



Telergée Executive and Financial Conference Agenda
-Topics and Times are Subject to Change-

Wednesday, May 8, 2019

Arrival

8 am – 5 pm Golf Optional

6 pm – 8 pm Registration and CoBank Reception

Thursday, May 9, 2019

7 am – 8 am Continental Breakfast

8 am – 8:15 am **Opening Remarks/Welcome**
 Pat Hall, Olsen Thielen & Julie Keim, BerryDunn

8:15 am – 9:05 am **Regulatory Update: USF Reform & Regulatory Policy Transitions to
 Broadband**
 Tom Campbell, Olsen Thielen & Bob Abrams, BKD

9:05 am – 9:50 am **The Effectiveness of Rural Broadband Security Cybersecurity: An
 Adversarial Perspective**
 Robert Dowling, Dynetics, Inc.
This session will discuss the results of cybersecurity testing of 11 rural telcos, the reasons why most are vulnerable to catastrophic impact, and the steps necessary to achieve effective cybersecurity.

9:50 am – 10:00 am Break

10:00 am – 11:30 am **M&A: The Bankers’ Perspective**
 Scott Soden, Alpina Capital; Andy Smith, CoBank; Frank Gallagher,
 Charlesmead Advisors, LLC
Buying? Selling? Financing? How does it all work? This extended session will focus on the processes involved in executing acquisition, divestiture and financing decisions. Gain expert insight based on real-world experience.

11:30 pm – 12:15 pm **Disaster Recovery**

12:15 am – 1:15 pm Lunch

1:15 pm – 2:15 pm	<p>Partnering with Electrics: Raising Capital and Controlling Costs Panel Presentation – Telecom and Electric Executives <i>This panel explores various options for strategic partnerships between telecom and electric entities with special focus on raising capital and controlling costs for new broadband deployment. The panel will discuss the success and challenges from past ventures.</i></p>
2:15 pm – 3:00 pm	<p>Accounting Update. Bracing for the Winds of Change: Revenue Recognition, Financial Instruments, Leases, and More Daniel Owens, CPA, Principal at Olsen Thielen CPAs</p>
3:00 pm – 3:15 pm	Break
3:15 pm – 4:00 pm	<p>Data Mining Frank Kaim, 7Sigma Systems <i>Data data data....that's all any of us hears these days. In our session, we'll discuss how to assemble and use data to our best advantage. We will discuss subscriber acquisition and retention strategies, and how we can leverage data to execute a precision strategy with measurable outcomes.</i></p>
4:00 pm – 5:00 pm	<p>Keynote: Workforce Management & Millennials Dr. Chip Espinoza, Author <i>Chip, the co-author of 3 books on Millennials in the workforce, is a leading expert on the subject of generational diversity in the workplace.</i></p>
6:00 pm – 7:00 pm	Cocktail Reception
7:00 pm – 10 pm	20th Anniversary Dinner

Friday, May 10, 2019

7 am – 8 am	Continental Breakfast
7:30 am – 8 am	Board & Advisory Group Breakfast
8 am – 8:50 am	Tax Update
8:50 am – 10:05 am	<p>Local Flair: The Chicago Cubs as Champions, Then and Now Charles Billington, Sports Historian and Author</p>
10:05 am – 10:15 am	Break
10:15 am – 11 am	Best Practices
11 am – 11:50 am	Economist
11:50 am – 12 pm	<p>Closing Comments/Adjournment Julie Keim, BerryDunn</p>