

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

The Committee met on February 15, 2006 at the Cardinal Club, Wachovia Building, Raleigh, NC. Present were: Charles Pickelsimer, Citizens (conference call); John Wicker, Lexcom Telephone (conference call); Suzanne Wakefield, Sprint; John Wengert, Star TMC; Jim Humphrey, Tyco Electronics Power; Hal Carnes, CBW ; Ann Simpkins, FairPoint; NCTIA Chairman of the Board Steve Parrott, Sprint; NCTIA President Carole Woodward; NCTIA Program Director Rebecca Wyhof. Absent: Herb Long, Ellerbe Telephone, Chair; Hayden McKenzie, North State; Stan Pace, Verizon ; Tom Brady, CIENA; Tommy Nelson, Power and Telephone; Richard Royal, Nortel Networks

Steve Parrott called the meeting to order and welcomed the group on behalf of chairman Herb Long.

2006 Revenue Enhancement Activity - Golf Tournament sub committee members Hal Carnes, Herb Long, John Wicker and Jim Humphrey visited Pinehurst Resort, Pinehurst National, Longleaf and Foxfire collecting rates and information for the tournament. Chairman Parrott emphasized the quality of the event is more important than the amount of funds raised. We will make our margins from hole sponsors and food sponsors. Rates at Washington Duke were discussed. Parrott will pursue Washington Duke, Pinehurst #8 and Pine Needles and report back on the rates for 80 golfers and availability for May 15 or May 22. clarification: Registrations will be handled individually, and every team will be handicapped accordingly. Communications should be sent to the membership to save the date as soon as the event is scheduled. The recruitment of member players should occur first to entice associate members to sign up.

2006 Annual Convention Program Planning- The Dates for Convention have been changed to August 13-15, 2006. A Save the Date announcement will be sent to the Membership.

A Draft Program for consideration was presented by Steve Parrott:

75th Annual Convention

Theme: "The Telecommunications Voyage – Calm Seas or Troubled Waters?"

Legislative / Regulatory Perspective

Kevin Martin, Richard Burr or Mike McIntyre, Jo Anne Sanford or Jim Kerr

Competitive Landscape

Wireless vs. Cable (unbiased report about the industry by group such as The Yankee Group)

Technological Innovation – (futuristic)

Cisco / Nortel / Motorola / TCA

Wrap Up Luncheon Keynote

Hugh Shelton (Leadership) Astronaut Tom Jones (Leadership, Teambuilding Vision / Purpose, Motivation, Inspiration) Dennis Connor (Art of Winning)

Special Activities: Golf at Magnolia Greens

Casino Night, Riverboat Cruise, Lunch/Shopping at Mayfaire, Private Charter Boat

Committee members discussed adding the topic Marketing to the draft program. Caution should be used to ensure generic presentations. A Call for Convention Presentations will be sent to Associate Members. Ann will explore options regarding the marketing presentation.

The Convention Golf Tournament was discussed. The number of players will be less due to location. A proposed contract for \$55 per player at Magnolia Greens will need to be revised to decrease number of players. Tickets for beverages will be used. Special activities for families with children should be addressed. Ideas will be solicited from members who live in the area.

Future Committee Meetings are: March 14 in Raleigh and April 18 in Wilmington.