

**North Carolina Telecommunications Industry Association  
Program Development Committee**

The Committee met on August 6, 2007 at 10:00 a.m. via conference call.

Participating were: Herb Long, Ellerbe, Chair; Hayden McKenzie, North State; Jeff Shipp, Star Telephone; Tracy Sternberg, Embarq; John Wicker, Lexcom Telephone; Tom Brady, CIENA; Hal Carnes, CBW; Jim Humphrey, Tyco Electronics Power; Tommy Nelson, Power and Telephone Supply;; Ann Simpkins, FairPoint; Board Liaison Charles Pickelsimer, Citizens; NCTIA Board Chairman Bill Craigle, Alltel; NCTIA President Carole Woodward; NCTIA staff Rebecca Wyhof . Absent: Board Liaison Stan Pace, Verizon and Richard Royal, Nortel Networks.

The meeting was called to order by Chairman Herb Long. May, June and July minutes were reviewed. **2007 Annual Convention August 19-21-** 2007 Annual Convention program schedule was reviewed. Commissioner Kerr wants a list of topics he should cover in his presentation. The Verizon speaker is missing from the Technology Panel. The Customer Service Panel met to work out their presentation. The Ethics Commission is waiting on speaker bios and presentation outlines in order to give a ruling on providing comp registration for members of the NC Utilities Commission. Tracy is checking on the jazz performer for Sunday night.

**Convention Associates Golf Tournament** – the details of Monday's Golf Tournament were reviewed. We need more golfers as we are 4 foursomes short of our goal. Jim will talk with Tina about adjusting our guarantee of 100 players, 1 p.m. shotgun start. Two refreshment tickets (for alcohol) will be issued at the Registration Desk. Carts will be stocked with 2 waters. Non alcohol beverages will be free to golfers – no limit. The golf tournament awards will be presented at Course #6 following the tournament at 6 pm. The Associates will also host a reception at the Cardinal Ballroom, Carolina Hotel from 6:30 until 7:30.

**Budget -** Current registrations and sponsorships were reflected as the Convention budget was reviewed and discussed. Committee members will assist with acquiring additional sponsors. Bill mentioned that the timing for asking the Board to sponsor Nido is just not right. We will ask the Board to fund an annual speaker fund to enhance the quality of the program. The finances of the Convention are ultimately the responsibility of the Board. The Associates may be able to assist in some budget areas where shortfalls exist. Embarq is covering 2 of the speaker sponsorships.

**2008 Convention -** Grove Park Inn is the site for 2008 Annual Convention on August 17-19, 2008. The room rate is \$195. Charles Pickelsimer negotiated a golf rate - \$120. Carole will check on early arrivals and late departures beyond our blocked dates.

**2009** – Pinehurst has August 16-19, 2009 available. Wayne Kearney is holding these for us. Questions will be included on the Convention evaluation forms to poll members about moving the event back into September. Carole will get quotes from the resorts to compare August and September prices.

**2008 Sales Seminar-** Steve Gilliland and Gail Carson are available Feb. 7 or March 5. March 5 is a better date, but are there other more well known speakers for the event? To be discussed further.

**Annual Golf Tournament** - The Budget for the event was reviewed. Jeff moved to establish the golf rate at \$145 for individuals and \$550 for a foursome. Tracy seconded the motion that carried. Brochures will be distributed to the membership via mail and available at Convention. The emphasis on customer appreciation will be included in the event materials. Welcome signs for key customers will be offered in addition to extra mulligans, red tees, string, etc. Board members will be encouraged to show support for key customers here. This is the member tournament and the charge should be lead by the Board.

**Next Committee Meetings: Tuesday, August 28 at 9:30 am at Rock Barn Golf and Spa in Conover. Call Holiday Inn Express 828-465-7070 for rooms (\$69) - Group Code NTI. Anyone for Golf in PM?**