



# 2017 TANE Annual Meeting and Convention

October 16-18, 2017



## TELEPHONE ASSOCIATION OF NEW ENGLAND

PRESENTS

## 2017 ANNUAL MEETING AND CONVENTION

**October 16-18, 2017**

**Mountain View Grand Resort**

**Whitefield, NH**



# 2017 TANE Annual Meeting and Convention

October 16-18, 2017



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## 2017 TANE Annual Meeting and Convention The TANE Convention Committee

Roger Nishi, Waitsfield And Champlain Telephone

April Metivier, MOUNTAIN LTD

Bob Meehan, Fairpoint Communications

Steve Head, HEADNetworks/TANE

Suzanne Reed, Unitel

Scott Brooks, TDS Telecom

Susan Rand King, Granite State Communications

Mark DePerrior, Citizens Telecom

Ed Tisdale, OTT Communications

and

Nichole Drew, TANE Exec. Admin.

Chris Rand, TANE President

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October 16-18, 2017



The 2017 TANE Annual Meeting and Convention is made possible through the support of these generous sponsors

## Platinum Sponsors



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October 16-18, 2017



## Silver Sponsors



## Bronze Sponsors





# 2017 TANE Annual Meeting and Convention

October 16-18, 2017



## Annual Meeting and Convention Schedule of Events Monday 16 October – Crystal Ballroom

<u>Time</u>	<u>Event</u>
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**11:30 am – 12:30 pm**

TANE Board of Directors Lunch (Hunt Room Restaurant)

**12:30 – 3:00 pm**

TANE Board of Directors Meeting (Eisenhower Boardroom)

**3:00 pm**

Registration Opens

**3:00 – 5:00 PM**

TAM Board of Directors Meeting (Eisenhower Boardroom)

**3:00 – 5:00 pm**

Exhibit Hall Set Up

**5:00 – 6:30 pm**

Exhibitor Showcase & Networking Reception (Crystal Ballroom)

**6:30 – 7:30 pm**

Dinner Buffet

**7:30 – 8:00 pm**

TANE Annual Business Meeting  
Chris Rand – TANE President





# 2017 TANE Annual Meeting and Convention

October 16-18, 2017



## Schedule of Events Tuesday, 17 October – Crystal Ballroom

<u>Time</u>	<u>Event</u>
<b>7:00 am</b>	Registration Open
<b>7:00 am – 8:00 am</b>	Breakfast Buffet (Crystal Ballroom)
<b>8:00 – 9:00 am</b>	Opening Keynote Speaker <i>The Alternative ILEC Transformation</i> Greg Whelan, Principal, Greyscale Advisors
<b>9:00 – 9:45 am</b>	<i>FirstNet</i> John Stevens, Statewide Interoperability Coordinator, State of New Hampshire David Maxwell, Program Director, ConnectME
<b>9:45 – 10:00 am</b>	Coffee Break
<b>10:00 – 11:00 am</b>	<i>Federal Washington Update</i> <i>What is the latest and greatest info from within the Beltway?</i> Kelly Wismer, Public Relations Manager, NTCA Bob DeBroux, Director, Federal Affairs & Public Policy, TDS Telecom
<b>11:00 – 12:00 PM</b>	Cyber Security Jason McGinnis, CEO and CCA - NEONova
<b>12:00 – 1:00 pm</b>	Lunch Buffet Drawing - Battery Research and Testing Service



# 2017 TANE Annual Meeting and Convention

October 16-18, 2017



## Time      Event

**12:30 – 1:30 pm**

Exhibitor Showcase

**1:30 – 2:30 pm**

*New Technology Trends Showcase*

Redcom, East Penn, Fiberlan/Goldfield, New England Telephone Museum, Repcom

10 minutes per presenter

**2:30 – 5:00 pm**

**Axe Throwing Competition**



**Bingo**



**To Benefit ITPA - \$20 Suggestion Donation**

**5:00 – 7:00 pm**

Exhibitor Showcase & Networking Reception (Crystal Ballroom)

**7:00 – 8:00 pm**

Dinner Buffet

**8:00 – 9:00 pm**

*Hall of Fame Induction Ceremony*

Clarke Kidder, MCT & TDS

Sponsored by Franklin Telephone



# 2017 TANE Annual Meeting and Convention

October 16-18, 2017



**Wednesday, 18 October – Crystal Ballroom**

<u>Time</u>	<u>Event</u>
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<b><u>7:00 – 8:00 am</u></b>	
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**Breakfast Buffet**

<b><u>8:00 – 9:00 am</u></b>	
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***Marketing Trends & Opportunities***

**Steve Butcher, Co-Founder, Vickery Hill.com**

<b><u>9:00 am – 10:00 am</u></b>	
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***Security and Risk***

**Ron Hruby, Director of Commercial Cybersecurity, Vertek**

<b><u>10:00 – 10:15 am</u></b>	
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**Coffee Break**

<b><u>10:15 – 11:00 am</u></b>	
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***Fiber Implementation Best Practices***

**Mike Dion, Director of Construction, nextGen**

<b><u>11:00 – 12:00 pm</u></b>	
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***Potpourri Round Table***

**Moderator, Clarke Kidder – TANE**

**Panel: Ron Hruby, Vertek**

**Lee Cheney, Waitsfield & Champlain Valley Telecom**

**Mike Dion, nextGen**

**TBD????????**

<b><u>Noon</u></b>	
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**Annual Meeting Conclude**



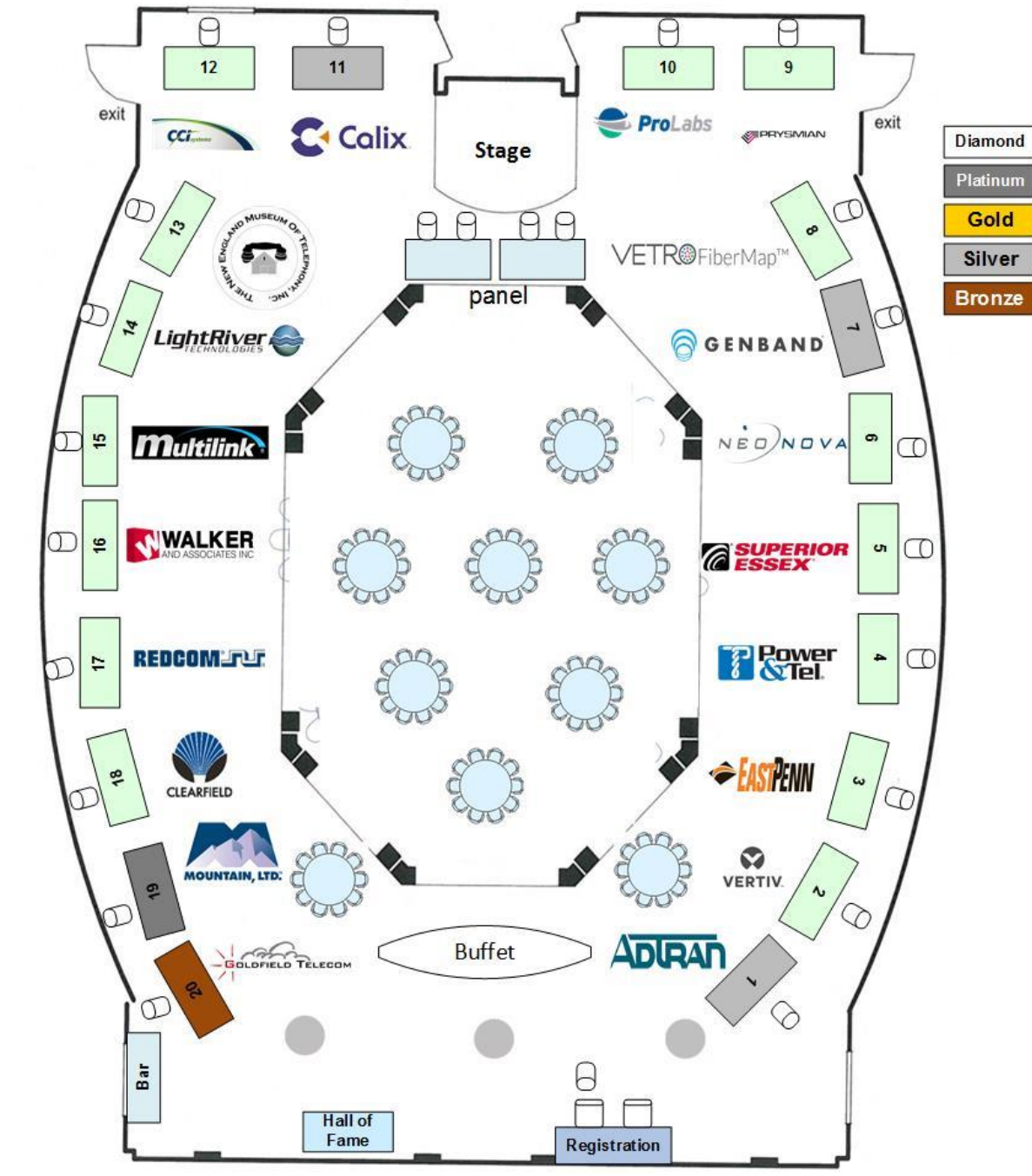


# 2017 TANE Annual Meeting and Convention

October 16-18, 2017



## CRYSTAL BALLROOM





# 2017 TANE Annual Meeting and Convention

October 16-18, 2017



## Detailed Speaker Events and Biographies



# 2017 TANE Annual Meeting and Convention

October 16-18, 2017



## What's the Future of an ILEC?

**Greg Whelan, Principal, Greywale Advisors**



What's the future of an ILEC? A faster version of today's failing triple-play bundle or tomorrow's open neutral infrastructure (ONI) provider? ONI enables the ILEC to focus only on infrastructure and let's everyone else offer branded services. Is ONI an alternative future worth considering?

Greg Whelan, Principal at Greywale Advisors, is a leading expert on Open Neutral Communication Infrastructure and Open Access Broadband in the U.S. His extensive research on "Overcoming the 12 Challenges of Open Access Broadband in the United States" provides a playbook for a range of Open Access deployment and funding strategies for both

public and private entities.

He has 25 years of broadband experience including working on the first ADSL standards in the U.S. and at the ITU and co-founding the Broadband Forum. He led the creation of the world's first production ADSL modem chip set, architected the first data-centric DSLAM, drove technical and strategic marketing for a portfolio of Broadband CPE and led end-to-end broadband strategic marketing at large and early stage companies. Currently, he's works with financial firms and technology providers involved with early open access networks in the U.S., Europe and Africa.

## FirstNet

**John Stevens, Statewide Interoperability Coordinator, State of New Hampshire**



John Stevens is responsible for statewide interoperability coordination as it relates to Federal, State, County, and local government, as well as non-governmental agencies and the private sector. As a Program Manager, responsibilities also include coordination activities critical to FirstNet, the Wireless Broadband Public Safety Network that will allow first responders throughout the Nation to communicate at critical events with next generation communication devices. John is also employed by RMGS, as a Program Manager assigned to the US Department of Homeland Security, FEMA's

National Exercise Division working on preparedness, safety, and security issues throughout the nation. Some of the past assignments have included providing national security to many

National Security Special Events as the 2002 Winter Olympic Games in Salt Lake City, Utah; the 2003 Women's World Cup Soccer Finals. John has also served as the Program Manager for the US Department of Homeland Security Regional Exercise Support Program (RESP) in FEMA Regions I and III; the Program Manager for the US Department of Homeland Security Terrorism Prevention Exercise Program (TPEP); and as a Regional Facilitator for the US Department of Homeland Security Tactical Interoperability Communications Exercises. John is currently a member of the Board of Trustees for the Community College System of New Hampshire. Before taking on his current responsibilities, John retired from the New Hampshire State Police as a Commanding Officer responsible for Troop Operations. John holds a Bachelor of Science Degree from the University of New Haven in Law Enforcement Administration and a Master's Degree in Public Administration

2017 TANE Annual Meeting, 16-18 October – Mountain View Grand Resort, Whitefield, NH

Page 11 of 16

Version 20 (Subject to change)



# 2017 TANE Annual Meeting and Convention

October 16-18, 2017



with a concentration in Justice from Golden Gate University in San Francisco, California. John is a graduate of the FBI National Academy, Session #191; the New England Institute of Law Enforcement Management, Command Training Program at Babson College, Session #199; and the National Emergency Management Institute, Department of Homeland Security Master Exercise Practitioner Program Series #7; and was an Adjunct Professor for the University System of New Hampshire, College of Lifelong Learning.

## David Maxwell, Program Director ConnectME



David Maxwell is the Program Director for the FirstNet-ME Project, administered by the ConnectME Authority, the state agency charged with facilitation and expansion of broadband in Maine. He also serves as the Single Point of Contact (SPOC) for the project. Mr. Maxwell holds a Bachelor of Science degree in Business Administration from the University of Maine. A career public servant, he has held a number of posts in various program and policy areas at the Department of Environmental Protection and at the Maine Office of Information Technology. Mr. Maxwell is a resident of Winthrop where he has

previously served as chair of the Town Council and as a member of the Kennebec County Budget Review Committee.

The purpose of the First Responder Network Authority (FirstNet) is to build a nationwide wireless broadband network dedicated to the nation’s first responder community. This record-breaking public-private partnership between the federal government and AT&T is a significant investment in the communications infrastructure that public safety desperately needs for day-to-day operations, disaster response and recovery, and securing of large events. It will also make 20 MHz of prime broadband spectrum available for private-sector development. The ability to communicate seamlessly across jurisdictions is critical for law enforcement, fire, and emergency medical services (EMS) when securing large events or responding to emergencies and disasters. In those instances, networks can become overloaded and inaccessible, limiting responders’ use of vital communication technologies, such as smartphones and applications dedicated to public safety services.

## Federal Washington Update

### Kelly Wismer, Public Relations Manager, NTCA



NTCA is The Rural Broadband Association. Kelly also manages NTCA’s strategic outreach initiative where she builds and maintains strategic relationships with over 100 national organizations and federal agencies focused on education, health care, agriculture, public safety, economic development, and utilities. Prior to joining NTCA, Kelly worked for Senator Tim Johnson (Ret) of South Dakota on various issues, including telecommunications. Kelly graduated from the University of South Dakota with a Bachelor of Arts degree in Economics and Political Science.

### Bob DeBroux, Director, Federal Affairs & Public Policy, TDS Telecom





# 2017 TANE Annual Meeting and Convention

October 16-18, 2017



Bob 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 active on its regulatory and legislative committees. He also sits on the NTCA’s Industry Committee. In 2017 he was appointed by

FCC Chairman Pai to the Broadband Deployment Advisory Committee, and is chair of its “Removing State and Local Regulatory Barriers” Workgroup.

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 bachelor’s and a master’s degrees from the University of Wisconsin - Madison.

## Cyber Security

### **Jason McGinnis, CEO and CCA (Chief Coffee Aficionado) - NEONova**



His unique vision coupled with his drive to successfully execute on strategy, developed through his more than 20 years of leadership experience, allow him to excel at developing leading-edge solutions with singular focus on customer service, IT operations and security management.

Jason brings extensive experience creating forward-thinking company strategies, developing change management processes and procedures, implementing successful employee performance programs, and developing processes to reduce security risks and improve operational efficiency.

Prior to working for NeoNova, Jason, a former CISSP, served as VP of Security of Operations for Perimeter eSecurity (now BAE) preceded by roles at IBM, American Express and Walmart. He holds a BS in Business Management from Nova Southeastern University and an MS in Management Information Systems from Florida International University.

## Marketing Trends & Opportunities



# 2017 TANE Annual Meeting and Convention

October 16-18, 2017



## Steve Butcher, Co-Founder, Vickery Hill.com



Steve Butcher was raised on a farm in central Michigan, partially educated in Boston and full time in Vermont, Steve started VickeryHill.com with Ilse Sigmund in 2000. After co-founding everyNetwork and long stints building Local and Wide-Area Networks in Boston, New York City, San Francisco, Atlanta, London and many other places, he took off on the almost-famous SmartBeetle concept journey to kick start VickeryHill.

He currently lives in Warren, walks 150ft to work and spends time with his wife Carrie and dog Sadie. He can often be seen driving up, over and around Vermont's mountains in his Smarter VW Beetle, Sally.

After years of learning, teaching and consulting on Google Analytics, Steve finally became a Google Analytics Qualified Individual in July of 2010.

Find me online at Google+, Facebook, Twitter or maybe just wandering around, looking for wrongs that need righting.

## Security and Risk

### Ron Hruby, Director of Commercial Cybersecurity, Vertek



Ron brings 20 years of IT experience with core competencies in enterprise information security and risk management, enterprise infrastructure and datacenter management, enterprise network and systems design and system/process analysis. Co-founder of the Managed Security Service Provider (MSSP) division at Vertek, Ron has responsibilities to oversee partners, product, SOC (Security Operations Center) and solution delivery. He and his team, of certified security experts, are responsible to provide 24x7 premiere security monitoring, security intelligence and breach detection services to businesses of all shapes and sizes. Ron has held previous IT positions such as IT Director, IT Consultant, IT Manager, and Senior Network and Security Engineer. Ron graduated from Champlain College with a degree in Network and Telecommunications and is based out of Colchester, VT.

## Fiber Implementation Best Practices

### Mike Dion, Director of Construction, nextGen

2017 TANE Annual Meeting, 16-18 October – Mountain View Grand Resort, Whitefield, NH

Page 14 of 16

Version 20 (Subject to change)





# 2017 TANE Annual Meeting and Convention

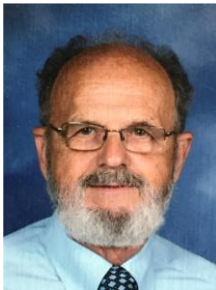
October 16-18, 2017



Mike Dion joined nextGen in 2007 as Project Manager to manage network infrastructure engineering and construction projects for ILECs and CLECs throughout New Hampshire. In 2008 Mike led TDS Telecom's FTTH/FTTN in Central New Hampshire. He is generally thought of as nextGen's RUS expert having managed many projects for ILECs over the past several years. In January 2012 Mike was promoted to Director of Construction for the Northern New England States where he manages nextGen's construction, maintenance and restoration activity in that footprint. Mike's career in the telecommunications industry has spanned 38+ years. He began his career in 1979 with an Outside Plant contractor in the underground construction department and progressed through all aspects of telecommunications construction and project management earning promotions and positions of increasing responsibility along the way.

## Potpourri Round Table (2017 Hall of Fame Inductee)

**Clarke Kidder, TANE**



Clarke Kidder's 55 year career in telecommunications spans the "Golden Age of Telephony" - an era spanning analog and copper of mid twentieth century to digital IP and fiber world of today. He began at Long Lines in 1962 and moved to the independent industry in 1965. During his career he has worked in and contributed to all phases the network holding technical and management positions in operations, engineering, and planning. His notable accomplishments include: bringing New England's first digital at Hebron, Me., serving as expert witness before the Maine PUC, deploying early fiber optics, implementing quality service improvement through noise reduction and plant protection, and planning for the core TDS gigabit network in the Northeast.

Over his career, Clarke has further assisted the industry, providing training and support to TANE members, through mentoring, technical support. His involvement in trade associations include technical committees at USTA, NYSTA and TANE. He has chaired USTA NSAC and Network Operations and TANE RSAC, and Operations committees. He currently serves as Chair of TANE's Network Committee working to provide value to both the association and its members through conferences, seminars and showcases. Clarke is active in his community through his church, Lions, Boy Scouts and Town Government. He has served as Vestryman, King Lion, Scout Council Vice President, Chair of the Regional Planning Commission, and Selectman. He currently resides in Contoocook, NH with Judy, his wife of 54 years, and their dog "Painter" They have a son, daughter and two grandchildren.

## Upcoming Industry Events

### Issues Forum

2017 TANE Annual Meeting, 16-18 October – Mountain View Grand Resort, Whitefield, NH

Page 15 of 16

Version 20 (Subject to change)



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**October 16-18, 2017**



**February 6, 2018 – February 8, 2018**

**Sheraton Monarch**

**Springfield, MA**

## **NTCA Rural Telecom Meeting & Expo**

**February 25-28, 2018**

**Austin, TX**

## **Spring Symposium**

**April 3-5, 2018**

**Marriott Sable Oaks**

**South Portland, ME**

## **Accounting Seminar**

**May - 2018**

**Portland, ME**