

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

The Committee met at Jim Humphrey's house in Nags Head on May 14, 2007 at 2:30 p.m. Present were:; Ann Simpkins, FairPoint ;Board Liaison Stan Pace, Verizon; Board Liaison Charles Pickelsimer, Citizens; Jeff Shipp, Star; Jim Humphrey, Tyco Electronics Power; NCTIA President Carole Woodward; NCTIA staff Rebecca Wyhof . Absent: Herb Long, Ellerbe, Chair; Hayden McKenzie, North State; Tracy Sternberg, Embarq; John Wicker, Lexcom Telephone; Hal Carnes, CBW; Richard Royal, Nortel Networks; Tommy Nelson, Power and Telephone Supply; Tom Brady, CIENA;.

The meeting was called to order.

April 23, 2007 Minutes - The previous minutes and committee action items were reviewed.

2007 Annual Golf Tournament - The Event's Official Name is 2007 Annual Golf Tournament. The October 15 Event will be promoted as a Customer Appreciation event – bring your key customers to play and also purchase a Sponsorship – honoring your customer. 9 a.m. Shotgun Start - breakfast on your own The format for play was discussed. People like the best ball of your drive, then play your own ball, with a points system at the end. Players will get two drink tickets each. Cost for a foursome is \$600 – individual players \$160. the price includes 2 mulligans, prizes, Lunch, Tournament Expenses. Caroline Cauthen, Membership Sales Director of the Rock Barn Golf and Spa is working with Carole. The charge for the Robert Trent Jones course is \$60 per golfer, 80 golfers are reserved. A late lunch (around 1:30) will wrap up the event and allow for announcements of winners. Door prizes will be offered, in addition to team prizes. The room rate at the Holiday Inn Express is \$69. 70 rooms have been contracted and will be released after Oct. 3. The Committee will travel to Hickory in late August (28 or 29), stay at the Holiday Inn Express and meet with the Rock Barn Staff. Some members may play the course. A trend in the meeting business is hotels charging \$10 extra for rooms and rebating this back to the organization. We will inquire about this at Holiday Inn Express. Staff will gather information on the spa, wineries and other area attractions for non golfers and spouses who may not play golf, but attend the October 15 event. The Committee will ask for support from the Board as a Customer Appreciation opportunity.

2007 Annual Convention Contract- 2007 Annual Convention will be at Pinehurst on August 19-21. The room rate is \$150 Single / \$80 per person double for Carolina Hotel
\$218 / \$114 Villa
\$118 / \$60 Manor Inn.

Carole, Herb, Tracy and Rebecca met with Wayne Kearney on May 1 regarding the golf rate and the available courses. \$115 was negotiated for Course #6. 100 players, 1 p.m. shotgun start. Cart staging fee of \$75 and scoring fee of \$4 per players.

Special Activities discussed - 82nd Chorus, Aromatherapy and Fitness center, Croquet, Scavenger Hunt with GPS

2008 - A proposed Contract with Grove Park Inn for Annual Convention and golf tournament on August 17-19, 2008 has been received. The room rate is \$195. Charles Pickelsimer was able to negotiate a better rate with the golf coordinator - \$120.

**The 76th Annual Convention Program and Theme was discussed at length
Monday, August 20**

Technology - A Business Plan the Leads to Video - Panel Discussion

(Stan Pace will ask a Verizon rep to serve)

Competition - Nido Quebin (he is confirmed for a negotiated special rate)

(thank you Hayden)

Tuesday, August 21

Legislative / Regulatory Jim Kerr , NCUC / NARUC

National Legislative / Regulatory Shirley Bloomfield, NTCA

Transitioning A Customer Service Team into a Sales Force - Panel

(Measure X, Embarq, FairPoint)

Chairman's Awards Luncheon Keynote- Stuart Scott (UNC) or Trey Wingo – ESPN personalities will be in town for the Jimmie V and may be available to speak. Tracy also has a contact for a “Get Fired Up” speaker. She will check on her and Carole will check with Speakers Network for others.

Registration Materials - A target “Save the date” correspondence has been sent and dates on website.

Future Committee Meetings: June 25 in Pinehurst.