

**EDITORIAL DIRECTOR**  
Scott DeGarmo

**PUBLISHER**  
Nancy McCain  
nancym@broadbandproperties.com

**EDITOR IN CHIEF**  
Steven S. Ross  
steve@broadbandproperties.com

**EDITOR, APPLICATIONS AND TELECOM**  
Masha Zager

**ADVERTISING SALES**  
Irene Gonzales  
irene@broadbandproperties.com

**DESIGN & PRODUCTION**  
Karry Thomas  
Ken Lasley

**COLUMNISTS**  
Bill Burhop, IMCC  
Orrin Charm, InfiniSys  
Amy Cravens, Cahners In-Stat.  
Larry Kessler, IntelCable  
Lawrence Kingsley, Contributing Editor  
W. James MacNaughton, Esq.  
Dave McClure, USIA  
Bryan Rader, MediaWorks  
Jimmy Schaffler, The Carmel Group  
Robert L. Vogelsang, Broadband Properties Magazine

**Broadband Properties LLC**  
**PRESIDENT & CEO**  
Scott DeGarmo

**SENIOR VICE PRESIDENT**  
**CHIEF FINANCIAL OFFICER**  
Himi Kittner

**VICE PRESIDENT,**  
**BUSINESS & OPERATIONS**  
Nancy McCain

**DIRECTOR OF NEW BUSINESS DEVELOPMENT, N.A.**  
Michael A. Kashmer

**CHAIRMAN OF THE BOARD**  
Robert L. Vogelsang

**VICE CHAIRMAN**  
The Hon. Hilda Gay Legg

**BUSINESS & EDITORIAL OFFICE**  
Broadband Properties LLC  
1909 AVENUE G  
ROSENBERG, TX 77471  
281.342.9655, FAX 281.342.1158  
WWW.BROADBANDPROPERTIES.COM



**Broadband Properties** (ISSN 0745-8711) (USPS 679-050) (Publication Mail Agreement #1271091) is published monthly at a rate of \$24 per year by Broadband Properties LLC, 1909 Avenue G, Rosenberg, TX 77471. Periodical postage paid at Rosenberg, TX, and additional mailing offices.

**POSTMASTER:** Please send address changes to **Broadband Properties**, PO Box 841, Plainview, NY 11803-9581. Copyright ©2005 Broadband Properties LLC. All rights reserved.



## Hear Great Speakers with Fresh New Info

### Sign up now for Summit '08 April 28–30 in Dallas, Texas

Our Summits always bring you fresh names with new ideas — and our upcoming April 28-30 event will be our strongest event ever.

Among our colorful keynoters at Summit 2008 will be Timothy Nulty, the man who's been the strategist and driving force behind one of the most instructive deployments to date — the municipal fiber network in Burlington, Vermont. (See our story "Burlington Telecom Profits From Fiber," on page 76.) As we went to press, he announced that he's moving on to ValleyNet, based in White River Junction, Vermont.

The Burlington project may ultimately provide an extra \$15 million per year in income for this city of 39,000. Nulty came to Burlington with experience that experts agree was "perfect for the job." In fact, you'd have good reason to attend the Summit if he were the only attraction, rather than just one of some 60 speakers we will have on the agenda. Nulty has been a successful telecom entrepreneur and venture capitalist, which left him well off enough to leave work behind forever. He found the motivation to lead the Burlington project in his attachment to the community, and in his conviction that a fiber network will be crucial to Burlington's growth and economic health. Nulty grasps the need for an infrastructure that has the "spectacular capacity" of fiber for business, telemedicine, education and countless future uses. His insights — along with our timely sessions on new applications for network builders — will be a strong part of our fiber-oriented agenda. Comparing fiber to legacy systems is "like the difference between a rowboat with an outboard motor and a 50,000-ton container ship," says Nulty,

pointing out that he's expressing an "actual mathematical ratio."

I'd add that this is also a good way of comparing a Tim Nulty keynote with your standard slide presentation. As Nulty points out, the Jesuits who trained him in speaking as a youth — he comes from an Irish family of cops and firefighters — were demanding taskmasters who instilled a discipline of "knowing what you're talking about." Beyond that, Nulty's education includes a Ph.D. in economics from Cambridge University. He also served as chief economist for both the U.S. Senate Commerce Committee and the House Energy and Commerce Committee, and was a senior project manager at the World Bank. There is plenty more in Nulty's background, and we'll be telling you about it and about the Summit in the months ahead. I also need to add that Nulty has kept a low profile up to now while launching the Burlington project in shirtsleeve mode. By April, he'll be ready to talk about it, and about his new job.

For other insights on what to expect in Dallas in April, check out our coverage of our September 2007 Summit in this issue. Our packed sessions and teeming exhibit hall illustrate why our events have earned a reputation for providing top-notch content plus superb business networking.

The event is once again at the Hyatt Regency DFW at the airport, a facility with the exhibit hall and all activities in a compact space. Make sure you sign up early and get a room in the host hotel. For information, visit [www.bbpmag.com](http://www.bbpmag.com).

A handwritten signature in black ink that reads 'Scott DeGarmo'.