Frank Louthan, Analyst, Raymond James
Frank Louthan has been a publishing analyst in the telecommunications services sector since 1999, joining the Raymond James telecom team in 2001. Prior to moving to Raymond James, Mr. Louthan worked at Wells Fargo Securities predecessor where he primarily covered rural carriers as well as early CLECs and broadband carriers that emerged in the wake of the Telecom Act of 1996. Prior to that, Mr. Louthan covered IT services firms for Wells, and held operations and finance positions with Delta Air Lines before coming to Wall Street. Within the industry, Mr. Louthan has testified before the U.S. House of Representatives Sub-Committee on Telecommunications and the Internet, was has been recognized in the Wall Street Journal Best on the Street survey, as well as Forbes Magazine and Bloomberg Markets for stock picking awards. Mr. Louthan frequently presents at telecommunications industry and regulatory conferences. Mr. Louthan received his MBA from Vanderbilt University’s Owen School, and a B.A. degree in Economics and Business from the Virginia Military Institute.

Intercarrier Compensation Reform Workshop

Wednesday, April 6, 2011
9:15 a.m. – 3:00 p.m.
Federal Communications Commission
445 12th Street S.W.
Washington D.C. 20554
9:15 a.m.  
Welcome and Introductory Remarks: Chairman Julius Genachowski and Commissioners

Panel 1: Access Stimulation/Phantom Traffic

- Krista Tanner, Board Member, Iowa Utilities Board
- Dave Schornack, Director of Business Development, TekStar Communacions
- David Erickson, Founder/CEO, FreeConferenceCall.com
- David Frankel, Founder, ZipDX
- Jonathan Banks, Senior Vice President, Law and Policy, USTelecom
- Melissa Newman, Vice President, Federal Regulatory Affairs, CenturyLink
- Michael Romano, Senior Vice President of Policy, National Telecommunications Cooperative Association (NCTA)

Panel 2: Intercarrier Compensation for VoIP

- Eric Einhorn, Vice President of Federal Government Affairs, Windstream Communications Inc.
- Kathleen Grillo, Senior Vice President, Regulatory Affairs, Verizon Communications Inc.
- Julie Laine, Group Vice President, Regulatory, Time Warner Cable Inc.
- Brendan Kasper, Senior Regulatory Counsel, Vonage America
- Lisa Youngers, Vice President, Federal Affairs, XO Communications Inc.
- Paul Gallant, Senior Vice President / Telecom Analyst, MF Global: Washington Research Group
- Peter McGowan, General Counsel, New York State Public Service Commission

12:30 – 1:30 p.m. Lunch Break

Panel 3: Developing a Recovery Mechanism

- John Rose, President, Organization for the Promotion and Advancement of Small Telephone Companies (OPASTCO)
- Kenneth Mason, Vice President of Government and Regulatory Affairs, Frontier Communications Inc.
- Robert W. Quinn, Senior Vice President-Federal Regulatory and Chief Privacy Officer, AT&T Services, Corp.
- Charles McKee, Vice President, Federal and State Regulatory, Sprint Nextel Corp.
- David Bergmann, Assistant Consumers’ Counsel Chair, NASUCA Telecommunications Committee
- Frank Louthan, Analyst, Raymond James

Robert W. Quinn  
Senior Vice President-Federal Regulatory and Chief Privacy Officer, AT&T Services, Corp.

As AT&T’s Senior Vice President-Federal Regulatory and Chief Privacy Officer, Robert W. Quinn, Jr. leads AT&T’s Federal Regulatory group which is responsible for all regulatory matters affecting AT&T and its affiliates before the Federal Communications Commission. Mr. Quinn is also responsible for customer privacy policies at the international, federal and state level across all lines of businesses. Prior to being appointed to his current position on February 1, 2006, Mr. Quinn served as Vice President, Federal Regulatory Affairs for AT&T Corp. in Washington, DC where he represented AT&T before the Federal Communications Commission and the United States Department of Justice. Prior to joining AT&T, Mr. Quinn spent five years as a trial attorney with the Chicago, Illinois firm of Mayer, Brown & Platt (now Mayer Brown). A Chicago native, Mr. Quinn graduated from the University of Illinois-Chicago with a bachelor’s degree in English. He also received his J.D. with Honor from DePaul University in Chicago, Illinois where he served as Managing Editor of Lead Articles for the DePaul Law Review.

Charles McKee  
Vice-President, Federal & State Regulatory, Sprint Nextel Corporation

Charles McKee is Vice-President, Federal & State Regulatory for Sprint Nextel Corporation. He is responsible for non-spectrum related regulatory matters before the Federal Communications Commission and State Public Service Commissions. Charles has been employed at Sprint since 1996, during which time he has handled a wide range of issues at both the state and federal level. Prior to his employment at Sprint, Charles was a litigator with a law firm in Kansas City and tried telecommunications cases before state regulatory agencies. Charles received his Bachelor of Arts degree from the University of Kansas and his law degree from the University of Minnesota.

David Bergman  
Assistant Consumers’ Counsel Chair, NASUCA Telecommunications Committee

David Bergmann is an Assistant Consumers’ Counsel with the Ohio Consumers’ Counsel (“OCC”), the state agency representing the interests of residential customers of investor-owned public utilities. He has specialized in telecommunications matters since 1992. He has served as Chair of the Telecommunications Committee of the National Association of State Utility Consumer Advocates (“NASUCA”) since November 2002. Mr. Bergmann received a B.A. from Michigan State University and his J.D. from the University of Michigan. He subsequently received an M.B.A. from the Ohio State University. Mr. Bergmann began his service with the OCC in 1982. Prior to his current telecommunications specialization, he served as Consumer Services Attorney, Supervising Attorney, and was Legal Director for six years.
Peter McGowan
General Counsel, New York State Public Service Commission
Since 2006, Peter McGowan has served as Acting General Counsel (and since 2008 as General Counsel) to the NYS Public Service Commission. He provides advice in the area of regulation related to electric, gas, steam, telecommunications and water utilities. Prior to 2006 he spent nine years as the Managing Attorney in the Department responsible for legal and policy issues relating to the telecommunications and cable industries, including the development of a new regulatory regime for telecommunications corporations in landmark Commission decisions.

John Rose
President, Organization for the Promotion and Advancement of Small Telephone Companies (OPASTCO)
John Rose is president of the Organization for the Promotion and Advancement of Small Telecommunications Companies (OPASTCO). OPASTCO is a national trade association representing rural telecommunications companies’ interests before the FCC and Congress and providing educational programs and publications. Its 470+ LEC members collectively serve 3.5 million customers primarily in rural areas of the United States and Canada. The association also has an affiliate nonprofit foundation, the Foundation for Rural Education and Development (FRED), and the OPASTCO Retirement Trust. John’s career in the telecommunications industry began over 40 years ago, when he joined C&P Telephone Company in Virginia in 1969, working in accounting, auditing and separations and settlements. From 1977 to 1984, John worked for the Rural Electrification Administration, now known as Rural Utilities Service (RUS), serving first as chief of the Loans and Management Branch and later as director of the Telecommunications Management Division. Not only is John a “veteran” in the telecommunications industry, he is also a veteran of the armed forces. Prior to embarking on a career in telecommunications, he served in the U.S. Navy and attained the rank of Lt. Commander. John has a degree in Business Administration with majors in Finance and Economics and a minor in Mathematics from the University of Richmond in Richmond, Va.

Kenneth Mason
Vice President of Government and Regulatory Affairs, Frontier Communications Inc.
Ken Mason is the Vice President - Government and Regulatory Affairs for Frontier Communications. Ken is responsible for directing Frontier’s legislative and regulatory activities within the states Frontier operates, as well as assisting in setting Frontier’s policy positions and objectives. Ken holds a bachelors degree from St. Bonaventure University and a MBA from SUNY - Empire State.

Julius Genachowski
Chairman, Federal Communications Commission
Chairman Genachowski has two decades of experience in public service and the private sector. Prior to his appointment as FCC Chairman, he spent more than a decade working in the technology and media industries as an executive, entrepreneur, and board member. He was a senior executive at IAC/InterActiveCorp, a Fortune 500 company, serving as Chief of Business Operations and, before that, General Counsel. He co-founded the technology incubator LaunchBox Digital, and he was a Special Advisor at the private equity firm General Atlantic. Genachowski’s public service spans broadly across government. His confirmation as FCC Chairman returned him to the agency where, from 1994 until 1997, he served as Chief Counsel to Chairman Reed Hundt, and, before that, as Special Counsel to then-FCC General Counsel (later Chairman) William Kennard. Previously, he was a law clerk at the U.S. Supreme Court for Justice David Souter and Justice William J. Brennan, Jr. (ret.), and the U.S. Court of Appeals for the D.C. Circuit for Chief Judge Abner Mikva. Genachowski also worked in Congress for then-U.S. Representative (now Senator) Charles E. Schumer (D-N.Y.), and on the staff of the House select committee investigating the Iran-Contra Affair. He was nominated by President Obama in March 2009, and confirmed by the Senate in June 2009.

Michael J. Copps
Commissioner, Federal Communications Commission
Michael J. Copps joined the FCC on May 31, 2001 and was sworn in for his second term in December 2005. Copps served until January 2001 as Assistant Secretary of Commerce for Trade Development at the U.S. Department of Commerce, where he was previously Deputy Assistant Secretary of Commerce for Basic Industries. Copps came to Washington in 1970, joining the staff of Senator Ernest Hollings (D-SC) and serving for over a dozen years as Chief of Staff. He has also held positions at a Fortune 500 company and at a major trade association. Before coming to Washington, Copps was a professor of U.S. History at Loyola University of the South. Copps received a B.A. from Wofford College and earned a Ph.D. from the University of North Carolina at Chapel Hill.

Robert M. McDowell
Commissioner, Federal Communications Commission
Robert M. McDowell was first appointed to a seat on the Federal Communications Commission by President George W. Bush and unanimously confirmed by the Senate in 2006. When he was reappointed to the Commission on June 2, 2009, Commissioner McDowell became the first Republican to be appointed to an independent agency by President Barack Obama. He was unanimously confirmed by the Senate on June 25, 2009.
Mignon Clyburn
Commissioner, Federal Communications Commission
Mignon Clyburn was nominated for a seat on the Federal Communications Commission by President Barack Obama on June 25, 2009. She was unanimously confirmed by the United States Senate on July 24, 2009, and sworn-in as Commissioner on August 3, 2009.

Meredith Attwell Baker
Commissioner, Federal Communications Commission
Meredith Attwell Baker was nominated for a seat on the Federal Communications Commission by President Barack Obama on June 25, 2009. She was unanimously confirmed by the United States Senate on July 24, 2009, and sworn in as Commissioner on July 31, 2009.

Krista Tanner
Board Member, Iowa Utilities Board
Krista Tanner of Clive began serving as a member of the Iowa Utilities Board on April 16, 2007. She was reappointed by Governor Chet Culver to fill an unexpired term that runs through April 2011. Tanner is a National Association of Regulatory Utility Commissioners (NARUC) member and serves on the NARUC Committee on Telecommunications. She is also a member of the Federal-State Joint Conference on Advanced Services. Board Member Tanner is a member of the Mid-American Regulatory Conference (MARC) and serves as their vice-president. Tanner is the chair of the Iowa Broadband Deployment Governance Board. She is also the Iowa Utilities Board representative on the Iowa Climate Change Advisory Council and serves on the Center for Global and Regional Environmental Research (CGRER) Advisory Board. Tanner is a 2000 graduate of Drake University Law School, where she graduated with honors and earned a Certificate in Legislative Practice. Prior to law school, she received her Bachelor’s degree from the University of Northern Iowa with a double major in Russian and History. As an attorney, Tanner is a member of the Polk County Bar Association and Polk County Women Attorneys. In addition, she has actively participated in the Polk County Volunteer Lawyer’s Project, both as a volunteer and a board member. She is also very involved in the community. She was a “Big Sister” with Big Brothers/Big Sisters of Central Iowa for over six years and was a member of the 2005-2006 class of the Greater Des Moines Leadership Institute. Tanner was also named to the Des Moines Business Record 40 Under 40 class of up-and-coming leaders in Greater Des Moines.

Lisa R. Youngers
Vice President, Federal Affairs, XO Communications Inc.
Lisa Youngers is Vice President, Federal Affairs at XO Communications one of the nation’s largest competitive communications service providers focused exclusively on businesses, government, and carrier and wholesale service providers nationwide. In that capacity, she is responsible for all federal policy, regulatory, and legislative matters affecting XO’s interests before the FCC, Congress, and all levels of executive administration including regulatory and legislative strategy. Ms. Youngers also oversees the company’s corporate PR and messaging. Prior to joining XO, Ms. Youngers was Federal Regulatory Counsel for General Communication, Inc. (“GCI”), in Washington D.C., a telecommunications and cable television provider operating primarily in the state of Alaska, whom she represented before the FCC on wireline, wireless, universal service, telehealth, and school access issues. Ms. Youngers also served as Federal Regulatory Counsel for MCI appearing before the FCC on competition policy, enforcement matters, and consumer issues. Ms. Youngers is a former Assistant Attorney General for the state of Minnesota where she served as legal counsel to the Minnesota Public Utilities Commission. A former television news producer, Ms. Youngers is a frequent presenter at industry events, has appeared on C-SPAN, and has been quoted in several publications regarding regulatory and public policy matters. Ms. Youngers earned her B.A. from the University of Wisconsin and received her J.D. magna cum laude from William Mitchell College of Law. She is a member of the Minnesota and District of Columbia Bars.

Paul Gallant
Senior Vice President / Telecom Analyst MF Global: Washington Research Group
Paul Gallant is Senior Vice President at MF Global’s Washington Research Group. Prior to joining WRG, he served as legal advisor to FCC Chairman Michael Powell, and before that as legal advisor to Commissioners Gloria Tristani and James Quello. Paul has previously held senior government affairs positions with Qwest Communications and with Broadband Office, Inc., a startup telecom company. In an earlier stint at the FCC, he helped draft the regulations that opened the cable TV and local telephone markets to competition. He received a bachelor’s degree from Georgetown University and a law degree from Catholic University.
Julie Laine  
**Group Vice President, Regulatory, Time Warner Cable Inc.**  
Julie Laine currently holds the position of Group Vice President & Chief Counsel, Regulatory, at Time Warner Cable. She is based in the company’s New York City headquarters. In her role, Ms. Laine is responsible for legal and regulatory matters relating to the company’s deployment of video, high-speed data, telephony, telecommunications and wireless services. Prior to joining Time Warner Cable in 2002, Ms. Laine was Associate General Counsel at Net2Phone, Inc., an IP telephony company. She also served as an Attorney Advisor in the Policy Division of the Federal Communications Commission’s Common Carrier Bureau, where she worked on issues relating to local telephone competition, the deployment of broadband services and telecommunications mergers. Prior to joining the FCC, she practiced law at Howrey & Simon, and at McDermott, Will & Emery, both in Washington, D.C. She began her law career as a law clerk in the United States District Court for the District of New Jersey. Ms. Laine previously served as an adjunct professor at the Seton Hall Law School, N.J., where she taught legal research and writing. She is a member of Women in Cable & Telecommunications and a graduate of the Betsy Magness Leadership Institute. Ms. Laine is also a member of the Federal Communications Bar Association and the co-chair of the FCBA’s New England Chapter.  
Time Warner Cable, the second-largest cable operator in the U.S., serves more than 14 million subscribers in 28 states, and delivers a broad range of video, voice and high-speed data services to residential and commercial customers.

Brendan Kasper  
**Senior Regulatory Counsel, Vonage America**  
Brendan Kasper is Senior Regulatory Counsel for Vonage Holdings Corp. In this role, Mr. Kasper is responsible for all regulatory and government relations issues for Vonage. He has been with Vonage since December 2007. Prior to joining Vonage, Mr. Kasper worked at Steptoe & Johnson in D.C. and Davis Wright Tremaine in San Francisco.

David Erickson  
**Founder/CEO, FreeConferenceCall.com**  
Dave Erickson is the founder and chief executive officer of Free Conferencing Corporation, the largest independent (not affiliated with a major phone company) conference call company in the world with 17 to 20 million users every month. FreeConferenceCall.com has facilities in 12 cities throughout the United States and provides service domestically and internationally. Starting with the simple concept that conferencing calling could be “free” of organizer fees, Mr. Erickson has developed a service that is based on reliability, customer service and innovation. The basis for a reliable conference call is FreeConferenceCall’s digital voice router with no moving parts and consistent quality. In addition, FreeConferenceCall is the only independent with 24/7 customer service operators to resolve any customer issues. Not content to be just another conference call provider, Dave developed a high-definition conference bridge to connect participants on their conference calls. For this innovation, Mr. Erickson was awarded the “Innovator of the Year Award” from Voice On Net (VON). A major growth milestone came during the 2008 Presidential Election when both President Obama and Senator McCain used FreeConferenceCall.com to organize and communicate with their respective campaigns nationwide. Prior to creating FreeConferenceCall.com, Mr. Erickson was the president and founder of ThePacketCenter.com. Partnering with two engineers from Bell Labs, he successfully developed and marketed a firewall-friendly solution for Microsoft’s “NetMeeting.”

dave Schornack  
**Director of Business Development, TekStarCommunications**  
From 2001 to Present, David has been the Director of Sales & Business Development, Arvig Enterprises, Inc., Perham, MN. Arvig Enterprises currently owns and operates incumbent and competitive local exchange carriers, including Tekstar Communications, in Minnesota. From 2010 to Present David has been the CEO of Compass Consultants in Perham, MN. Compass Consultants is a telecommunications engineering firm. From 1999-2001 he was General Manager, Unitel Communications in Park Rapids, MN. From 1996-1999 he was General Manager, Royale Comtronics in Perham, MN.
David Frankel
Founder, ZipDX
David Frankel is CEO of ZipDX LLC, a next-generation conferencing and collaboration service provider based in Silicon Valley. ZipDX delivers a suite of features unique in the industry, including patented “no-codes” conferencing and real-time transcription. Prior to starting ZipDX in 2007, David founded Jetstream Communications, a voice-over-packet equipment company. Before that, he worked as an engineer and executive in communications and supercomputing.

Jonathan Banks
Senior Vice President, Law and Policy, USTelecom
Communications industry veteran Jonathan Banks joined USTelecom in March, 2007, and directs the association’s policy development and advocacy work before the Federal Communications Commission, the Federal Trade Commission and the courts. Banks comes to USTelecom from BellSouth where he played several leadership roles in the company’s federal advocacy, and his experience at one of the leading communications companies in the industry makes him an invaluable asset to the association. Banks joined BellSouth in 1995 and most recently served as Vice President – Executive and Regulatory Affairs with responsibility for federal public policy advocacy. He has also served as General Counsel in BellSouth’s Washington office. Prior to joining BellSouth, Banks held positions at the Federal Trade Commission, where he oversaw a staff litigating competition cases; Armstrong World Industries, where he was responsible for antitrust compliance and litigation at a Fortune 500 company; and the Association of American Railroads, on regulation and state taxation issues.

Mike Romano
Senior Vice President of Policy, National Telecommunications Cooperative Association (NTCA)
Mike Romano is the Senior Vice President of Policy for the National Telecommunications Cooperative Association, overseeing the organization’s regulatory, government affairs, and public advocacy and communications efforts on behalf of its 570 small rural members. Prior to joining NTCA, Mike was of counsel at Bingham McCutchen, and also served as vice president and general counsel of Global Telecom & Technology.

Eric Einhorn
Vice President, Federal Government Affairs, Windstream Communications, Inc.
Eric Einhorn leads Windstream Communications’ federal regulatory and legislative group as Vice President – Federal Government Affairs. Prior to joining Windstream, Eric was Executive Director – Federal Regulatory at SBC/AT&T. He worked at the Federal Communications Commission from 1999-2004 holding various positions, including Chief of the Telecommunications Access Policy Division -- the division responsible for universal service. Previously Eric served as an associate at Swidler Berlin Shereff Friedman (Washington, DC) and Cadwalader, Wickersham & Taft (New York, NY), and clerked for U.S. District Court Judge Roger Strand in Phoenix, Arizona. Eric earned his B.S. from Cornell University and J.D., cum laude, from Boston College, where he served as a Law Review Executive Editor. Eric is a co-chair of the Federal Communications Bar Association Continuing Legal Education Committee.

Kathleen Grillo,
Senior Vice President, Regulatory Affairs, Verizon Communications Inc.
Kathleen Grillo is senior vice president - Federal Regulatory Affairs. She is responsible for developing and advocating the company’s federal regulatory policy initiatives on a wide range of issues, including universal service, broadband policy, video competition, consumer protection, and emerging technology issues. In addition to her work at Verizon, Ms. Grillo serves on the Board of Trustees for the Media Institute, a nonprofit research foundation specializing in communications policy issues. She is a former Chair of the Computer and Telecommunications Law Section of the D.C. Bar. Prior to joining the company in 2002, Ms. Grillo was in private practice at Williams & Connolly, a Washington, D.C.-based law firm. She was a law clerk to Judge Harold H. Greene of the U.S. District Court for the District of Columbia. Ms. Grillo earned a B.A. in English, with distinction, from the University of Virginia and a J.D. from the University of Virginia School of Law, where she served as the Essays Editor for the Virginia Law Review.

Melissa Newman
Vice President, Federal Regulatory Affairs, CenturyLink
Melissa Newman is Vice President-Federal Regulatory Affairs for CenturyLink. Ms. Newman is responsible for developing, implementing and coordinating the company’s advocacy at the Federal Communications Commission, other federal regulatory agencies and with the Administration. Prior to Qwest’s merger with CenturyLink, Ms. Newman was Vice President-Federal Relations for Qwest. She has also served as Deputy Division Chief of the Policy Division in the Common Carrier Bureau of the Federal Communications Commission, and as Legal Counsel to the Common Carrier Bureau Chief. Prior to these positions, Ms. Newman was an associate at the law firm of Willkie Farr & Gallagher, where she practiced communications law. Ms. Newman received her B.A. from the University of Minnesota and her J.D. from the Washington University School of Law in St. Louis, Missouri.