

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

The Committee met March 10, 2005 at the Sprint Conference Room in Raleigh, North Carolina. Present were: Brenda Dougherty, Sprint; Herb Long, Ellerbe Telephone; Charles Pickelsimer, Citizens; John Wengert, Star TMC; Tom Brady, CIENA; Jim Humphrey, Tyco Electronics Power; Tommy Nelson, Power and Telephone; Exec. Director Carole Woodward. Absent: Candy Finley, BellSouth; Hayden McKenzie, North State; Stan Pace, Verizon ; John Wicker, Lexcom Telephone; Todd Murphy, US LEC; Richard Royal, Nortel; Richard Yates, Network Op. Consulting; Hal Carnes, CBW Communications.

Chairman Dougherty called the meeting to order. Committee member Earl Hester has sold his business and is no longer a member of NCTIA or this committee.

**2006 Wilmington Hilton Proposal:** A proposal from the Wilmington Hilton was reviewed and will be recommended to the Board of Directors for final approval at their April 13 meeting. Charles Pickelsimer reported the Board discussed support for Convention at length at their last meeting. Regarding Board budget expectations, the event is certainly expected to break even and make a profit if possible.

**2005 Convention at Pinehurst-** Chairman Dougherty discussed ongoing negotiations with Pinehurst for sub events of the 2005 Convention scheduled for August 21-23, 2005. A Foursome to play on Course #2 is available courtesy of the Hotel. It is a \$1200-\$1600 Value and will be played up as a prize for anyone registering for the Convention. You must be present to win. \$25 tickets may be sold for additional chances to win. The Opening Reception will be held in the South Room, Dinner and Mon and Tues General Sessions in the Cardinal Ballroom. Course #8 was negotiated for the tournament at \$100. the usual cost for August is \$200 and in peak season the cost is \$240. Brenda will inquire about Monday reception at the Members Only Club just off Course 8, liquor corkage fees, beer and wine costs, and a free parlor for NCTIA staff, plus one free room for every 50 booked.

Golf-There are still numerous items to be worked out regarding the golf tournament – the **NC Telecom Invitational**. The Golf Committee will go to Pinehurst and meet with the Golf Pro and have a full report next meeting. The Golf Fees were discussed - \$125 to include: \$100 cart and fees, \$10 snacks, \$10 prizes, \$4 profit and \$1 staffing. Hole Sponsorships will be \$200. 4 Beverage Cart Sponsorships @ \$500 will cover the costs of refreshments. Beverage tickets were discussed. Telcos will not pay for the Tournament, Associates will play for a twosome to play with their customers. Associates must Register for Convention in order to play in the Tournament. The problem is never having enough member company players to match with Associates. A letter should go out to Associates explaining the new format.

The **Convention Theme** – “Go for the Green – What’s Your Approach?”. Potential speakers include someone from BellSouth, Michael Durant or Hugh Shelton, Richard Burr, Jo Anne Sanford, Tony Rand, Beverly Purdue and Kevin Martin.

**Other Revenue Producing Events** - John Wengert gave an overview of the proposed e-rate Conference. Charles Pickelsimer reported the school administrators in the western part of the state would love to see a Conference in October. We will look for locations in Asheville, Greensboro and possibly Greenville for a repeat program in each area of the state in October. Registration costs would be \$50 to \$75 per person and would include a lunch.

**The Committee will meet again for another extended work session on April 18 in Raleigh to work on Convention Sub Events, Speakers, Sponsors, Budget and the e-rate Conferences.**