

Walt Adams

Vice President, Commercial Division
COMTek
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Walt Adams is a seasoned executive leading COMTek's commercial group focused on broadband over power lines professional services. Throughout his career, Mr. Adams has consistently delivered solutions to companies around the globe which yield tangible customer benefits, increase revenues, and decrease expenses.

Mr. Adams has held senior executive positions with Teligent and James Martin Strategy, and before joining COMTek he was the Senior Vice President for Sales and Business Development at Ikimbo. He has developed international telecommunications strategies, built wireless networks on several continents, managed real estate leasing operations, and played key executive roles in taking startup companies from pre-IPO to over \$5B in market capitalization. Mr. Adams holds a Bachelors degree in Applied Mathematics, Computer and Information Sciences from the University of Florida. He is the current President of the Power Line Communications Association (PLCA) Board of Directors.

Curtis Anderson

Acting Administrator
USDA Rural Utilities Service
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Bio not provided.

John Andrews

President & CEO
US Sonet LLC / Lightspeed Telecom LLC
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Mr. Andrews has led the way building a Fiber To The Home and Business company in Salem Illinois focusing on providing cable TV, telephone, and Internet services (Triple Play). US SONET LLC is a dynamic organization, a built from scratch, privately held, and non-incumbent company.

Mr. Andrews is steering the company through a major expansion that includes a transformation to an all IP (Internet Protocol) over Ethernet (IEEE 802.3 standards based) infrastructure. He is also President & CEO of LIGHTSPEED TELECOM LLC, an Illinois certified facilities based CLEC (Competitive Local Exchange Carrier) and wholly owned subsidiary to US SONET LLC. Prior, Mr. Andrews also founded numerous leading edge technology and communications companies over the past 12 years, including accessUS, one of the earliest Internet Service Providers in Illinois, Missouri, Indiana, Kentucky, and Tennessee.



Randy Baker

General Manager
Stratford Mutual Telephone Company

Randy Baker has served as General Manager of Stratford Mutual Telephone for four years. Stratford Telephone is an ILEC, ISP, CATV provider, long distance provider and is a partner in two cellular operations in central Iowa.

Randy has 28 years of telecommunications experience and 16 years in IOC management. Randy attended East Tennessee State for electronics training and the US Air Force electronics technician training.



Lou Balla

Founder & Principal
Capital Broadband, LLC
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Lou Balla – Founder & Principal of Capitol Broadband, LLC. - Lou is a seasoned manager and entrepreneur, having founded his first company, Balrae Associates, in 1986. Balrae Associates provided consulting services, application software and UNIX hardware to mid-sized companies and to certain fortune 500 companies such as Gannett/USA Today, Universal Corporation and MCI. Under his leadership the company enjoyed steady growth and subsequently he sold it in March of 2000 to NetASPx, an ASP (Application Service Provider) based in Herndon, VA. He left the company in 2001 to pursue other ventures and subsequently in 2002 he co-founded Capitol Broadband, a leader in deploying Fiber to the Home (FTTH) in over 40 residential and mixed use

communities, representing over 60,000 residents and millions of square feet of commercial space. Lou obtained his Bachelor of Science from Johns Hopkins University and an MBA from American University.



Jim Baller

Founder
Baller Herbst Law Group
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Jim Baller is the founder of the Baller Herbst Law Group, a national law firm based in Washington, DC, and Minneapolis, MN. The Firm specializes in representing local governments and public power utilities in matters involving telecommunications, cable television, high-speed data communications, Internet access, wireless communications, right-of-way management, pole and conduit attachments, barriers to the public-sector entry into communications, and bankruptcy. His clients include the American Public Power Association (APPA), the National Association of Telecommunications Officers and Advisors (NATOA), regional and state utility associations and municipal leagues, and numerous individual local governments and public power utilities in more than 35 states. NATOA named him its Member of the Year for 2001, and the Fiber to the Home Council recently observed that he is "widely recognized as the nation's most experienced and knowledgeable attorney on public broadband matters."

Working regularly with multi-disciplinary teams of legal, financial, accounting, engineering and other technical experts, Mr. Baller also assists government entities in making comprehensive telecommunications plans, developing state-of-the-art telecommunications systems, searching for strategic partners, and integrating right-of-way and zoning ordinances, franchises, licenses, pole-attachment agreements, contracts, forms, permits and other related documents.

As a litigator, Mr. Baller has had first-chair responsibility in numerous cases involving complex factual, legal and policy issues, multiple parties, and large amounts in controversy. These include successful challenges to Virginia's and Missouri's barriers to municipal entry into the telecommunications field and an important victory in a case involving the meaning of "level playing field" in the context of cable franchising. The Missouri decision was recently reversed by the United States Supreme Court.

Mr. Baller is a frequent speaker and author on communications matters. Three extensive interviews are available online at <http://news.com.com/2008-1037-5190220.html>, <http://www.broadbandreports.com/shownews/50377>; <http://www.etopiamedia.net/emtnn/pages/bwaw/bwaw17-5551212.html> Other representative works include *Deceptive Industry Myths About Municipal Broadband* (Broadband Properties May 2005), http://www.baller.com/pdfs/Baller_BroadbandProperties_May05.pdf; *Broadband Services: Business Models and Technologies for Community Networks* (Wiley Press 2005) (co-author); Keynote Address to the Fiber-to-the-Home Conference (October 2004), http://www.baller.com/pdfs/jim_baller_ftth_keynote10-5-04.pdf, *Community Broadband Guidebook* (APPA 2003) (co-author); "Curbing Anticompetitive Practices By Cable Incumbents: If Not Now, When?" *NATOA J. of Mun. Telecom. Policy* (Winter 2003-04) (co-author); Annual Update of Legal Issues Affecting Municipal Broadband Projects" (APPA 2004); "Municipal Broadband: The Struggle for Local Choice Continues" (VACO 2003); and *Pole Attachment Guidebook* (APPA 2002) (co-author).

Mr. Baller is a graduate of Dartmouth College and Cornell Law School. He is a member of the Bars of the Supreme Court of the United States; the United States Circuit Courts of Appeal for the Federal, District of Columbia, Fourth, Fifth and Sixth Circuits; and the courts of the District of Columbia. He holds Martindale-Hubbell's highest peer-reviewed AV rating.



Toy Belcher

Project Manager
FreemanWhite, Inc.
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Toy Belcher is a Project Manager with FreemanWhite, Inc. and is responsible for the design of Special Systems for Continuing Care Retirement Centers (CCRC's).

His 40 plus years experience in designing lighting, power, and low voltage systems for commercial, government, and institutional facilities provides the background for the integration and implementation of various low voltage systems into the broadband world.

A current project, under construction, utilizes a Passive Optical Network (PON) to provide Triple Play services to eventually over 600 CCRC residents. Considering the capacity and capability of the PON, energy management, facility HVAC controls, security, CCTV, and a card access system have been integrated with the PON to provide Triple Play and Beyond.



Lewis Billings

Mayor, Provo City Corporation
Provo, Utah
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Education - Bachelor studies in Engineering and Technology at Brigham Young University, and Business at Utah Valley State College, Honorary Degree in Business Administration from Stevens-Henager College.

Occupational History - Lewis Billings was elected Provo City Mayor in November 1997 and again in November of 2001 (Provo City is one of five cities in Utah with the "strong-mayor" form of government wherein the Mayor serves as the Chief Executive Officer, responsible for the administrative and executive branch of city government). With a population in excess of 113,000, Provo operates one of the larger electric public utilities in the Rocky Mountain area (the largest in Utah), is the home of Brigham Young University (the largest privately-owned University in America with local enrollment in excess of 33,000), Robert Redford's Sundance Ski Resort, and was an venue host city for the 2002 Winter Olympic Games (men's and women' ice hockey). Prior to his election as mayor, Mayor Billings was recruited and served as Provo City Chief Administrative Officer and Director of Community and Governmental Relations (November 1994 - June 1997).

Previous Employment - Prior to municipal service, Mayor Billings was President and Managing Partner at *IDC* (1983 - 1994) a real estate investment/management corporation specializing in "turn-key" lease facilities for small to medium sized technology businesses. Prior to his tenure at *IDC*, Mayor Billings was General Manager at *CalDisk* Corporation (1980 - 1983) a manufacturer of rotating memory products for computer and electronic data storage applications.

Additional Areas - The Mayor currently serves on more than 14 boards or commissions including the *American Public Power Association's Policy Makers Council* (where he chairs the Telecommunications Subcommittee) and the *Utah Municipal Power Agency* (UMPA). On April 27, 2005, Mayor Billings was invited to testify in Washington, D.C. before the *U.S. House of Representatives Energy and Commerce Subcommittee on Telecommunications and the Internet*.

Kent Brown

Director
AFL Access Solutions
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Kent oversees AFL's Access Solutions group, which is focused on helping customers design and build Fiber-to-the-Subscriber networks. AFL Telecommunications is an industry-leading provider of fiber optic products, engineering expertise, and integrated services to the telecommunications industry. Kent joined AFL in 1994 as a Regional Sales Manager and held numerous sales and marketing positions in the company including Director of Sales and Director of Distribution. He was named to his current position in 2003.

Prior to AFL, Brown was an regional sales manager for EXFO. He has worked within in the fiber optics industry since 1987 and is a graduate of North Carolina State University with a B.S. in Mechanical Engineering.



Bill Burhop

Executive Director
Independent Multi-Family Communications Council (IMCC)
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William J. Burhop was hatched in an MDU far, far away of two tech-ignorant parents, graduated Postal University since his picture was already on the wall. Excelled in post-grad work at *How To Buy Anything* at Sleaze-Ball University with a degree in *Get What You Want in Congress For Cheap*.

Was fired by Eddie Hartenstein for wanting to serve condo residents and Dave Christensen for going short on TWX stock. Authored "How to Denigrate MSOs Without Even Trying" and "The FCC: Regulatory Roadmap to Nowhere." Has received the "How to Help Insomniacs" award for his repeated presentations on conference panels, and has irritated more people in one meeting than R. Oulton.

Still has no idea how many Mhz are in a Ghz, and thinks you use scramblers at breakfast. Received the award "Least Eligible Bachelor in Cable Today", twice, serves as an airline consultant regarding quality food that tastes like shoe bombs, and helped the IMCC Members come up with their really cool name. Admires Jack, loves cheap Tequila and thinks the little Caviar eggs come from Papaya.

He visits bowling alleys seeking out new PCOs — Pretty Cool Operators — waiting to go into Chapter 11. He presently resides in a double-wide on the Florida-Louisiana coast hoping to ride the next big one while reading "*What the Heck is Broadband Anyway?*" Bill Burhop can be contacted at www.isthisreallywhatlamdoingwhenIgrewup.anxiety.

Steve Christensen

CEO & Chairman
Broadweave
steve@broadweave.com

Mr. Christensen is the CEO and Chairman of Broadweave. Mr. Christensen started Broadweave with an All-Star Founding Team, and in 1999, won the first triple-play (voice, video, data) Fiber-To-The-Home (FTTH) contract with a greenfield master-planned community.

Under Mr. Christensen's direction, Broadweave built the first primary-line VOIP network, the first primary-line Ethernet network, the first primary-line voice, video, data over IP network, and the first completely standards-based FTTH network in the U.S. and in the world.

Advancing the industry forward since its inception, Mr. Christensen raised seed capital for the first Ethernet-based FTTH manufacturer. He is also a founding partner of the Broadband Interop Group, an Industry Interoperability Firm in the IP Convergence Marketplace that promotes and builds interoperability through testing, the establishment of open standards, and the development of integration tools.

While in law school, Mr. Christensen began his career at Novell, where he reported directly to the Chief Legal Counsel. His work then migrated from the legal group to the corporate development group, which tapped Novell's \$1 Billion in assets to invest in or acquire technologies and companies strategic to its vision.

Mr. Christensen is a former two-time Academic All-Conference football player and the Scholar Athlete Award winner at Brigham Young University (BYU). He and his wife Katherine have two children, Tyler and Talmage.

Phillip Clark

President
Paxio
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Bio not provided.



Fred R. Cornwall

Founder
Municipal Capital Markets Group, Inc.
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Fred Cornwall has been an investment banker in the municipal finance market for nearly thirty years. In 1989 Fred and two other investment-banking professionals founded Municipal Capital Markets Group, Inc. ("MCM"). Since the founding, Fred has been the president of MCM.

MCM was founded as a specialty investment banking firm, focusing on the origination of municipal bonds throughout the United States for certain "difficult to finance" projects. Over the last sixteen years MCM has built a strong niche by underwriting various types of "difficult to finance" projects. Over the last five years alone, over 92% of the volume of bonds underwritten by MCM has been non-rated, higher risk bonds, and it is in this unique sector of the market that MCM brings significant value to its clients, as most large investment banking firms do not focus on this sector of the market.

For a community considering the construction of an FTTH system, financing that system can be very easy or very difficult depending on whether or not the community is willing or able to support the debt with general obligations bonds, which require a favorable vote of the citizens. If the community chooses not to (or is not able to) vote to authorize general obligation bonds, the start-up FTTH project will be relatively difficult to finance and MCM's expertise can be essential to the borrower.

MCM began studying and exploring the financing to FTTH systems in 2003. Quickly, it became obvious that to provide financing for an FTTH system, the investment-banking firm must first understand what makes a system succeed. MCM found that there are many "experts" trying to provide financing, and many are failing due to a general lack of understanding of the higher risk bond market. Since, as mentioned above, MCM's annual bond

volume is typically more than 92% high yield bonds, MCM has found that this expertise is invaluable for FTTP systems that are in the start-up phase.

In addition, MCM has substantial experience in taking borrowers to the next level, by obtaining investment grade bond ratings on systems that have proven to be essential and profitable. Investment grade bond ratings will mean even lower interest rates on future financings.



Michael Curri

Founder
Strategic Networks Group
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Michael Curri is an economist and business analyst who has a proven track record in targeting opportunities for growth, both in the private and public sector. His project work routinely results in the development of solid business cases for Information technology (IT) investment and global IT solutions, which fully explore, frame, evaluate and articulate the economic impacts on a region, organization, or corporation.

Recently, Mr. Curri's pioneering work in developing business cases for broadband investment was profiled in a number of publications, including Canada's pre-eminent national newspaper, the Globe and Mail (Business Section, October 9, 2003) where his work is described as "ground-breaking".

Michael's approach to working with communities considering or making large investments in broadband seems simple but it resonates with clients: "Most communities have a pretty good 'gut feeling' about where IT investment would provide the most economic benefit. But when you are spending significant amounts of public monies you need more than a 'gut feeling' on which to base your decisions."

Since the mid-'90's, Mr. Curri has been consulting for IT initiatives across Canada in the government, economic development and business intelligence sectors. His work in these areas has been recognized internationally and he remains firmly focussed on designing feasibility plans for investing in IT, guiding broadband infrastructure development and assessing the economic impacts of those investments. As the principal and founder of SNG, Mr. Curri has worked with government and economic development agencies at the local and regional levels, as well as national governments in Canada and abroad.

Mr. Curri has a Masters in Economics from the University of Waterloo and has instructed at the college level teaching Management Information Systems and Systems Analysis at St. Lawrence College. SNG's clients include: Ontario Management Board Secretariat, Industry Canada, Human Resources Development Canada, FedNor, Conference Board of Canada, IBM, Nortel Italia, Department of Trade and Industry (UK).

Pete Daly

Vice President of Sales
Blonder Tongue
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Pete Daly has been involved in the cable industry since 1977 both as a service provider and system contractor. As Technical Service Manager of Rollins CableVision, he received the National Outstanding Achievement Award from the SCTE. Pete owned and operated two businesses; Vision Source, an engineering, construction and technical services provider, and Delaware Valley CableVision, a cable television service provider to MDU's in the Philadelphia market. In 1992, Vision Source merged with Lamont Digital Systems (LDS) to form Campus TeleVideo, currently the nation's largest independent provider of CATV to colleges and universities, serving 200 campuses, with over 500,000 students. Pete was the Vice President and Chief Operating Officer of the Campus TeleVideo division where he was responsible for the growth of the cable integration business. In 1998, Pete co-founded GateHouse Networks to begin providing niche market services to developers and builders of Master Planned Communities nationwide. Pete joined Blonder Tongue as Vice President of Sales in April 2004.

Douglas A. Dawson

President & Owner
CCG Consulting
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Douglas A. Dawson is the President and owner of CCG Consulting. Mr. Dawson's primary responsibilities at CCG are helping clients realize their potential through detailed needs assessment and strategic planning. Mr. Dawson has helped devise strategies enabling clients to survive and thrive during the recent telecommunications industry slowdown. Mr. Dawson brings a broad background to his work with experience in telephone accounting, engineering, regulatory and business planning.

Mr. Dawson is in charge of all client consulting at CCG. CCG has been involved in a wide array of projects since its inception. At CCG Mr. Dawson has been involved with a wide array of consulting projects. Some of the larger projects that have been directed by Mr. Dawson include: Financial Business Plans. The creation of nearly 200 financial business plans for clients. A significant proportion of these business plans have gone from concept to profitable working entity.

Broadband Implementation. Under Mr. Dawson CCG has helped clients choose, design and deploy broadband solutions to deliver voice, video and data using a number of technologies including coaxial cable, copper and FTTH.

Municipal Networks. Mr. Dawson has helped a number of Cities and Counties devise strategies to solve telecom problems. Solutions have included building voice and data networks to serve the City government; devising strategies for economic development; devising strategies for managing rights-of-ways and City assets; and constructing competitive networks to serve end user customers. Mr. Dawson also helps municipalities in solving problems such as lack of broadband, inadequate local free calling and recalcitrant service providers.

University Networks. CCG has assisted universities into devising strategies to replace ebbing revenues from traditional telephone sources. Solutions have included partnering with wireless companies to enhance wireless coverage on campus, installing voice and data platforms that can serve a wider local community, and partnering with other entities to lower telecom costs.

Raising Money. Mr. Dawson has assisted many clients in obtaining the financing needed to implement their desired telecom solutions.

Costing and Pricing. Mr. Dawson assists clients in choosing the right products for their market. We help clients to set prices, choose bundles of products and create products that differentiate them in the marketplace. Mr. Dawson also helps clients understand their costs and can help clients understand the margins on products and to devise strategies to maximize profitability.

Transport Networks. Under Mr. Dawson CCG has assisted in the launch of several transport networks. Such networks achieve revenues through the sale of dark fiber and bandwidth. Additionally, networks can achieve profitability with centralized tandem switching and related products.

Mergers and Acquisitions. Mr. Dawson has assisted clients in the buying, selling and merger of entities. Mr. Dawson is a specialist in valuation and contract negotiation.

Partnering. Mr. Dawson has put together a number of partnerships between telecom entities.

Professional Testimony. Mr. Dawson assists clients by testifying on a broad range of telecom topics.

Mr. Dawson received a Bachelor of Science in Accounting from the University of Maryland in 1977, and received a Masters of Mathematics from the University of California at Berkeley in 1985.

Albert Diehl

Executive Vice President
Telkonet
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Bio not provided.



Bill Dean

CEO
M.C. Dean, Inc. / Openband
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Bill Dean is the President and CEO of M.C. Dean, Inc. He has spent his entire career, nearly 25 years, in the telecommunications, power, and electronics systems engineering fields. During his time with M.C. Dean, Inc. he has lead the firm to a position of prominence regionally in the telecommunications, power, and systems integration businesses. The firm has provided extensive design, integration and support services for the federal, state and local governments, the US Military, as well as large commercial and institutional customers. The firm has expanded with offices throughout the region and in Europe. Annual revenue is more than \$210 million and the company employs more than 1,600, most of who are in engineering or other technical disciplines.

The firm established its first permanent office outside of its corporate headquarters in northeast Washington D.C. in

1997. Today the firm has offices in Washington DC, Chantilly, VA, Baltimore, Md., Richmond, VA, and Stuttgart, Germany. The Washington office remains its largest outside of its headquarters.

In 1999 Mr. Dean established the spin-off converged services provider OpenBand. This company is a converged services provider for voice, video and data/internet services. The company provides both high-capacity enterprise WAN and metro solutions as well as a suite of products to residential and SME clients throughout the region. The product platform for its planned communities and MDU clients is called SmartNeighborhood – typically a 100MB IP, optical, Ethernet product and complete voice and video solution. The solution integrates automation, security and Wi-Fi wireless elements as well. OpenBand also provides extensive professional services in high-end enterprise networking, content delivery (CDNs) and converged IP services.

Prior to joining M.C. Dean, Inc. on a full-time basis, he served as a program manager for Millidyne Inc., a Raleigh, NC-based wireless communications firm. In this position he was the program manager for both UHF and microwave alphanumeric digital paging systems designed, installed and maintained in more than twenty five complete markets worldwide, including major domestic cities as well as those in Sweden, Canada, and the United Kingdom.

Mr. Dean has a degree in electrical engineering from N.C. State University along with numerous industry technical certifications. He is active in a number of industry and regional business organizations.



Joey Durel

City/Parish President
Lafayette, LA
jdurel@lafayettegov.net

Lafayette Businessman Joey Durel is in his first term as Lafayette City/Parish President, but is certainly no stranger to the Lafayette Community. After graduating from UL-Lafayette in 1975 with a degree in Business Administration, Durel opened his first Durel's pet shop and has been meeting a payroll since he was one month out of college. His 27+ years of business experience, as well as his entrepreneurial spirit, have lead him into several business ventures. In 1996, he was named the Sam Walton Small Business-man of the year.

A graduate of Leadership Lafayette Class X and Leadership Louisiana, Leadership is something Durel has been known for throughout his career. Never was that leadership more evident than in 2001, when his peers named him Chairman of the Board of the Greater Lafayette Chamber of Commerce. That accolade came after spending 1 year as Vice Chairman for Finance and 2 years as Vice Chairman of Education.

Durel was appointed by the governor to the Small Business Task Force and is the past chairman of the Citizens Advisory Committee of Lafayette, Past President of Big Brothers/Big Sisters, secretary of the Board of South Louisiana Community College - and is currently on the UL Athletic Advisory Committee as well as the Rebuild Lafayette North Committee.

He is married to the former Lynne Miller, and they are the proud parents of Nicole (Mrs. Tommy Hebert), Jason and Natalie and grandparents of Hannah and Meredith.



Phil Erli

Executive Vice President
Ringgold Telephone Company

Phil has been a part of the local exchange telephone industry for 32 years. Prior to joining Ringgold Telephone Company, he spent six years with Cronin Communications, a consulting firm specializing in business expansion opportunities for independent telephone operating companies. Phil is a frequent speaker at various national and state association meetings for the telephone industry; NTCA, USTA, Telephone Association of New England, Carolinas and Virginia Telephone Association, Utah Rural Telephone Association, etc...

Phil and his wife, Chris live in Ringgold, Georgia. They have three children and one grandchild. Phil is an avid golfer.



Stan Fendley

Director of Legislative and Regulatory Policy
Corning, Inc.
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Stan Fendley serves as Director of Legislative and Regulatory Policy for Corning Incorporated. In that role, he develops Corning's public positions on matters of tax, telecommunications and environmental policy and represents the company before Congress and federal agencies.

Before joining Corning, Fendley worked on Capitol Hill as Counsel to two U.S. Senate Committees – the Senate Finance Committee, where he served under Senator Daniel Patrick Moynihan (D-NY), and the Senate Small Business Committee, where he served under Senator Dale Bumpers (D-AR).

From 1991-93, he was in private legal practice with the firm of Popham, Haik, Schnobrich & Kaufman in Washington, D.C. Previously he was a Business Planner with the New Mexico Technology Innovation Center in Albuquerque, New Mexico, where he assisted scientists, engineers and entrepreneurs in developing business plans and obtaining start-up capital. From 1979-83, Fendley served as a Field Artillery and German Liaison Officer for the 3rd U.S. Infantry Division, for which he was awarded the Meritorious Service Medal.

In 2002-03, Fendley served as point person for the FTTH industry's efforts to establish the viability of FTTH in the eyes of the Federal Communications Commission, which was crucial to positioning FTTH as a technology worthy of special treatment in federal regulation. As a result of that effort, the FCC agreed to lift the so-called "unbundling requirements" on incumbent local exchange carriers (ILECs) when those carriers deploy FTTH – a decision credited with allowing Verizon Communications to embark upon a "fiber to the premises" deployment expected to pass three million U.S. homes by the end of 2005. Fendley's most recent public policy effort came in the form of consumer tax credit for clean diesel vehicles included in the July 2005 energy bill.

Fendley holds a JD from Harvard Law School, an MBA from the University of New Mexico, and a Bachelors degree from Ouachita Baptist University (Arkadelphia, Arkansas). He has been published numerous times on public policy matters, including application of the Commerce Clause of the U.S. constitution and a variety of federal taxation issues.



Lawrence Freedman

Partner
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Lawrence ("Larry") Freedman is a partner and chairs the telecommunications group at the twenty-eight year old Washington, D.C. law firm of Fleischman & Walsh LLP. Freedman focuses on telecommunications and real estate, including the development of "wired communities," for the provision of communications, video, and broadband services to residential real estate developments. His telecommunications practice focuses on transactions, as well as regulatory and dispute resolution matters at the FCC and state agencies. In many respects, Freedman serves as a "regulatory quarterback" for competitive telecommunications carriers who require the development and implementation of a national strategic and regulatory strategy.

Freedman was instrumental in the development of some of the early and most sophisticated such wired community arrangements in the United States and Europe. Lansdowne on the Potomac, one of Freedman's early projects, has been recognized by "Metropolitan Washington Finest for Family Living Awards" for its "Hi-Tech Package to Homeowners."

His wired community work will soon be highlighted in the upcoming publication, "Winning Legal Strategies: The Telecommunications Industry" by Asapatore Books. He has spoken at numerous national conferences, including among others the Fiber to the Home Council Conference, the Broadband Properties Conference, and the Municipal Broadband Conference.



Victor Frisch

Project Manager, Telecommunications Global Business Unit
Bechtel Corporation
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Victor R. Frisch is a Project Manager, with the Telecommunications Global Business Unit of Bechtel Corporation, assigned as the Business Development Manager for the Municipal Fiber to the Home marketplace.

Since joining Bechtel in 1997, Frisch has served in a number of capacities within the Telecommunications Global Business Unit developing industry estimating and execution practices in support of projects with specialized and unique telecommunications engineering requirements. Frisch is also a Certified Six Sigma Black Belt whose

responsibilities include reformulating and streamlining Bechtel's processes utilizing the Six Sigma IMAIC (Identify, Measure, Analyze, Improve & Control) approach.

Prior to joining Bechtel, Frisch functioned in a broad range of management, engineering, and construction program and control functions for Bell Canada, Canada's largest telecommunications operating company. From 1980 to 1995 he served as manager for outside plant facilities engineering, construction program control center, and the Bell Institute for Professional Development training organization. In 1996, Frisch was named as the operational finance and control center manager for Expertech Network Installation Inc., a wholly owned subsidiary of Bell Canada.

In December of 1996, Frisch left Bell Canada to create an independent consulting operation providing network implementation, design and delivery of training, systems integration and process improvement expertise to the telecommunications industry in Canada and the US.

Frisch holds a graduate degree in civil engineering technology from Georgian College, Barrie, Ontario and a major in Resources Management from the University of Guelph, Ontario. He is a member of the Ontario Association of Engineering Technologists and Technicians, an Alumnist of Georgian college and is active in a number of civic and sports organizations.



Dr. George Ford

President
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Dr. George Ford is the President of Applied Economic Studies, Inc., an economic and econometrics consulting firm based in Tampa, Florida. He is also the Chief Economist of the Phoenix Center for Advanced Legal and Economic Public Policy Studies, a non-profit research organization. Dr. Ford's work experience includes stints at the Federal Communications Commission and private communications carriers. He has provided consulting services on a variety of communications and statistical issues both domestically and internationally and for both public and private entities. Many of Dr. Ford's numerous research papers now appear in high quality academic and legal journals, as he has written numerous chapters for books on communications, regulation and antitrust. As the Phoenix Center's Chief Economist, Dr. Ford has authored or co-authored much of the Center's vast library of policy papers. Dr. Ford and his research played an integral role in the recent municipal broadband legislation passed in Florida, which preserves the rights of municipalities, with very few constraints, to offer broadband services. Dr. Ford is the author/co-author of two important research papers on municipal broadband: Do Broadband Networks affect Economic Development? And, Does Municipal Investment in Communications Crowd Out Private Investment? Both of these papers, as well as much of Dr. Ford's other research, are freely available at his website: www.aestudies.com. Other research papers are available at www.phoenix-center.org.



Sharon Eisner Gillett

Principal Research Associate
Massachusetts Institute of Technology (MIT)
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Sharon Eisner Gillett is a Principal Research Associate at the Massachusetts Institute of Technology (MIT). She leads the Broadband Working Group of MIT's Communications Futures Program, where her research and industry outreach work focuses on the interactions of emerging technologies, public policies, and business imperatives for wired and wireless access networks. Recent collaborations include publications on municipal fiber-to-the-home and wireless broadband as well as courses at MIT and Cambridge (UK) on communications policy. Sharon's previous experience includes software development and project management in computer networking at Bolt, Beranek & Newman, Inc. and Thinking Machines Corporation. She received her MBA and MS in Technology and Policy from MIT, and her AB in Physics from Harvard.



Ben Gould

Vice President & Chief Marketing Officer
DynamicCity
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Ben brings to DynamicCity more than 12 years experience in developing and executing marketing, corporate, product, channel, and brand, strategies.

Before joining DynamicCity, Ben held the position of CEO at Apollo Health, Inc. where he was responsible for increasing revenue 70% for this privately held manufacturer of medical devices. Prior to Apollo, Ben also served as

executive vice president and chief marketing officer of iLumin Corporation, a leading provider of enterprise message management tools, vice president of marketing and sales at Innovus Corporation and multiple marketing, sales and product management positions at Novell and WordPerfect.

Ben has been quoted nationally in media outlets such as CNN, CNBC, MSNBC, AP online, The Industry Standard, Inter@ctive Week, InfoWorld, eCompany Now, Business 2.0 and others.



Jeff Hesla

Residential Real Estate
Sunset Summits
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Jeff Hesla, of Dallas and Spartanburg, S.C., has extensive real estate development expertise and has put it to use in projects ranging from apartments and condominiums in Dallas/Fort Worth to the Houston Convention Center to Senate offices and the Russian Embassy in Washington, D.C. His firm, MFCS (Matrix Fiber Communication Systems) LLC, offers full Triple Play and Four Play (voice, video, data, and security) to greenfield neighborhoods, single family homes, condominiums, town houses, and mixed-use commercial developments. MFCS is now deploying FTTH at Sunset Summits, a master planned 325-home community in Spartanburg.



James Hettrick

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W. James Hettrick is the Director of Information Systems for the City of Loma Linda, California. He is the driving force behind the Loma Linda Connected Community Program (LLCCP), the first city in America to create and implement a fiber and structured wiring building code for all new home and business developments.

Mr. Hettrick has guided the City through the process of modifying the Building Code utilizing municipal codes, and development agreements. He collaborated on and created the LLCCP "Design, Installation and Product Specifications" document for builders. The LLCCP includes the design of self-healing metropolitan fiber rings, which allow the City to provide residents and local businesses with advanced data and telecommunication services.

In addition to this, Mr. Hettrick also oversees all aspects of the City's Information Systems Department and is an integral part of the management structure of the City.

Involved in Information Systems since 1989, Mr. Hettrick has worked extensively in both municipal and private sectors, managing a broad range of projects from developing strategic information systems management solutions for a Joint Powers Authority (JPA) of seven City and County fire departments, to coordinating the state-wide GIS database of the California Historical Resource Information System.

As a published author and international speaker Mr. Hettrick co-wrote with Dr. James Pick and Dr. Edgar Butler, *Mexico and Mexico City in the World Economy*, Westview Press, 2001, and has authored many articles, papers and presentations on demographics, geographic information systems, economics and management.

John Hewa

Utilities Director
City of Manassas, VA
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Bio not provided.



Terry J. Huval

Director
Lafayette Utilities System (LUS)
Lafayette, LA
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Terry J. Huval is the director of Lafayette Utilities System (LUS) located in Lafayette, Louisiana. LUS is a municipally owned utility, providing electric, water, and wastewater services to over 55,000 customers. Presently, LUS is in the process of working on their Fiber-to-the-Home initiative, which will bring high-speed cable, Internet and digital phone service to the residents of Lafayette through the use of fiber optics technology.

Mr. Huval is a proud graduate of the University of Louisiana at Lafayette (then known as the University of Southwestern Louisiana). He received his Bachelor of Science degree in electrical engineering in 1978. Prior to working at LUS, Mr. Huval was employed with investor-owned utilities CLECO, Gulf States Utilities and Entergy. Mr. Huval has served as the director of LUS since 1994.

In 2002, Mr. Huval was awarded the Louisiana Engineering Society A.B. Patterson Medal for outstanding accomplishments in Engineering Management. More recently, Louisiana Governor Kathleen Blanco appointed Mr. Huval to the Louisiana Broadband Advisory Council.

Currently, Mr. Huval serves on the Executive Committee and Board of Directors of the American Public Power Association (APPA). He also serves on the Board of Directors of the Louisiana Energy and Power Authority (LEPA). He is an active member in the Greater Lafayette Chamber of Commerce and is a past Chairman of the Board for United Way of Acadiana.



William A. Johnston

Director of Municipal Finance
Banc of America Securities
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William A. Johnston, Managing Director, Public Finance Group, is responsible for providing governmental and not-for-profit investment banking services to clients in the Southeast. In addition, he has national responsibility the financing of municipal telecommunications projects. He has pioneered municipal telecommunications financing in the United States. He joined Banc of America Securities in November of 2000 from Wachovia Securities and its predecessor, Interstate/Johnston Lane Corporation. Since joining BAS, Mr. Johnston has senior or sole managed over \$4 billion in debt for municipalities and not-for-profit institutions. In addition, he has executed 19 municipal telecommunications financings including the two largest such financing in the country. He has thirteen years of experience serving public finance clients. Mr. Johnston earned his Masters of Accountancy degree from the J.M. Tull School of Accounting at the University of Georgia, and a B.S. from Presbyterian College. Mr. Johnston is a Certified Public Accountant and practiced in that field for ten years. Notable telecommunications clients include The Utah Telecommunications Open Infrastructure Agency (UTOPIA), The Jackson Energy Authority and Newnan Utilities.



Carl Kandutsch, Ph.D., J.D.

Esq.
Former FCC Attorney
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Dr. Kandutsch holds a B.A. degree from Johns Hopkins University, a Ph.D. from Yale University, and a J.D. from the University of Washington.

After seven years of private practice in Portland, Maine, Dr. Kandutsch spent several years as a Staff Attorney in the FCC's Cable Bureau. While at the FCC, Dr. Kandutsch had a prominent role in drafting revisions to the FCC's rules governing the disposition of cable inside wiring. He also took a lead role in analyzing the impact of the AT&T/MediaOne and AOL/Time Warner mergers on the markets for broadband services, and in the Commission's cable modem proceeding.

Since leaving the FCC, Dr. Kandutsch has operated a private legal and consulting practice dealing with broadband issues generally, and the private cable industry particularly. He has extensive experience working closely with both property owners/managers and broadband providers in the multi-family dwelling (MDU) environment.



David Kidder

Co-Founder & COO
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Born in Upstate New York, David is a serial entrepreneur with a wide range of extensive operational, technology, and marketing expertise. In 1994, he founded Net-X, a groundbreaking Internet development company, serving clients such as Xerox, Bausch & Lomb, Ray Ban and Young & Rubicam. Target Vision acquired Net-X in March 1996. David then led the corporate development team at THINK New Ideas, ultimately serving as Vice President, Strategic Operations. While there, he helped grow THINK to more than 500 employees through seven acquisitions in 24 months. In January 1999, David founded wireless content delivery pioneer, SmartRay Network, Inc. SmartRay was acquired by Lifeminders, Inc. in August 2000. In February 2002, he co-founded Renaissance

Integrated Solutions that developed and patented the Dual Purpose Rehabilitation Solution that deploys last mile fiber-optic networks by utilizing public spending on infrastructure rehabilitation programs throughout the U.S. David has spoken at technology conferences and he and/or his companies have appeared in publications and periodicals such as *The New York Times*, the *Wall Street Journal*, *USA Today*, *Fast Company*, *Engineering News Record Magazine*, among others.

Kidder graduated with a B.F.A. in Industrial Design from the Rochester Institute of Technology and matriculated in Industrial Design at the University of Nuevo Mundo in Mexico City, Mexico.



Max Kipfer

President
Fiber Optic Communities of the US
maxk@communitiesinfocus.org

Max R. Kipfer is one of America's pioneers in Fiber-to-the-Premises (FTTP) networks. As Executive Vice President and General Manager of OpenBand of Virginia from 2000-2003, Kipfer directed the start up that built and operated fiber networks in a number of planned communities in Northern Virginia, including Lansdowne on the Potomac and Southern.Walk at Broadlands.

OpenBand was one of the nation's first broadband communications providers (BCP) to joint venture with greenfield developers to build FTTP telecommunication networks offering commercial and residential customers a converged integrated platform of voice, digital video, high-speed data, security monitoring and automation products.

In August 2003, Kipfer started Maxco, LLC, a full service management and telecommunications consulting firm whose clients include BCPs, homeowner associations and Greenfield property developers. Maxco's emphasis is in the rapidly growing "wired community"/FTTP marketplace. Maxco's motto, "The Customer is King," is the platform basis for which Kipfer has founded **FOCUS**. The mission is to build awareness of fiber communities and give consumers a valuable resource for learning more about their fiber network and its capabilities.

Earlier in his career, Kipfer served as Executive Vice President and Chief Operating Officer of Dulles, Virginia-based Benchmark Communications, a multiple system cable television & Internet service provider with over 100,000 subscribers nationwide. At Benchmark, Kipfer was responsible for all aspects of the operation including P&L, budgeting, operational performance, investor and banking relations, mergers & acquisitions, contract negotiations and government & regulatory affairs. Kipfer also had day-to-day responsibility for the company's flagship operation, Cablevision of Loudoun, serving over 35,000 subscribers. Cablevision was sold in 1999 for a record price per subscriber valuation.

Mr. Kipfer has also held senior management positions with other national cable television companies including Cablevision Systems, Storer Cable, Comcast Cable and Multivision Cable TV. Mr. Kipfer is a 1979 graduate of Valparaiso University with a BA in Broadcast Journalism.

Mr. Kipfer has been a regular speaker at telecommunication industry conferences and has briefed federal policymakers in Washington, DC on the benefits and capabilities of FTTP networks.



Robert Kjellberg

Managing Director
MälarEnergi Stadsnät, Västerås, Sweden
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Robert is Managing Director of Malarenergi Stadsnat AB, one of the pioneers regarding open Urban Networks in Sweden. He was appointed "Urban Network Entrepreneur of the Year 2003" by the Swedish Urban Network Association and "Marketeer of the year 2003" in the region. Robert has MSc in Industrial Engineering and a MBA from Warwick Business School in England. He is the first Managing Director of Malarenergi Stadsnat AB and has been there since the start up of the company in the year 2000. Before that he has held managerial positions within ABB. The most recent job was at ABB Management Consultants. Robert also is a lecturer and teacher in Strategy, Sales and Marketing and organizational behavior. In his spare time he spends time with his three children and wife and with the band in which he sings and plays keyboards.

Srini Kola

Founder & CEO
C9 Networks
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Bio not provided.



Hilda Gay Legg

Former Administrator
USDA Rural Utilities Service
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Hilda Gay Legg serves as the 15th Administrator of the Rural Utilities Service (RUS). Appointed by President George W. Bush and confirmed by a unanimous vote of the U.S. Senate on September 27, 2001, Ms. Legg administers a \$6 billion loan and grant program for the infrastructure needs of rural America through Water and Environmental, Telecommunications and Rural Electrification Programs.

RUS has a \$40 billion loan portfolio with nearly 30,000 loans. It is part of USDA's Rural Development mission area which also includes agencies that serve rural housing, rural business, and community facility needs. As rural America changes into a diverse economy, Administrator Legg, through Rural Development and RUS, is committed to helping improve the economy and quality of life in all of rural America.

A long-time advocate of holistic approaches to economic development in rural America, Ms. Legg came to Washington, D.C. from The Center for Rural Development in Somerset, Kentucky, where she served seven years as Executive Director and CEO. She was responsible for the overall management of the state-of-the-art facility as well as program development and outreach. The Center, whose concept is based on a holistic approach, is considered a national model for economic development.

In 1990, Ms. Legg was appointed by President George Bush as Alternate Federal Co-Chairman for the Appalachian Regional Commission in Washington, D.C. Her primary responsibilities were to represent and promote the economic policies for the region's 21 million people, and assist in the management of a \$190 million budget aimed at job creation, building infrastructure, education and workforce training and numerous research programs relative to rural economic development.

Other Career Endeavors:

During the late 1980's, Ms. Legg was Director of Admissions and a faculty member at Lindsey Wilson College in Columbia, Kentucky. From 1985 to 1987, she was the Field Representative in the Bowling Green office of U.S. Senator Mitch McConnell.

Ms. Legg served in the Reagan Administration at the U.S. Department of Education. She started her professional career as a teacher in the Adair County Schools and is certified both as an administrator and counselor. She remains active in education issues by serving as Vice Chair, Alice Lloyd College Board of Trustees, and on Campbellsville University's Advisory Board.

She is a graduate of Campbellsville University and received her master's degree at Western Kentucky University. She finished the Senior Executive Program at Harvard University's John F. Kennedy School of Government.



Laurance Lewis

Founder
Aggregate Capital Networks
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Mr. Lewis applied his past 15 years of Law, Telecommunications, Corporate Real Estate, Entrepreneurial deal structuring and negotiating experience to co-conceive Aggregate Networks. Mr. Lewis is principally responsible for Business Development, Strategic Alliances, Planning & Implementation and Legal Counsel. Laurance's background in real estate, finance & telecommunications law has led to a vital role in the process of shepherding municipal & corporate clients through the tenuous and complicated process of contracts throughout project development for infrastructure.

Previously, Mr. Lewis was in private law practice in Chicago, IL and represented commercial and residential investors and developers. Laurance then formed a real estate brokerage, investment

and development company and specialized in representing primarily telecommunications and high-tech companies on a national and international basis, including AT&T Wireless, Honeywell, Inc., NationsBank, Intermec, Switch & Data Facilities Co., and other clients of his firm. Mr. Lewis was also the primary point of contact for a strategic alliance with McLeodUSA, one of the largest competitive local exchange carriers (CLECs) in America.

Mr. Lewis received his Juris Doctor degree from the University of Minnesota, is an active member of the American and Chicago Bar Association, and has been a featured seminar speaker for the Real Property Section of the Chicago Bar Association. He has also presented at numerous conferences, including the FTTH Council Conference, Intelligent Cities and the APPA Community Broadband Committee.

Aggregate Networks current and past clients include Optical Entertainment Networks, Endavo Media & Communications, FTTH Communications, Inc., RKI, International, Ltd., Truckee Donner Public Utility District, and Eagle Broadband.



Craig Lobel

Vice President of Emerging Technologies
Newland Communities
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Craig Lobel is Vice President of Emerging Technologies for Newland Communities. Mr. Lobel's position is to continually research, evaluate and deliver state of the art broadband solutions that provide choice, value and communications. Mr. Lobel brings innovative applications of technology to the master planned community environment, delivers valuable amenities to residents and home shoppers who want a connected lifestyle. Additionally, he looks ahead to integration of Water, Energy and Green Building Systems as future opportunities to create environmentally sound and sustainable living communities.

For over 20 years prior to joining Newland in 2001, Mr. Lobel had pioneered new technology in the telecommunication and electrical utility industry. From 1983 – 1994, he was Vice President of Operations and Marketing for WindMaster USA Inc., where he was involved in manufacturing, developing and operating renewable energy facilities in the USA and Europe. From 1994- 2000 he was involved in system operations and marketing of digital services for Cox Communications, Inc. in San Diego, CA.

Mr. Lobel holds a degree in Marketing and Sales.

Jim MacNaughton

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Law Office of W. J. MacNaughton
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W. James Mac Naughton is an AV rated attorney with twenty-five years experience in all aspects of the delivery of telecommunications and video services to PUD's and MDU's. His clients include major real estate developers, private cable operators and homeowner's associations throughout the U.S.



David P. McClure

President & CEO
US Internet Industry Association (USIIA)
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McClure graduated from the University of Iowa in 1972 with a Bachelor of Science degree in applied science, and earned an MBA in executive management at Kent State University in 1984. He has also done extensive post-graduate studies in organizational development at Kent State.

An IT and communications executive, his previous experience includes eight years with BFGoodrich on the NASA Space Shuttle program, six years as a marketing executive for computer hardware and software companies, and three years as the online communications consultant to the Software Publishers Association. In 1993, he was asked to help form and manage a trade association for the fledgling Internet industry. Initially incorporated as the Association of Online Professionals (AOP), the association is known today as the USIIA. USIIA members are a broad cross-section of the Internet industry, and have built a strong reputation for accuracy and non-partisan pursuit of effective public policy related to the Internet.

Widely published on technology and management issues, McClure currently serves as a contributing editor to *Accounting Technology* magazine, the *Business Software News* and *E-Commerce World* magazine. He is also a contributing writer to *Boardwatch* magazine and editor of the "Washington Watch" column at <http://www.ispworld.com>. Active in the online community since 1983, he is also a member of the American Society of Association Executives; the technology committee of the Greater Washington Society of Association Executives and the New Media Society of Washington, DC.



Rich Muller

Principal
Atlas Business Development, LLC
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Atlas Business Development, LLC is a consulting confederacy specializing in sales and business development services – including project management. Clients include telecommunication firms that provide programming and products to the satellite industry. He is also President of the specialty Advisory Group, Muller Communications, LLC. Rich has had a key role in establishing several nationwide sales networks in cable television and satellite. Rich is on the Board of the Independent Multihousing Communications Council.

Prior to the formation of his own firm, Rich was Vice-President of Consumer Sales for DIRECTV, Inc., then a unit of Hughes Electronics Corporation. He was responsible for the overall development of DIRECTV business in the direct marketing, multi-unit residential and commercial markets. While at DIRECTV he also recruited a team to successfully establish a nationwide network of dealers serving multiple dwelling units. Subsequently, Rich was executive consultant to Golden Sky Systems - from launch of its operations until its sale to Pegasus Communications for 1 billion dollars. While at Golden Sky Systems, he was instrumental in negotiating DirecTV's first Master System Operator Agreement.

Before entering the digital satellite industry in 1995, Rich spent 25 years in the cable and wireless cable industries. In various companies during this period he held development and management responsibilities ranging up to several thousand employees.

Adjunct to his career development in Communications, Rich has acquired both a California General Contractor's License and a California Real Estate Broker's License. He believes diversification of expertise provides continuing new insights and development techniques. Rich received a Bachelor of Science degree in Finance and a Masters of Business Administration degree in market research from the University of Southern California.



Takeo Osawa

Manager, IT & Telecommunications
TEPCO (Tokyo Electric Power Co.) of Japan
Osawa.takeo@tepcoco.jp

Mr. Takeo Osawa joined TEPCO in 1991 after graduating from the University of Tokyo with a Masters Degree in Electrical Engineering specialized in Information Technology. He achieved another Master Degree in Electrical Engineering specialized in Computer Networking from The University of Washington in Seattle, 1997.

His business experience in TEPCO mainly covers the planning of communications networks and business development in telecommunications.

Since 2003, Osawa has been Manager, IT & Telecommunications, in the Washington Office, responsible for research in US telecommunications Industry and related technology and regulations.

From 1999 – 2003, he held the Deputy Manager position in the Information & Communications Business Division, and later in the FTTH Division, focusing on Business Development in Telecommunications – worked as one of initial members of FTTH project and Dark fiber leasing project. Osawa also was responsible for business planning and administration.

From 1997 – 1999, Mr. Osawa held the position of Senior Engineer in the Electronic Telecommunications Department, planning of Telecommunications Networks for power systems. Then from 1995 – 1997, was dispatched to the University of Washington in Seattle for a 2-year graduate program. He earned the Award of Master of Science in Electrical Engineering, specialized in Computer Networking. He worked as an Engineer in the Electronic Telecommunications Department from 1994 – 1995, and was responsible for the management of technical support activities for TEPCO-affiliated telecommunications companies.

And from 1991 – 1994, Mr. Osawa was an Engineer in the Gunma Branch Office and Shibukawa Field Office, and where he was responsible for management and coordination of field office activities Maintenance and Operation of the telecommunications network.



Henry William Pye

Director of Resident Services and Technology
JPI Partners, LLC
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Henry currently serves as the Director of Resident Services and Technology for JPI Partners, LLC. He is responsible for coordinating the business, legal, and technical aspects of voice, video and data services, site access and control, other low voltage amenities, systems, and services for JPI's developments, acquisitions, and third party communities. Since 2001, Henry has coordinated the Resident Services and Technology for nearly 80 communities in 33 States. In 2002, Broadband Properties Magazine named Henry one of the 25 Most Influential People in Real Estate & Technology.

Henry was a Management Trainee at JPI from 1998 to 2001. As a management trainee, Henry worked in JPI's Market Research, Student Living, Luxury Multifamily, Project Finance, and Information Services departments.

Henry received his B.A. in Political Science from Duke University in 1992. He entered the J.D./M.B.A program at Vanderbilt University that same year. For family reasons, Henry transferred to Southern Methodist University in 1994. In 1997, Henry received his M.B.A from the Cox School of Business and his J.D. from the Southern Methodist University School of Law. Henry passed the Texas Bar in 1997, but decided not to practice. Henry is also a BICSI Registered Residential Installer.

Henry serves on the National Committee for the Campaign for SMU and is a mentor and associate board member for the Cox School of Business. He is also a member of the Durham Academy Alumni Council. Finally, he serves as the alumni advisor for the Alpha Phi Chapter of the Kappa Alpha Order at Duke University.

Henry telecommutes from Durham, North Carolina where he lives with his wife, Sybil, son, A. Kenneth, and dog, Memphis.



Bryan Rader

President & CEO, Media Works
Chairman, Independent Multi-Family Communications Council (IMCC)
BryanRader@aptmediaworks.com

Bryan J. Rader has been actively involved in the cable TV industry for many years, with his primary focus on improving cable-services and creating special features for real-estate owners.

In early 1996, he formed MediaWorks with several private investors from the real estate industry. His unique perspective of cable TV comes from the "customer's viewpoint" and has given MediaWorks an edge in creating specialized products, and bundling important services to satisfy apartment and condominium residents, all while considering the needs of the building owner.

MediaWorks was honored with the national Cornerstone Award for "Cable Company of the Year" in 2002 and 2003. In a short period of time, MediaWorks has become the industry leader known for its marketing and customer service skills.

Mr. Rader was also listed as one of the "25 Most Influential People in Real Estate and Technology" in 2002. Broadband Properties said the following about him:

"As one of the most successful private cable operators and Chairman of the Independent Multifamily Communications Counsel (IMCC), Bryan Rader is one of the most respected voices in the industry. He has lead MediaWorks to becoming the role model for the successful private cable operation while actively reaching out through conferences, publications and trade associations to encourage an industry wide adoption of better business practices. Bryan's efforts in building stronger and more beneficial relationships between property owners and the private cable industry, combined with his dedication to education, influence the industry both now and for years to come."

Mr. Rader is a frequent speaker to various real estate organizations, including the National Apartment Association (NAA), National Multi-Housing Council Technology Forum, Satellite Broadcasters and Communication Association (SBCA), SkyForum, and the Carmel Group. He also authored several articles on "technology's impact on the real estate market."

He serves as Chairman of the Independent Multi-Family Communications Council (IMCC), the industry's trade association based in Washington, D.C. He also writes a monthly column called "Provider Perspective" for Broadband Properties magazine.

In addition, Mr. Rader serves on the Board of Advisors for Children's Healthcare of Atlanta's Rehabilitation Centers. He also found the "Little One Fun Fundraiser" which supports autism research and awareness, and the Children's Healthcare of Atlanta.

Mr. Rader was born in St. Louis, Missouri. He completed his undergraduate degree in Political Science and Marketing at the University of Missouri and his post-graduate at St. Louis University.

Mr. Rader resides in Alpharetta, Georgia with his wife and two children, Jessica and Austin.



Rey Ramsey

Chief Executive Officer
One Economy Corporation
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Alex Ross: aross@one-economy.com

Rey is an internationally respected social entrepreneur and co-author, with Ben Hecht, of ManagingNonprofits.org: *Dynamic Management for the Digital Age*. Prior to founding One Economy in 2000, Rey served as President and Chief Operating Officer of The Enterprise Foundation. He has also served in the cabinets of two governors of Oregon as the state's Director of Housing and Community Services. Rey is currently the Chairman of the Board of Habitat for Humanity International. He also serves on the boards of Schnitzer Investment Corporation, the Advisory Board of the Brookings Institution Center on Urban and Metropolitan Policy, Local Initiatives Support Corporation (LISC), and Kaboom!. He has a BA in Political Science from Rutgers University and is a graduate of the University of Virginia Law School.

Leonard Ray

President, FTTH Council
Vice President of Business Development, Atlantic Engineering Group
lray@atlantic-engineering.com

Leonard Ray is the Vice President of Business Development for Atlantic Engineering Group. In this role, he is responsible for promoting Atlantic Engineering's Services for fiber-to-the-home markets as well as analyzing market opportunities for broadband network solutions. Leonard joined Atlantic Engineering Group in 2004.

Prior to his new role he was market development manager for global broadband applications for Corning Incorporated, Optical Fiber. In this role, he was responsible for promoting Corning® optical fiber products in the fiber-to-the-home, -curb and -premises markets worldwide as well as analyzing market opportunities for broadband network solutions. Leonard joined Corning Optical Fiber in 2000.

Before joining Corning, Ray was a program manager at Sparta, Inc., where he led the creation of a new training and products division. Ray oversaw product development for advanced anti-terrorism diagnostic tools and explosive training devices. Prior to that role, Ray was a civil engineer and an explosive ordnance disposal officer in the U.S. Air Force.

Ray is the vice president of the FTTH Council and serves on the Council's board of directors. He also served as chairman for the FTTH Council's government relations committee in 2001 and 2002.

Ray holds a Bachelor of Science degree in architecture from the Georgia Institute of Technology in Atlanta, Georgia, and a Masters of Business Administration from the University of Phoenix in Las Vegas, Nevada.



Thomas A. Reiman

Founder & President
The Broadband Group
treiman@broadbandgroup.com

Thomas A. Reiman, founder and President of The Broadband Group (TBG), has been active in the field of telecommunications and land development since 1979. Through his combination of land entitlement, development, and telecom expertise, Tom has led The Broadband Group to represent many of America's largest Master Planned

Communities. TBG's influence and planning expertise has also been instrumental in the creation of high-fiber broadband connected communities throughout the nation. Through these engagements, The Broadband Group has earned the respect and cooperation of Regional Bell Operating Companies, Cable TV Multiple System Operators, Internet Service Providers, and other network partners.

In addition to telecommunications consulting services, the firm has represented the nation's largest shareholder owned utility, Pacific Gas & Electric (PG&E). Mr. Reiman directed the Wellington, New Zealand "Telecity" project, led an Electronic Commerce Consortium for the Microelectronics and Computer Technology Corporation (MCC) in Austin, Texas, and recently created and directs the industry leading RBOC Fiber-to-the-Home Community in Brambleton, VA. Mr. Reiman's experience includes ownership of a Cable Television Multiple Systems Operator, consultancies to multiple regional Bell Operating Companies, and advisory roles to national Competitive Local Exchange Carriers.



Michael Render

Leading FTTH Researcher
Render, Vanderslice Associates
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Michael Render is president of Render, Vanderslice & Associates, the premier U.S. market research firm in the area of fiber-to-the-home and fiber-to-the-premise. Render Vanderslice & Associates has a 30-year history of diverse market research service.

Render has overseen a census of North American FTTH deployments for each of the last three years and has been quoted in national publications such as *Business Week* and *The Wall Street Journal*. Render is a frequent speaker at conferences dealing with FTTH/FTTP, and has been invited to update officials at the Federal Communications Commission and other federal agencies regarding the progress of the technology.

Render has several articles published on issues related to innovation in the practice of both consumer and business-to-business oriented market research. In addition to his work in broadband, Render has consulted with a wide range of firms ranging from Fortune 100 corporations to promising start-ups. He has served on the board of directors of both non-profit organizations and high technology corporations.



Graham Richard

Mayor
Fort Wayne, Indiana
John.perlich@ci.ft-wayne.in.us

Fort Wayne native Graham Richard took office as Mayor of Indiana's second largest city on January 1, 2000. He was re-elected and began serving his second term on January 1, 2004.

Mayor Richard was born and raised in a family steeped in community service. He is a graduate of North Side High School and the Woodrow Wilson School of Public and International Affairs at Princeton University.

Active community involvement is more than a tradition for Mayor Richard. He believes that by working together we can build a strong community and has proven that theory through his own proud history of civic involvement.

Mayor Richard has served as the President of the Kirkwood Park Association. He has been a board member of Turnstone Center, American Red Cross, Leadership Fort Wayne, Embassy Theatre Foundation, United Way Allocations Division, and the Fort Wayne Ballet. He is a member of Trinity Episcopal Church. A lifelong Fort Wayne resident, Graham lives with his wife in one of the city's lovely, older neighborhoods.

Mayor Richard, an Indiana State Senator from 1974 to 1978, also has served in various capacities in the public sector, including his appointment by the Governor of Indiana as the Chairman of the Indiana Institute for New Business Ventures, the Indiana Human Resources Investment Council and the Governor's Task Force on Small Business.

He served as a member of the Indiana Economic Development Council, Governor's Technology Strategic Planning Council and the Governor's Initiative on Economic Development. As a State Senator, Graham Richard was the Chairman of the Governmental Affairs Committee, a member of the Senate Finance and Education committees, and the Chairman of the Select Committee on Government Organization. He served as a member of the Bayh-O'Bannon transition team, and was the Chairman of the Mayor's School Board Members Search Committee.

The Mayor's entire professional life has been spent helping people in business and throughout our community succeed. He was a partner in the firm of Ruffolo Richard LLC, which provides advisory services to business owners

in management-led buyouts, capital sourcing and corporate turnaround, where he helped breathe new life into companies through new management, better financing and local leadership. He was the co-owner of Integra Learning Systems, a learning systems development company, where he introduced an exceptional, new way to teach people to read. As the owner of Graham Richard & Associates, he assisted business owners and organization executives for nearly three decades in business management, organizational development and marketing.

He was a developer of the Fort Wayne Enterprise Center, Indiana's first industrial incubator in Indiana's first Urban Enterprise Zone, helping entrepreneurs start and grow their own businesses. He founded the Northeast Indiana Business Assistance Corporation, and was a sponsor of the Small Business Development Center, guiding thousands of clients in business planning, marketing and financing. Mayor Richard was a business network developer originating the Northeast Indiana TQM Network and LEARN (Leadership, Excellence and Resource Network.)

Neighborhood activist. Public Servant. Business owner. Mayor Graham Richard is committed to making Fort Wayne safer, stronger and more successful.



Ron Riggle

Customer Service Manager
Rochester Telephone Company
Ron.Riggle@rtc1.com

Ron is Vice President of Operations at Rochester Telephone Company. He has served as Marketing and Customer Service Mgr since joining the Company in 1982.

Prior to that he worked for United Telephone Company of Indiana (Sprint), an OSP Engineering firm, and a small independent telephone company. Ron is a 1970 graduate of Indiana State University, serves on various committees at the Indiana Telephone Association, serves on the Fulton County Communications Board, is a member of the Independent Pioneer Assoc. and OPASTCO.



Steven S. Ross

Editor-in-Chief
Broadband Properties Magazine
steve@broadbandproperties.com

Steven S. Ross is a long-time technology writer and former Columbia University professor and is also the Editor-in-Chief of *Broadband Properties Magazine*. The national publication (www.bbpmag.com) is the leading source of information on digital and broadband technologies for ultra-connected communities.

Ross is a highly respected journalist and an expert on broadband technologies. He also has domestic and international expertise in architecture, land-use planning, business, and education.

Since the dawn of the commercial World Wide Web in 1993, Ross has been conducting annual surveys on media and cyberspace, with special emphasis on how emerging technologies shape Internet use. He has consulted on these issues for the Pulitzer Prize board at Columbia and for some of the world's largest media companies and foundations.

Ross is well known in journalism circles for his CD-ROM-based instructional software and for his expertise in distance learning and computer-assisted reporting, also known as "analytic journalism."

Ross holds a BS in Physics from Rensselaer Polytechnic Institute and an MS in Journalism from Columbia. He has authored or edited 19 books, including a massive, continually updated encyclopedia of computer technology and major reference books on land-use planning, product safety, and environmental issues. He has edited magazines and newsletters for McGraw-Hill, MBA Communications, Boardroom Publishing and others. He's won numerous technical, professional and journalistic awards.

He is a Fellow of the American Institute of Chemists and has taught statistics in academic and industrial settings.

His community government experience includes more than a decade on the planning board and environmental commission of Leonia, New Jersey, and two stints as President of New Jersey Environmental Lobby. He helped establish the New Jersey Environmental Education Fund in 1983. He has lectured and consulted in 84 countries.

Ross taught for 19 years at Columbia University. He was on the full-time faculty of the Graduate School of Journalism, which he helped computerize in the 1980s and where he established the world's first courses in

analytic journalism. He had been an adjunct there as early as 1973, when he taught the world's first courses in environmental reporting. He was teaching online database access as early as 1979 at Columbia, in a pioneering national reporting course.

Steve Sadler

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Post Properties, Inc.
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Steve Sadler is Director of Ancillary Services for Post Properties. Post Properties, Inc. (NYSE:PPS) is the preeminent developer and operator of upscale multi-family apartment communities in the Southeastern and Southwestern United States with a total market capitalization of almost 3 billion dollars. The Company operates as a real estate investment trust whose primary business consists of developing and managing Post brand name apartment communities for its own account. The current portfolio consists of 62 Post multi-family apartment communities. These communities contain over 23,000 apartment units located primarily in metropolitan Atlanta, Georgia, Tampa and Orlando, Florida, Charlotte, North Carolina, Northern Virginia, and Dallas, Texas.

Steve has been with Post for 5 years and brings to his current position 19 years of experience in the telecommunication industry. Steve's experience ranges from design and cost estimation of communications infrastructure systems to the implementation of integrated voice, data, and video networks. In his current role with Post Properties, Steve has national responsibility for residential technology initiatives as well as the more traditional ancillary services. Prior to taking on ancillary services Steve was responsible for the design and deployment of the PostSmart system which provides for a communications infrastructure within each apartment unit supporting voice, video, data and security applications.

Steve earned a Bachelor of Science degree in Manufacturing Technology from Georgia Southern University in 1985.



Joseph Savage

Executive Director
FTTH Conference
jsavage@ttco.com

Joe Savage is Senior Vice President of the FTTH Council. Joe has more than 35 years of executive level experience in telecommunications and optical networking, including CEO and Director positions with a number of optical companies. He began his career in fiber optics in the 1970's, helping to build the first fiber production facility at Western Electric in Norcross GA. He has served as VP Planning and Engineering for Fujitsu Network Systems, and as VP, Research for RHK, Inc. Joe is a Professional Engineer with a B.E.E and M.S.E.E. from Georgia Tech. He has received patents for high-speed digital transmission cable design and for methods of avoiding Internet congestion in the PSTN.



Bill Schultz

Vice President of Marketing
Transition Networks
bills@transition.com

Bill Schultz joined Transition Networks in May of 2000 as a Product Manager. He was promoted to Director of Marketing in March of 2001 and became Vice President of Marketing in June of 2002. Before joining Transition Networks he was employed by AMP Incorporated for nine years, holding several positions. He worked as a Packaging Engineer in Winston-Salem, NC; Sales Engineer in Cupertino, CA with AMP's NetConnect division; Sales Engineer in Minneapolis, MN; and Distribution Business Manager in Atlanta, GA.

Schultz holds a Bachelor of Science Degree from Michigan State University and a Masters in Business Administration from the Goizueta Business School, Emory University.



John Schultz

General Manager
FTTH Communications
jschultz@ftthcom.com

John Schultz is a 20-year veteran of the Telecommunications Industry with various roles in Operations, Engineering, Product Management and Executive management. In John's current role he is responsible for all Engineering, Operational and Strategic Planning for FTTH Communications, a developer owned Integrated Communications Provider in the Minneapolis, Minnesota area. FTTH Communications also provides wholesale video services in the upper Midwest. John has received both a Bachelor's of Science and Master of Sciences in Telecommunications from St. Mary's University.



Mike Serrano

Director, Product Marketing
Alloptic
Mike.Serrano@alloptic.com

Mike is responsible for Marketing, Product Management, Technical Publications and Marketing Communications for Alloptic.

Mike has over 17 years of experience in the Telecommunications industry. Prior to joining Alloptic, Mike was with Lucent Technologies where he played a key role in moving multi-media messaging technology from Bell Labs Research into the marketplace. He has held pricing and marketing strategy positions with Octel Communications. While at Pacific Bell/SBC, Mike was responsible for new product development.

Mr. Serrano holds a BS Degree in Business Administration from San Jose State University and an MBA from Santa Clara University.



Brad Worthington

Executive Vice President & Chief Operating Officer
NTS Communications, Inc.
bradw@ntscom.com

Mr. Worthington is Executive Vice President and COO of Lubbock, Texas-based NTS Communications. He has served in this capacity since April, 2000. His current duties include overseeing day to day phone, video and data operations, sales and marketing, strategic development, legal/regulatory affairs and service fulfillment for the company.

For a ten year period prior to assuming his current position, Mr. Worthington served as NTS's General Counsel. He received his Doctor of Jurisprudence degree from Texas Tech University and his Bachelor's degree from Texas State University. He is admitted to practice law in Texas. Mr. Worthington is married and has two children; ages 2 and 8.