Broadband Workshop  
June 11, 2019  
1:00 PM to 4:00 PM

Agenda

1. Introductions

2. Presentations
   a. Terry Barnes – Project Manager/Business Consultant – Solarity

Terry has worked over 30 years in the telecommunications industry with experience in network planning, engineering, construction, operations, program management and marketing/sales. He began providing project management and business consulting services in 2000. He has provided consulting services to the Kentucky Department of Education as a network manager of the Kentucky public school wide area network, the Kentucky Transportation Cabinet as a program manager for redevelopment of the state’s vehicle licensing and registration system and a general manager for a startup telecom company.

In 2014, he joined Solarity as a project manager/business consultant. Over the past 5 years, he has provided contract management services for software development projects for the city of Lexington, KY, Morehead State University, and American Commercial Barge Lines in Jeffersonville, IN.

When Solarity launched its broadband planning line of business in 2015, he and Nancy Ward developed its planning model which focused on linking community strategic plans to actionable tactical plans. The principal characteristic of the Solarity model is that it is both vendor and model neutral.

The initial objective of the Solarity broadband planning line of business was to provide project management, education, strategic and tactical planning services for last mile broadband community projects in support of Kentucky’s statewide middle mile fiber network, KentuckyWired. The Solarity team has conducted broadband community education seminars and broadband town hall meetings for Kentucky communities and Area Development Districts (ADD).

Terry has served as the project manager and business consultant for the Lexington, KY fiber to the premise (FTTP) initiative that resulted in a city-wide fiber network that is currently being constructed and operated by MetroNet. He has lead the Solarity team’s project to provide broadband planning services to Richmond and Morehead Kentucky. He has worked with engineering firms to facilitate the design of middle mile and last mile fiber networks and has worked with legal firms to help communities develop franchise agreements with ISPs and develop pole attachment contracts with incumbent electric companies and telecoms.
Terry has a BA in Industrial Technology from Eastern Kentucky University and an MBA from Duke University. He has his PMP® certification from PMI with a master certificate in IT Project Management from George Washington University and he has Organization Change Management Certification through Prosci.

b. Jeff Christensen – President/CEO – Entry Point Networks

Jeff Christensen is the President & CEO of EntryPoint Networks. EntryPoint’s vision is to transform broadband from systems designed for the benefit of large incumbents to systems designed for consumers. To do that we focus on three things: 1) turning closed systems into open systems, 2) exposing network access to the forces of competition and innovation and 3) democratizing and commoditizing access. The thing I enjoy most about my work is meeting with people in communities around the country and talking about our ideas and the technology we have developed.

c. Ken Bell and Lee Him – ISG Supervising Engineer and ISG Marketing Specialist – TMLP

Kenneth Bell is the Internet Supervising Engineer at Taunton Municipal Lighting Plant (TMLP). Ken has over a decade of successful small and large scale fiber optic deployments. He specializes in optical transport technology, routing, switching, IP video, and IP Telephony. Ken manages financial and personnel operations of the department.

Throughout his career, Ken has consistently strived to deliver service beyond expectations. Carefully, planning, designing, and delivering positive results. Ken considers the internet to be essential to today’s economy.

Ken possesses a Master’s degree in Computer Information Systems from New England Institute of Technology. He holds certifications in fiber optics splicing, Microsoft, and Cisco.

Lee Him is the Marketing Specialist at the Taunton Municipal Lighting Plant (TMLP). He works with the Internet Services Group to partner with local resources within the TMLP’s service territory. He is the initial and primary contact for marketing and sales development that support local businesses and residential entities.

With over 15 years of experience in the telecommunications industry, primarily in the wireless vertical, Lee believes that municipal networks keep more money in the community and that internet access is an essential infrastructure that keeps the community vibrant. Lee is committed to the community’s future and TMLP is a local service provider with local support from local people that is focused on meeting local needs.

Lee is a proud veteran of the United States Marine Corps and holds a B.S. in Business with a Business Administration Certificate from the University of Phoenix.

d. Steve Johnston – Open Cape

Steve Johnston joined OpenCape as Chief Executive & Executive Director in September 2015 after serving most recently as Vice President, Brand Engagement at Care2.com, a top 100 internet site & social network of 60+ million members and over 90 million monthly users seeking to make global
impact around important social issues. In that role, he led the firm’s advertising platform team, spearheading efforts to expand revenue streams, and corporate nonprofit partnership accounts with global and national organizations. Previously, he served as Senior Director of Global Business Development at Babson College, where he identified and assessed corporate education needs and programs for executives representing firms such as the United Nations, World Bank, U.S. Navy, Microsoft and Ocean Spray.

Steven also spent 17+ years in various roles in Public Television, including serving as Director of National Fundraising and Sponsorship for WGBH & The PBS Sponsorship Group, securing over $215 million in foundation, individual and corporate gifts to support public broadcasting. Prior to WGBH, he served as Director of Product Sponsorship and Fundraising Events for PBS Corporate Headquarters in Alexandria, VA.

For the last 15+ years Steven has lived in East Sandwich and commuted, telecommuted and experienced the “challenges” of working from an underserved community. Steven has undergraduate degrees in History and Economics from the University of Massachusetts, Amherst, his MBA from Babson and recently completed extended coursework in Business Strategy and Competitive Advantage at Wharton.

e. Bryan Hopkins – President – Commtrac

With over 29 years of highly successful experience in Telecommunications Industry, primarily in sales leadership, operations and general management roles, Bryan Hopkins has provided the leadership of the successful Comm-Trac organization since taking over in 2006. Comm-Trac is a privately held firm focused on the design, engineering, installation, and support of telecommunications infrastructure network solutions in fiber optics, wireless, and cabling systems. Prior to coming to Comm-Trac, Mr. Hopkins served as the Vice President and General Manager for ICG Communications as part of the executive team that restructured the CLEC for the venture capital investors into a $250M leading VoIP provider in the US which was then acquired. Mr. Hopkins also served 3 years as Area Vice President for Network Access Solutions, providing the organizational leadership to establish and grow the sales, engineering, and field operations support groups to 140 direct reports from start up to becoming a $70M network integration company that successfully completed an IPO. Prior to NAS, he served 3 years as Vice President and General Manager for Winstar Communications from start up through IPO. He was responsible for all aspects of the wireless CLEC business in the New England/New York area including sales, field operations, engineering, real estate, and wireless local network deployment. Additional experience includes 11 years at GTE and Sprint and in domestic and international sales, sales engineering, management, and leadership roles rising to the position of the Regional Director overseeing a $170M business in the northeast. Mr. Hopkins has a B.S. in Economics/Marketing/Management from Plymouth State University and has completed the Harvard University Executive Summer Program.

3. Panel Discussion