



Opening Keynote Speaker



Jonathan Adelstein, President and Chief Executive Officer, PCIA – The Wireless Infrastructure Association



Jonathan S. Adelstein is the President & CEO of PCIA – The Wireless Infrastructure Association. Since he became President in 2012, over 100 new members have joined the association, the annual wireless infrastructure show has broken participation records, a new association was formed in Europe, and a new nationwide training initiative and PCIA PAC were launched. PCIA - is the principal organization representing the companies that build, design, own and manage telecommunications facilities throughout the world. Its over 200 members include carriers, infrastructure providers and professional services firms, with a combined market cap of over \$400 billion. Mr.

Adelstein served as Commissioner of the Federal Communications Commission (FCC) from 2002 to 2009, for which he was twice nominated by President George W. Bush and confirmed by the U.S. Senate. In 2009, following the FCC, Mr. Adelstein was nominated by President Barack Obama and confirmed by the Senate to serve as the Administrator of U.S. Department of Agriculture's Rural Utilities Service. There, he oversaw a \$60 billion portfolio of rural electric, water, and telecommunications infrastructure loans. As a member of the Obama Administration, Mr. Adelstein was appointed as a member of the White House National Science and Technology Council, which coordinates science and technology policy across the Federal government, and the White House Business Council, leading Council meetings with business leaders across America. Previously, Mr. Adelstein held a number of legislative staff positions over 15 years in the U.S. Senate, culminating as a senior policy advisor to the Senate Majority Leader. Mr. Adelstein received an M.A. in History and a B.A., with Distinction, in Political Science from Stanford University.



Luncheon Keynote Speaker



James D. Young, Chief Operating Officer, Crown Castle

James D. Young was appointed Crown Castle's Chief Operating Officer in February 2009. Prior to this appointment, he served as President, US Tower Operations from October 2005. He is responsible for the management of all operational groups including Towers, Small Cell Solutions, Property Management, Operations, Service Delivery, Performance Improvement, Information Technology, and National Site Development. Mr. Young also sits on the Board of Directors for Crown Castle's business in Australia. With more than 21 years of experience in the telecom industry, Mr. Young has served in several key capacities for various organizations. Prior to joining Crown Castle, he served as the Northeast Region Vice President of Network Operations for Sprint/Nextel, before that spending several years with GTE in a variety of leadership positions across multiple disciplines.





Closing Keynote Speaker

Jessica Zufolo, Director of Federal Grants Strategy & Coordination, First Responder Network Authority (FirstNet)

President Barack Obama appointed Jessica Zufolo as Deputy Administrator of the Rural Utilities Service (RUS) at the U.S. Department of Agriculture (USDA) on July 10, 2009. In her role as Deputy Administrator, Jessica helped oversee a \$65 billion federal loan and grant portfolio that finances water, waste treatment systems, telecommunications and broadband networks, electric utility, smart grid and renewable energy infrastructure projects in rural



areas throughout the U.S. Ms. Zufolo also manages USDA's interagency activities on all public safety broadband funding and deployment issues, as well as emergency communications planning, network resiliency and FirstNet implementation. Since March 2014, Ms. Zufolo has served on a detail assignment to The First Responder Network Authority (FirstNet), an independent authority within the National Telecommunications and Information Administration (NTIA), U.S. Department of Commerce as the Director of infrastructure and business strategy and most recently as the Director of Federal Grants Strategy and Coordination. In this role, Ms.

Zufolo co-led a team of technical, financial, program management and procurement senior specialists assigned to develop an acquisition strategy governing the deployment of a nationwide interoperable public safety broadband network. Ms. Zufolo is currently overseeing all federal interagency coordination involving all loan and grant programs to support widespread FirstNet adoption among federal, state, local and tribal first responders in rural and urban areas. Prior to joining the Obama Administration, Ms. Zufolo worked for six years at Medley Global Advisors (MGA) an independent investment research firm as an investment research analyst covering rural telecommunications, media and technology regulatory and policy risk for the investment community. Prior to joining MGA, Ms. Zufolo served for five years as Legislative Director for the National Association of Regulatory Utility Commissioners (NARUC). In this role, she was responsible for developing and executing legislative strategy and policy for all 50 state public service commissions involving telecommunications, technology, consumer protection and water. Prior to joining NARUC, Ms. Zufolo worked on Capitol Hill for seven years handling telecommunications, technology and energy policy for the late New York Senator Daniel Patrick Moynihan, Senator Charles E. Schumer of New York and Representative Peter A. Defazio of Oregon.



Educational Session I: *Regulatory Track* Moderator



David Bronston, Special Counsel, Philips Lytle LLP. Executive Board Member, Secretary, New York State Wireless Association

Mr. Bronston, Special Counsel with Phillips Lytle LLP, was recently elected secretary and serves on the board of directors of the New York State Wireless Association, and focuses his practice at Phillips Lytle on telecommunications infrastructure. He has extensive experience with network licensing transactions and the intersection of



telecommunications infrastructure with real estate. He has represented public and private property owners nationwide in license agreements, right of way agreements and other access agreements with telecommunications service providers. He has also represented all types of telecommunications service providers and carriers (with a particular expertise in Distributed Antenna System networks) in negotiating leases, licenses and franchise agreements with private property owners as well as local governments and obtaining all necessary legislative authorizations and administrative licenses, permits and approvals.

Selected for the *Metro New York Super Lawyers* list, Mr. Bronston earned his B.A., *magna cum laude*, from Harvard College, his Master of Public Affairs from Columbia University School of International and Public Affairs, and his J.D. from Fordham University School of Law.



Educational Session I: *Regulatory Track* Panelist



Chad Breckinridge, Associate Chief, Wireless Telecommunications Bureau, Federal Communications Commission (FCC)



Chad Breckinridge serves as Associate Chief of the FCC's Wireless Telecommunications Bureau, where he manages the Bureau's work related to wireless infrastructure, wireless microphones, and hearing aid compatibility. Chad previously worked as Associate Chief of the Enforcement Bureau, where he focused on waste, fraud, and abuse in the Universal Service Fund programs and violations of the Commission's Open Internet rules. Before coming to the Commission, Chad was a partner (and, before that, an associate) with the law firm of Harris, Wiltshire & Grannis LLP. Chad is a graduate of New York University School of Law and Columbia University.



Educational Session I: *Regulatory Track* Panelist



D. Zachary Champ, Director of Government Affairs, PCIA – The Wireless Infrastructure Association.

D. Zachary Champ is Director, Government Affairs for PCIA –The Wireless Infrastructure Association where he coordinates and executes the association's government relations activities with local governments, state legislatures, Congress, the FCC and other federal agencies. Zac received a B.A. in Political Science from the University of Connecticut, an M.P.A. from the Maxwell School of Citizenship and Public Affairs and a J.D. from Syracuse University College of Law. Prior to joining PCIA, Zac worked as a manager and counsel at leading technology focused trade association concentrating on issues related to federal procurement of information technology systems, smart grid and cloud computing. Zac has experience in the state general assembly of Connecticut, the U.S. House of Representatives and the U.S. Senate. Zac served as Editor-in-Chief for the Syracuse Journal of Science and Technology Law and president of the Syracuse University Communications Law and Policy Society. Zac is a member of the University of Connecticut Alumni Association, D.C. Chapter Board and an active member of the Federal Communications Bar Association.





Educational Session I: *Regulatory Track* Panelist



Leecia Eve, Vice President of State Government Affairs, New York, New Jersey, and Connecticut Region, Verizon



Leecia Eve is vice president - State Government Affairs for the NJ, NY & CT region for Verizon. She is responsible for the company's corporate interests - including public policy, government and external affairs, regulatory matters, and philanthropy - in New Jersey, New York and Connecticut. Before joining Verizon in July 2013, Leecia Eve served as the Deputy Secretary for Economic Development for New York, and, as such, was the chief economic development advisor to New York Governor Andrew M. Cuomo. As Deputy Secretary, Ms. Eve focused on leveraging State resources to attract new investment in strategic industries and critical infrastructure through public-private partnerships, bring new businesses to New York and help New York's businesses strengthen and

expand, while marketing the Empire State as a state that is once again Open for Business. She previously served in the Cuomo Administration as Executive Vice President and General Counsel of Empire State Development, the primary economic development agency of the State of New York.

Among her prior roles, Ms. Eve served as Senate Counsel and Homeland Security Advisor to then-Senator Hillary Rodham Clinton and as Counsel to then-Senator Joseph R. Biden Jr., when he served as the ranking member of the United States Senate Judiciary Committee. She also served as Vice President for Policy of the No Limits Foundation, a not-for-profit organization based in Washington, DC that promoted economic issues at home and abroad and advocated for transforming American foreign policy around the world, including advancing the rights of women. Ms. Eve began her legal career as Law Clerk to New York State Court of Appeals Judge Fritz W. Alexander II. She has practiced at the law firm of Covington & Burling in Washington, DC and was elected partner of the law firm of Hodgson Russ in Buffalo, New York. She is a graduate of Smith College (AB), the John F. Kennedy School of Government at Harvard University (MPA) and the Harvard Law School (JD).

Ms. Eve is currently on the Board of Directors of the New Jersey Performing Arts Council, the New Jersey State Chamber of Commerce, Choose New Jersey, the Business Council of New York State, and the Board of Trustees for the Citizens Budget Commission.



Educational Session I: *Regulatory Track* Panelist

David Salway, Executive Director, NYS Broadband Program Office

David Salway serves as the Executive Director of the New York State Broadband Program, with a focus on initiatives to increase broadband access and adoption throughout New York State. As the chief broadband advisor to Governor Andrew M. Cuomo, he is responsible for increasing economic and social opportunities for New Yorkers through universal broadband deployment. Under Mr. Salway's direction, more than \$70 million in state funding has been allocated for broadband expansion into underserved and underserved communities, counties and regions across New York State. Additionally, Mr. Salway aided in the strategy development of the New NY Broadband Grant Program – a \$1 billion program designed to ensure every New Yorker have access to high-speed broadband by 2019. The New NY Program is the largest and most ambitious public investment in universal broadband deployment in the country. Since 2008, Mr. Salway has expanded the scope of the New York State Broadband Program Office to include the creation of the state's first Broadband Adoption and Broadband Availability Tasks Force Committees, where he serves as the Chair for each board; hosted the state's first and second Broadband Summits, which attracted more than 300 national, state and local broadband experts; selected the state's first Broadband Champions, which recognized New York's very best leaders and partners in the broadband industry; has partnered with the federal government to advance policies on broadband issues and maximize federal funding for New York State; and has established transparency and accountability by expanding the statewide broadband mapping program to include collecting data at the most granular levels. With more than 25 years in the broadband, technology, and telecomm industries, Mr. Salway is well-known and highly respected among his peers. In addition to his position as Executive Director of the NYS Broadband Program, Mr. Salway also served as the Executive Director of the NYS Enterprise Program Management Office (EPMO) from 2009 to May 2012, where he was responsible for directing the activities of the EPMO, and ensuring the health of information technology projects across the state enterprise. Prior to his position with New York State, he served in various positions including the Enterprise Customer Service Director for a Fortune 500 company, has been a Consultant for the Broadband and Telecom industries for over 20 years, and has prior government experience working for the New York State Senate. Mr. Salway is a the Chair of the NYS Broadband Availability and Adoption Task Force Committees, a member of the Public Safety Spectrum Trust Operator Advisory Committee and the State Connectivity and Broadband Committee at NASCIO. Mr. Salway received his Bachelor's Degree from the State University of New York in Albany, New York.





Educational Session I: *Regulatory Track* Panelist

Maya Wiley, Counsel to the Mayor, City of New York



Maya Wiley is the Counsel to the Mayor of the City of New York. Ms. Wiley advises the Mayor on legal matters involving City Hall and the executive staff, as well provides counsel to the Mayor on the legal aspects of policy and administrative matters. She spearheads special projects, such as expanding affordable broadband access across all five boroughs, jobs for all New Yorkers and civil and human rights and gender equity. She is the City's Minority/Women Owned Business Enterprise Director and the Mayor's liaison to the Mayor's Advisory Committee on the Judiciary. She also serves on the City's Procurement Policy Board, and the Board of the Fund for the City of New York. Ms. Wiley was the Founder and President of the Center for Social Inclusion. A civil rights attorney and policy advocate, she has litigated, lobbied the U.S. Congress and developed programs to transform structural racism in the U.S. and in South Africa. Prior to founding the Center for Social Inclusion, Ms. Wiley was a senior advisor on race and poverty to the Director of U.S. Programs of the Open Society Institute and helped develop and implement the Open Society Foundation - South Africa's Criminal Justice Initiative. She has worked for the American Civil Liberties Union National Legal Department, in the Poverty and Justice Program of the NAACP Legal Defense and Educational Fund, Inc. and in the Civil Division of the U.S. Attorney's Office for the Southern District of New York. Ms. Wiley previously served on the Board of Directors of Human Rights Watch, the Institute on Race and Poverty at the University of Minnesota, School of Law and the Council on Foreign Relations. She is the former chair of the Tides Network Board of Directors. In 2009, Ms. Wiley was named a *NY Moves* magazine Power Woman. She was also named as one of "20 Leading Black Women Social Activists Advocating Change" in 2011 by The Root.com. Ms. Wiley has authored an article, "Talk About Race Right: the Why and How of Persuasive Race Talk" for the Joint Center for Political and Economic Studies 2012 Focus magazine. She is a contributing author to the 2012 Philanthropic Initiative for Racial Equity's (PRE) Critical Issues Forum, Vol. 4 and to the National Urban League's 2006 State of Black America Report. Ms. Wiley also authored a chapter on race, equity and land use planning ("Smart Growth and the Legacy of Segregation in Richland County, South Carolina") in *Growing Smarter: Achieving Livable Communities, Environmental Justice and Regional Equity* (The MIT Press: Cambridge, MA, 2007). Recently, Ms. Wiley was interviewed in the book *Beyond Zuccotti Park: Freedom of Assembly and the Occupation of Public Space* (New Village Press: Oakland, CA, 2012) in which she talked with Professor Ron Shiffman at the Pratt Institute about race, civic engagement and Occupy Wall Street. Ms. Wiley also has been featured as a guest and panelist on MSNBC political commentary programs All in with Chris Hayes, Last Word with Lawrence O'Donnell, Up with Steve Kornacki, Melissa Harris-Perry, NOW with Alex Wagner and The Cycle. Ms. Wiley holds a J.D. from Columbia University School of Law and a bachelor's degree in Psychology from Dartmouth College.



Educational Session II: *Technology Track* Moderator



**Robert D. Gaudio, Partner, Snyder & Snyder, LLP
Board of Directors, New York State Wireless Association**

Robert D. Gaudio is a partner with the law firm Snyder & Snyder, LLP. Robert



graduated summa cum laude from Stony Brook University in 1990, cum laude from Pace University School Law School (J.D. 1993) and obtained a Masters of Laws (LLM) in Environmental Law from Pace University School of Law in 1994. He is admitted to practice in New York, and in the United States District Courts for the Southern, Northern and Eastern Districts of New York. Robert has personally appeared before numerous land use boards in New York City, Westchester, Rockland, Putnam, Dutchess, Ulster,

Nassau and Suffolk Counties. He has litigated various wireless cases in Federal District Courts in New York, California, Massachusetts, Arizona and New Hampshire. Robert has been published in leading wireless communications industry journals and is a frequent lecturer speaking on the topic of wireless communications, including Public Safety Radio, NYCWIN and FirstNet. Robert D. Gaudio was named to the New York Metro Super Lawyers list for 2013 and 2014.



Educational Session II: *Technology Track* Panelist



Andrew Clegg, Spectrum Engineer Lead, Google

Andrew Clegg is the Spectrum Engineering Lead for Google. His focus is on identifying and executing spectrum sharing opportunities to enable next-generation wireless networks. Prior to joining Google, he served as the spectrum manager for the U.S. National Science Foundation, where he founded the Enhancing Access to the Radio Spectrum (EARS) program, a funding program dedicated to supporting academic and small business research focused on improving spectrum efficiency and access. Prior to NSF, he was Lead Member of Technical Staff at what is now AT&T Mobility. He has over 25 years of experience in national and international spectrum management for both government and commercial applications, and was a member of the U.S. delegation to two World Radio Communication Conferences.



Andy holds a PhD in radio astronomy (major) and electrical engineering (minor) from Cornell University, and a BA in physics and astronomy, with highest distinction, from the University of Virginia. He is also an extra class amateur radio operator (call sign W4JE).



Educational Session II: *Technology Track* Panelist



Morgan O'Brien, Vice-Chairman of the Board, PDV Wireless



Morgan E. O'Brien is a pioneer in U.S. wireless telecommunications. As the co-founder and chairman of Nextel Communications, Inc. (now part of Sprint Nextel Corp.), O'Brien led the creation of the first all-digital nationwide wireless network (the Nextel National Network) and brought push-to-talk (PTT) communication to the mass business and consumer market. He was a founder of Cyren Call Communications in 2006 which began a public debate about the need for a nationwide public safety broadband

network that helped lead to the creation of legislation making 20 MHz of spectrum available for public safety broadband. Mr. O'Brien is currently the vice-chairman of PDV Wireless, a public company formed to bring the benefits of push-to-talk and broadband wireless services to the enterprise and critical infrastructure businesses. Mr. O'Brien is considered by many to be a visionary leader who has shaped the wireless industry throughout his career. Morgan was recognized in 1987 as New Jersey Entrepreneur of the Year and was voted the RCR Person of the Year in 1993 and again in 2006. He was named by Fierce Wireless as one of the top US wireless innovators of all time. In 2005 he was inducted into the Washington, DC Business Hall of Fame and in 2007 he was named a Fellow of the Radio Club of America. Mr. O'Brien is a graduate of Georgetown University and received his law degree from Northwestern University.



Educational Session II: *Technology Track* Panelist



**Durga Satapathy, Director, RF Technology Strategy & Architecture,
Sprint Technology Innovation & Architecture**



Dr. Durga Satapathy currently serves as Director of Technology Innovation & Architecture at Sprint where he is responsible for RF Technology Strategy & Architecture for next generation radio networks systems (primarily LTE) and support of related standards, regulatory and global ecosystem activities. Dr. Satapathy has over 16 years' experience with Sprint and Clearwire combined, leading access and backhaul research and architecture development, vendor solutions development, technical contract negotiation, and technology/vendor selection. He served as Chairman, IEEE 802.16 WiMAX Standards Task Group 4. Dr. Satapathy holds a Ph.D. in Electrical and Computer Engineering from Carnegie Mellon University, Pittsburgh. His Ph.D. thesis addressed spectrum sharing and specifically resource utilization of unlicensed spectrum with spectrum etiquettes. He is an IEEE Senior Member and his portfolio includes [54 USPTO patent awards](#) and publications in IEEE International Conference on Communications, IEEE Vehicular Technology Conference, and IEEE Globecom.



Educational Session II: *Technology Track* Panelist



Tunc Yorulmaz, Vice President & Chief Technology Officer, Verizon Customer Unit, Ericsson

Tunc Yorulmaz is currently Vice President and CTO of Ericsson's Verizon Customer Unit, New Jersey. In this role, he orchestrates Ericsson's future solution development activities based on Verizon's expectations and requests. Tunc joined Ericsson as an Executive Vice President in charge of Engagement Practices for Region Middle East in 2010. He and his Leadership Team were the main drivers for the corporate transformation that enabled a very strong growth performance during uncertain times in the geography. Prior to that, he undertook the Vice President for Strategy and Business Development Function at Turk Telekom, after its privatization during the period of 2007-2010. In this role, he got full exposure to internal operator dynamics and politics by not only preparing the company for the IPO, but also managing the company under the largest telco strike in Europe. Tunc started his career as a Manager at Accenture's Tokyo office between 1996 - 2007 and then served to multiple clients at the London office as a Partner and as one of the Regional Leaders of the Telecom Practice. Tunc Yorulmaz is a graduate of Bogazici University, Department of Electrical and Electronics Engineering and got his MBA from International University of Japan in 1994. Knowing Japanese and English at advanced level, Tunc Yorulmaz is the founding member of PMI-TR (Project Management Institute-Turkey). He is also a member of Endeavor Turkey Advisory Board and Turkey Science Centers Foundation Board. He is married with two children.





Educational Session III: *Network Strategy Track* Moderator



Tracy Ford, Director, HetNet Forum, PCIA – The Wireless Infrastructure Association

Tracy Ford is director of the HetNet Forum at PCIA – The Wireless Infrastructure Association. The HetNet Forum is a membership group of PCIA dedicated to the advancement of the heterogeneous network. The HetNet is a wireless ecosystem, comprised of a variety of mobile and wireless technologies and infrastructure, interoperable with the macro-cellular network providing harmonious voice and data communications. As Director of the HetNet Forum, Ford works with its members on strategies and programs to continue to advance DAS and other small-cell solutions as a viable complement to traditional macro cell sites and a solution to the deployment of wireless services in challenging environments. She is responsible for outreach to important DAS target markets and organizes HetNet Forum conference programming.



Ford has spent more than two decades covering the rapidly changing wireless industry, tracking its changes as it grew from a voice-centric marketplace to the dynamic data-intensive industry it is today. She started her technology journalism career at RCR Wireless News, and has held a number of titles there, including associate publisher and executive editor. She is a winner of the American Society of Business Publication Editors Silver Award, for both trade show and government coverage. A graduate of the Minnesota State University-Moorhead, Ford holds a B.S. degree in Mass Communications with an emphasis on public relations.



Educational Session III: *Network Strategy Track* Panelists



Allen Dixon, Senior Account Executive, H&M Networks



Allen Dixon is a Senior Account Executive at H&M Networks. Over a 25-year plus career in the telecommunications industry, Allen Dixon has held numerous positions including field engineering, product line management, marketing, and market development. He is currently Senior Account Executive for H&M Networks working in the Enterprise space. A vocal proponent of the role of standards in industry, Allen is the current chair of the HetNet Forum – a membership body within PCIA – the Wireless Infrastructure Association -- and a veteran of the ATM Forum, TIA and IEEE standards organizations. He is a 1985 graduate of the University of Florida.



Ezra Hug, Business Development & Contracts Manager, AT&T

Ezra is a 15 year wireless veteran who has built ODAS, IDAS, and Macro networks throughout the nation including the Pacific Northwest, Midwest, Northeast, and, for the past 8 years, the New York City metro area. Ezra is Business Development and Contracts Manager at AT&T for the NYC, NJ, PA, and DE region handling public venue DAS and small cell projects. Prior to AT&T he was founding member of Northeast DAS and Small Cell Association (NEDAS) and is now a volunteer on their advisory council.





Educational Session III: *Network Strategy Track* Panelist



Raymond La Chance, Co-Founder, President, and Chief Executive Officer, ZenFi Networks

As President and Chief Executive Officer of ZenFi Networks, Ray applies proven industry management expertise to deliver cutting-edge communication network solutions to the market. Ray oversees all aspects of the business operations, effectively leading a team of experts to solve industry problems created by the proliferation of mobile data. In addition to Ray's role at ZenFi, he is also a Founding Partner of Metro Network Services, LLC, a company



focused on network planning, engineering, deployment and maintenance. Ray is an information technology industry veteran with more than 20 years of experience managing teams to design, build, and operate complex, high-capacity networks for large enterprises, financial firms and telecommunications service providers. Prior to ZenFi and Metro|NS, Ray was President and CEO of Lexent Metro Connect, LLC from 2007 to its successful sale in December 2010 to Lighttower Fiber Networks. Ray was also the Co-Founder of Realtech Systems Corp., an enterprise network integration and professional services firm where he served as President and CEO. Ray received a

Bachelor of Science degree in Computer Science from the State University of New York at Albany in 1985.



Educational Session III: *Network Strategy Track* Panelist



Michael Whitley, Executive Director, East US & Government, ExteNet Systems, Inc.

Mike Whitley is the Executive Director of Business Development, East US & Government, for ExteNet Systems, Inc. Mr. Whitley has over twenty-five years accumulated experience in business development, sales, operations, project management, and implementation within the wireless industry and real estate brokerage services. He is proficient in all aspects of wireless site development activities for commercial wireless services using both traditional and stealth siting solutions including but not limited to HetNet Indoor & Outdoor Distributed Networks, Greenfield New Tower Builds, and Tower & Rooftop Collocations.

Mr. Whitley's diverse work experience provides extensive understanding from different view perspectives within the industry including Venue Owner, Carrier, Tower & DAS Owner/Integrator, Vendor, and Supplier.

Mr. Whitley retains HSPD12 TS Clearance, and is an active licensed Real Estate Broker with BM Strayer. He has Thirteen years of military experience in the maintenance, troubleshooting and repair of AM, FM, UHF, Satellite, and Microwave radio systems. Recent projects include: Empire State Building, Barclays Center, New York by Gehry, Kennedy Center, Federal Triangle in Washington DC, and the Trump Hotel Washington DC in the historic Old Post Office Building





Educational Session III: *Network Strategy Track* Panelist



Dominic Villecco, President & Founder, V-COMM Telecommunications Engineering

Dominic Villecco is a 34-year veteran of the telecommunications industry. As the company's founder and president, he has led the organization from two



employees to over 50 employees with office locations in two states in less than five years. He has testified as an expert witness in telecommunications engineering in Federal court on behalf of the FCC and the Department of Justice in two high-profile cases. Dominic is responsible for setting the overall direction and strategy for the company, which is to provide business planning, zoning, regulatory advisory assistance and project management services to V-COMM's clients. Prior to founding V-COMM in 1995, Mr. Villecco was Vice President of Wireless Engineering for an international wireline and

broadcasting company, where he helped to design the first regional cellular network in the United States.



Educational Session IV: *Economic & Finance Track* Moderator



Aaron Blazar, Senior Partner, Atlantic-ACM

Aaron Blazar is a Senior Partner at ATLANTIC-ACM a Boston based strategic consulting firm that serves telecom operators, infrastructure providers, vendors and investors. Mr. Blazar has led a wide range of engagements with a focus on opportunity identification, market entry, expansion, go to market strategy, competitive positioning and investment due diligence.



Mr. Blazar's market analyses have appeared or been quoted in The Wall Street Journal, Crains Business Journal, Bloomberg, Boston Globe and Capacity Magazine. Mr. Blazar has also moderated and participated in C-Level industry thought leader panels.

Mr. Blazar has a Bachelor of Arts in Economics from Colby College.

Company Overview:

Founded in 1991, ATLANTIC-ACM, is a leading strategic consulting firm to the telecom and technology sectors. ATLANTIC-ACM assists corporate and investor clients in evaluating strategic growth opportunities for successful investment, market entry, optimization and long-term planning. For more than two decades, Boston based ATLANTIC-ACM has helped leading companies identify opportunities, capture and retain market share, and navigate changing market dynamics, economies and technologies.



Educational Session IV: *Economic & Finance Track* Panelist



Brian Clark, Managing Partner, M/C Partners

Mr. Clark joined M/C Partners in 2001 and has focused on investment opportunities in the cellular/PCS and broadband wireline and wireless sectors. Prior to joining M/C, he worked in Corporate Finance in the Global



Telecommunications Group at Salomon Smith Barney, where he focused on M&A and fundraising activity in the wireline and wireless segments of the telecommunications industry. He currently serves on the Board of Directors of Mobi PCS, and Open Mobile and has primary responsibility for M/C VI's investment in Triad 700. Previous board seats include Lighttower Fiber Networks (sold to Berkshire Partners) and Cellular One of East Texas (sold to Chinook Wireless), and he also previously held an observer Board of Director seat at

MetroPCS (IPO). Mr. Clark received a BBA with dual concentrations in Finance and Accounting and a Masters in Accounting with distinction from the University of Michigan in Ann Arbor.



Educational Session IV: *Economic & Finance Track* Panelist



Jennifer Fritzsche, Managing Director, Wells Fargo Securities

Jennifer Fritzsche is a managing director in the Equity Research department at Wells Fargo Securities where she has focused on the Telecommunication Services and Tower sectors since 1999. Jennifer started in telecom equity research in 1996 with EVEREN Securities, where she was promoted to senior analyst after serving two years as an associate analyst on the telecom research team. In 2000, she tied for second in the "Best Up and Comers" category in Institutional Investor's annual vote. In 2006, Forbes magazine recognized Jennifer as one of the top ten stock pickers from a universe of 4,500 sell-side analysts across all industry sectors. In May 2011, Jennifer was recognized as the No. 1 earnings estimator for wireless telecommunication services by Financial Times/StarMine, a leading provider of objective ratings of equity securities analysts. Most recently, Jennifer was again recognized by StarMine and received the 2014 No. 3 stock picker ranking for the diversified telecom services sector. Jennifer makes numerous media appearances and has often been a guest on Bloomberg and CNBC. She also speaks at many of the industry and trade conferences and often is asked to participate in many Washington, D.C. regulatory telecom seminars and events.





Educational Session IV: *Economic & Finance Track* Panelist



MEDIA VENTURE PARTNERS

Clayton Funk, Managing Partner, Media Venture Partners



Clayton joined MVP in 2004 after spending over seven years with Nations Media, a Kansas City-based investment banking firm specializing in various areas of telecommunications, media, and publishing. While at Nations Media, Clayton was responsible for developing the firm's presence in the wireless tower industry. Since specializing in the tower industry in 1997, Clayton has personally closed over 135 deals including mergers and acquisitions, sale-leasebacks and private debt and equity capital placements totaling in excess of \$1.7 billion of value. In the tower industry, Clayton has worked on a myriad

of portfolios involving wireless carrier-owned towers, build-to-suits, and broadcast tower sites. He regularly serves as a featured speaker at numerous industry conferences including CTIA, PCIA and IWCE and is a guest columnist for industry trade journals.

Clayton graduated cum laude from Washburn University with a Bachelors of Arts in Communications and has been honored as an Alumni Fellow.



Educational Session IV: *Economic & Finance Track* Panelist

GUGGENHEIM

Malcom Morris, Senior Managing Director, Guggenheim Partners

Malcolm joined Guggenheim Securities in September 2014 as a Senior Managing Director to advise clients in the Communications Infrastructure sector. Malcolm has advised a wide variety of Media and Telecom clients in connection with mergers and acquisitions, divestitures, recapitalizations, and capital raising. He has worked on transactions with industry leading public and private clients including SBA Communications, Crown Castle International, Time Warner Cable, Charter, Getty Images and Intelsat. Malcolm was previously at Deutsche Bank Securities as Vice Chairman in the global Technology, Media and Telecom group. Malcolm started his career in investment banking at Alex Brown, which was subsequently acquired by Bankers Trust and then rolled-up by DB. Malcolm received a BScE from the Wharton School of Business at UPenn and an MBA from INSEAD. Noteworthy M&A and financing transactions include:



- Unison's sale of certain ground lease assets to undisclosed party
- BR Towers' sale to American Tower for \$980mm
- Global Tower Partners' (GTP) sale to American Tower for \$4.8bn
- NII Holdings' sale of tower assets in Brazil and Mexico to American Tower for \$811mm
- T-Mobile USA's sale of U.S. tower assets to American Tower for \$2.4bn
- NextG Networks' sale to Crown Castle International for \$1.0bn
- Unison's sale of ground lease portfolio to American Tower for \$500mm
- Time Warner's \$2.6 billion spinoff of AOL
- Time Warner's \$47.1 billion spinoff of Time Warner Cable
- InSite Wireless' \$178mm securitization
- Wireless Capital Partners' \$150mm & \$327mm securitizations (x2)
- Global Tower Partners' \$245mm, \$282mm, \$645mm, \$70mm & \$250mm securitizations (x5)
- SBA Communications' \$1.33bn, \$610mm & \$1.23bn securitizations (x3)
- Richland Towers' \$188mm securitization
- Crown Castle International's \$1.9bn securitization