15 or even 20 years!! Even the Volunteer Recognition Program is organized by volunteers. Special thanks to **Gloria Zarotny** and **Heather Lovejoy** of the HR/Safety Committee for organizing this year's awards.

One Year Awards

Muhammed Attiany

Nortel

NSAT Committee

Jennifer Jones

FairPoint Communications

Network Operations Committee

Mary Post

Pine Tree Networks/Mid-Maine Communications

Sales & Service Committee

Don Richard

MOUNTAIN LTD.

Sales & Service Committee

Outgoing Chair Award

Janine Klebe

FairPoint Communications

Network Operations Committee

Outgoing Board Members

Beth Osler

UniTel Inc.

Audrey Prior

FairPoint Communications

Susan Rand King

Granite State Communications

Bill Stafford

Granite State Communications

Deb Martone

TDS Telecom

TANE Special Service Award

The recipient of this year's Special Service Award is Beth Osler. She was unable to be at The Balsams to receive her award because her daughter was due to have a baby at any moment.

Beth's granddaughter, Madelyn Beth Creveling, didn't end up arriving until September 27. Weighing in at 8 lbs. 15 oz. and 20.5 inches long, Beth said that everyone present immediately recognized her as exceptional.

A special presentation of Beth's award was made by outgoing president, Susan King, at the October TANE Board Meeting:

"The TANE Special Service Award was created to recognize outstanding service and commitment to the Association.

Beth has been involved with TANE since 2000 when she joined the Legislative and Regulatory committee. She has chaired that committee several times. She has served as speaker on a variety of regulatory topics at many, many TANE events and she participated in the planning of TANE's 50th anniversary celebration. Beth has been a member of the Board of Directors since 2002. She has been a valuable resource on the TANE Board. She is not afraid to speak her mind and often plays devil's advocate. She has been very generous in donating substantial time, energy, and expertise to TANE.

I am please to award this year's TANE Special Service Award to Beth Osler."

Congratulations, Beth!!



Special Thanks to This Year's Annual Convention Gold Sponsors

MPX

nextGen Telecom Services Group, Inc.

Nortel

Occam Networks

Program Highlights

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The Light Better Stay Green Because I'm Not Stopping!

Roger Nishi, VP, Industry Relations –
Waitsfield and Champlain Valley Telecom

TANE's very own Roger Nishi presented his thoughts on the current state of the industry by using an interesting bacon analogy and he left the audience with some helpful suggestions:

- ☑ Be involved legislatively – know your legislators and the FCC Staff.
- ☑ Staff someone to look at what's being offered on the net and have them share the information.
- ☑ Train your People – The best time to train is when times are tough so that your staff is ready when times are good.
- ☑ Broadband– Get your customers to think they need it!

Bringing Jobs & Business to New England In a Down Economy

James I. Cohen, Esq., Partner – Verrill Dana

Many would agree that New England is facing one of the most severe economic downturns of the last century. Restoring growth to our sputtering economy will be critical for all businesses in New England including the Telecom sector.

Jim Cohen discussed strategies for economic growth including tax incentives, reform and rates, government spending, opportunities for regional coordination, marketing clusters, transportation infrastructure and regulation as a barrier to growth. His role as the former mayor of Portland provided an interesting perspective and this session also resulted in some great discussions.

**Mark Your Calendars
2010 TANE Annual Convention
September 12-14, 2010**

Bumps in the Road – A look at the competitive, economic and technological challenges of the telecom industry

James I. Cohen, Esq., Partner – Verrill Dana LLP; Ben Sanborn, Esq., External Affairs Manager – Telephone Association of Maine; John Cole, Managing Director – CoBank; Joe Savage – Fiber to the Home Council

This panel brought together industry experts in three key areas – regulation, technology and the economy – for an in depth look at the major challenges facing all of us in the Telecom industry. The interesting and lively discussion gave the audience a lot to think about!!

Convention Wrap-Up

Steve Kraskin, Esq. – Kraskin, Lesse & Cosson

Steve did a superb job summarizing all that we learned at the meeting. A few people commented in the convention survey that they would have liked more time to hear what Steve had to say! He certainly sent us on our way with lots to think about and I think everyone will agree that this year's convention left us energized and gave us lots of good ideas on how to turn our own lights green! 📞

Special Thanks to This Year's Annual Convention Silver Sponsors

DataEast
HEADNetworks LLC
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MetaSwitch
Motorola
NECA
Power & Tel
Telephone Association of Maine
Union Communications
UniTek Inc.
UniTel Inc.

ITPA Community Service Award

Each year the ITPA-NE Chapter presents an award to someone who stands out in the area of volunteerism in their community. Special thanks to Oxford Networks for supporting this recognition program with the nomination of Becky Downey. Mike Grant submitted the following:



The ITPA Community Service Award perfectly embodies the spirit of Oxford Networks long time employee Becky Downey. Becky has an infectious enthusiasm and giving spirit which is evident year round in the work she does on behalf of our Christmas for Kids campaign.

Becky leads the Oxford Networks Christmas for Kids committee in the fundraising that is crucial for the school system that it serves in Western Maine. The Christmas for Kids program helps to ensure that children in SAD 39 - Buckfield, Sumner, and Hartford - have Christmas presents under the tree no matter their financial circumstances. With Becky at the helm, the committee organizes benefit lunches, breakfasts, and other fundraisers year round to support this effort. The program is in its ninth year, and seems to get stronger every year.

During the weeks preceding Christmas the final fundraisers take place, a tree with present suggestions is put up for employees to help with gift buying, and Becky and the committee take the money they have raised and buy gifts for the children. The many bags of goodies are then delivered to the very grateful families of the children for giving on Christmas Day. It is no exaggeration to say that without Becky's positive, can-do attitude the effort would not occur or be as successful.

Oxford Networks is very lucky to have the generous and community minded employees that it does. Becky Downey is a shining example of that. Her commitment to her co-workers, company and community is exemplary. Please accept my strong recommendation for her nomination of the N. E. Chapter of the ITPA Community Service Award.

The ITPA-NE Chapter president, Chris Rand of Granite State Communications, presented Becky with her award at the Sunday evening awards presentation at The Balsams. ***Congratulations Becky!!***

Sports Results

Crazy Champagne Putting Contest

- 1st Place – Susie Sanborn, TAM & Mark Hannan, Oxford Networks
- 2nd Place – Clem Bockus, Granite State Comm/ITPA & Lu Leighton, UniTel

Fly Fishing Derby

- 1st Place – Craig Gunderson, Oxford Networks

Horseshoe Tournament

- 1st Place – Scott Webber, ITPA
- 2nd Place – Tim Webber, ITPA

Pool Tournament

- 1st Place – Ben Sanborn, TAM
- 2nd Place – Cassandra LaRea-Perez, Primer & Piper

Tennis

- 1st Place – Tom Ollila, Dantherm Power Inc.
- 2nd Place – Tony Diaz, Taqua

2K Fun Run

- Winner – April Metivier, MOUNTAIN LTD.

6K Fun Run

- Winner (Male) – Gregg Klatsky, MOUNTAIN LTD.
- Winner (Female) – Ann Walsh, Dixville Telephone

Golf Scramble

1st Place

- Nick Winchester, Mid-Maine/Pine Tree
- Jon Henderson, Mid-Maine/Pine Tree
- Ab Quinlivan, Calix

2nd Place

- Dale Shaw, UniTel
- Harold Shaw, UniTel
- Bob Bailey, On Target Utility Services

3rd Place

- Marc Violette, TDS Telecom
- Paul Violette, Oxford Networks
- Cliff Abbott, Berry, Dunn, McNeil & Parker

Closest to the Pin

- Hole #5 – Reid Jenkins, Martin Group
- Hole #7 – Keith Hughes, Keithernet
- Hole #14 – Bob Bailey, On Target Utility Services
- Hole #16 – Keith Hughes, Keithernet

Longest Drive

- Men – Ab Quinlivan, Calix
- Women – Joan Cohen, Maine Rep.

Deb Martone Retires

The following announcement was released from TDS Telecom on September 1, 2009.

After thirty years of outstanding performance in the telecommunications industry generally and the government relations field more specifically, Deb Martone will be retiring from TDS Telecom on September 30, 2009.

Deb started her career with Continental Telephone Service Corporation ("Contel") in 1979 as Outside Plant Secretary. In 1985, she was promoted to Staff Associate/Contract Coordinator, where her major responsibilities included the facilitation of the bidding processes of outside/inside plant projects. When GTE acquired Contel in 1991, Deb became External Affairs Manager for GTE New Hampshire/Vermont. In 1994 when the New England Independent Group ("NEIG") acquired the GTE New England properties, Deb came to MCT Telecom, analyzing state and federal legislative and regulatory issues as its Industry Affairs Analyst. TDS Telecom's Government and Regulatory Affairs department welcomed Deb on January 1, 2003 as Manager-External Relations, following our acquisition of MCT Telecom.

Deb has experienced countless successes during her professional career. She has been a tireless advocate for reduced regulation for our company, has promoted and accomplished legislative successes that have reduced our operating costs and improved our corporate efficiency. Deb managed many regulatory dockets and always worked to develop consensus and strived to be pragmatic versus stubborn. Deb is a registered lobbyist with the New Hampshire General Court. She currently serves on the Board of Directors for both the New Hampshire Telephone Association and the Telephone Association of New England.

Simply put, Deb always represented TDS with distinction in the regulatory and legislative arenas in NH, VT, ME, NY and PA. She has been a great company advocate, a solid co-worker and a good friend. We wish Deb all the best in her retirement pursuits and thank her for her years of solid service.

Deb's retirement is effective September 30, 2009.



Deb was honored for her TANE Service during this year's Annual Convention. Deb has served as the Vice Chair of the Convention Committee for a number of years and has been instrumental in lining up speakers, organizing guest activities, and just generally keeping things running smoothly during the convention itself. Deb was presented with a plaque and a gift for

her years of service on the TANE Board and was presented flowers in recognition of her tireless work on the Convention Committee. She also received a framed photo of The Balsams signed by many of her TANE friends.

Deb was also presented with a gift from the staff at The Balsams who have gotten to know and love her throughout all the years she has been attending and working on the convention.

From all of us at TANE – best of luck to you, Deb!!

Special Thanks to This Year's Annual Convention Bronze Sponsors

CORE Telecom Systems
Dixville Telephone Co.
Emerson Network Power

As 2009 winds down we would like to thank the Board of Directors, our volunteers and members who have supported TANE throughout this past year. We look forward to providing another year of valuable educational and networking opportunities made possible by our members for our members. Be sure to mark your calendars for the following 2010 Events:

NYSTA/TANE Issues Forum

February 3 & 4 – Springfield MA

TANE Spring Educational Symposium & Vendor Showcase / Sales & Service Seminar

April 13-16 – Sunday River Ski Area, ME

TANE Annual Convention

September 12-14 – The Balsams Grand Hotel, NH

TANE Fall Finance & Regulatory Symposium

October 20 & 21 – Portsmouth NH

Have a wonderful holiday season!!

Dana Twombly, EVP

Laura French, Administrative Assistant