

3rd Quarter 2018 Edition

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Legislative Update

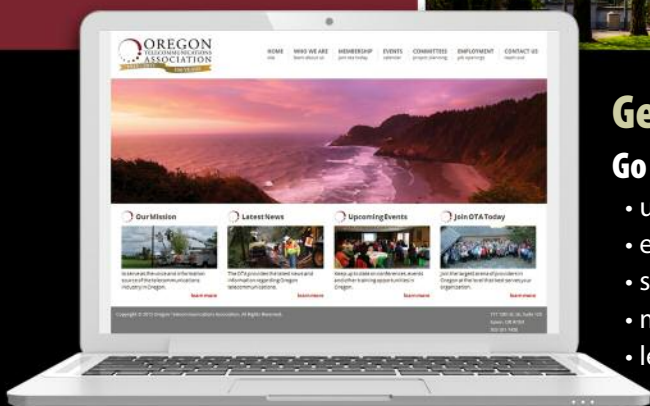
As we continue to work on OTA's legislation for 2019, I want to thank all of our members who have met with legislators and others to advance our Oregon USF reform effort. It really matters when elected officials hear directly from you rather than from OTA alone. While eliminating the wireless contribution exemption to the USF and creating a broadband grant fund will not be easy, we are making steady progress.

As we get closer to the legislative session next year, I will be asking that you contact Senators and Representatives who serve in the areas where you provide service. Please think about two or three people from your communities who would also be willing to send e-mails in support of OTA's legislation. That kind of contact from local businesses, educators, citizens and others can be really helpful in gaining support for legislation. After the election, I will send around the appropriate contact information for you to use in making contact.

It is also that time when OTA dues invoices will soon be sent out to our members. While the OTA Board has yet to review and approve a 2019 budget, there is not a foreseeable need to increase dues next year. However, along with the dues notices will be the yearly request for a contribution to the OTA PAC.

While the PAC usually has a nice balance from year to year (and still does), our PAC is still very small in comparison to what our natural legislative enemies have to give to people. That fact is certainly not going to change. However, we can and do give what we can to legislators representing our members. We also support folks in leadership positions, Committees where our issues are heard and others who are generally supportive of providing telecommunications services to rural Oregon.

Continued p 8, See Legislative



Get informed 24/7/365
Go to www.ota-telecom.org

- up-to-date industry news
- event calendar
- seminar information
- member directory
- legislative updates

Show off your stuff...

Are you a new member? Would you like your fellow OTA members to notice your company and products? If so, this quarterly online newsletter is a great way to be seen and make new contacts!

Contact the OTA office today!
503.581.7430

ACCOUNTING SEMINAR

Aldrich CPAs + Advisors
August 9th • Salem, Oregon



For 2018 the OTA Accounting Seminar took a turn from the typical 1 ½ day program and chose to put together a fully packed, one day event of sessions and networking. On August 9th, the conference took place in the training room at the office of Aldrich CPAs + Advisors in Salem.

The day began with an hour of meet & greet over a continental breakfast catered by Mill Creek Station.

Opening the sessions for the day, Chris Provencher, Manager at Aldrich CPAs + Advisors presented "Revenue Recognition Updates: What Every Telco Needs to Know Now." Chris discussed the changes in how telecommunication companies recognize revenues as the Financial Accounting Standards Board has issued the most significant revision of the revenue recognition standards in decades. During this presentation Chris covered the basics of applying the new 5 Step Model to recognizing revenue and some common areas of potential impacts to telecoms implementing the new standards.

Ryan Johnson, Partner at Aldrich CPAs + Advisors was next up with "Taxing Employee Benefits," where he covered the IRS' treatment of the various benefits our companies provide. Ryan also discussed the always popular topic of director's fees and travel expenses.

After a delicious lunch catered by Smokey Buttz Mobile Pit Catering, the afternoon sessions continued and finished up the day with "Financial Performance Impacts of Changing Regulations" presented by RJ Del Mese, Partner at Moss Adams. RJ gave attendees an overview of the spending limitations of communications companies, including expense exclusions and capital investment allowances, the impacts on operations and strategies companies are implementing. RJ also discussed the CAF BLS support mechanisms and how to maximize the impacts as well as strategies for implementation and provided a regulatory update on the competitive overlap, price cap for special access and new ACAM offers.



A huge thank you to the sponsors of this year's seminar!



Central Office & Information Technologies Seminar

Driftwood Shores Resort & Conference Center

September 20th-21st • Florence, Oregon

We truly appreciate the support from our sponsors:

AMERICAN POWER SYSTEMS, LLC



September is a fabulous time of year to be on the southern Oregon Coast — the weather was gorgeous and set the tone perfectly for our event!

Thursday's sessions began with a visit with the **U.S. Department of Homeland Security's Ron Watters**, Cyber Security Advisor for the Pacific NW Region. Mr. Watters kept attendees engaged with his wit and character as he shared his expertise on cyber preparedness, risk mitigation, incident response, and cyber security resources.

Next on the agenda was a presentation on **"Diesel Fuel Maintenance – What's the Point?"** with **Robert Leamy of ReNu Solutions**. Robert walked attendees through each facet of what a diesel maintenance program should entail and discussed regulatory compliance regarding diesel fuel and the importance of being prepared for an emergency.

Moderating a panel discussion on **"No Spoofing – No Kidding"** was **Stephen Hayes**, Senior Telecommunications Analyst with the **Oregon Public Utility Commission** who was joined by panelists **Andrew Ward**, Independent Consultant with **Award Consulting Services** and **Brian Ford**, Senior Regulatory Counsel with **NTCA**. The panel discussed the new ATIS and SIP SHAKEN standard and how it could be implemented into our networks. Definition: SHAKEN (Signature-based Handling of Asserted information using toKENS).

Gene de Vore, Data Operations Manager with **DirectLink** moderated a panel discussion on **"Managed WiFi."** Panelists included **Kenneth Fernandes** with **Adtran**, **Paul Nolin** with **Calix**, **Richard Castreje** with **Comtrend** and **Jeff McInnis** with **Smart RG**. This panel brought together managed WiFi vendors to discuss how their solutions would address the same problem with the goal of allowing attendees to better understand a solution.

Rounding out the first day of sessions, the **"Softswitch Security Monitoring"** panel discussion was moderated by **Kerry Benthin**, Central Office Supervisor with **DirectLink**. Joining him were panelists **Glenn Gephart** from **Metaswitch** and **Andrew Ward** from **Award Consulting Services**. This group talked about the areas requiring diligence in softswitch monitoring, adding different perspectives on understanding these complex issues.



Continued p 4, See CO-IT





Opening up Friday morning's sessions, **Jon King**, Manager with **Moss Adams** joined us to present **"Preparedness, Continuity, and Recovery."** Jon talked about how as data and services continue to move into the cloud, reliable business and home connectivity increasingly drives our comforts, business operations and daily necessities. He discussed how emergencies affecting telecommunications organizations have greater impact and are further reaching than ever before and how taking the right steps to plan for emergencies and develop an organizational mindset of preparedness, telecommunications organizations can more effectively manage the risk and impact of emergencies.



Pacific Driver Education / Driving Solutions International's **Steve and Lois Lents**, along with **Dominique Kuzmaak** presented **"HB – 2597 – The Dangers and Consequences of Driving While Distracted."**

While most Americans have come to believe that they are great at "multi-tasking," recent research has now proven that the ability to multi-task is actually a myth. Attendees participated in small group activities and a cell-phone based quiz to get a clear sense of why the Oregon legislature passed HB-2597 and discussed how it restricts us of electronic devices while driving.

Finishing up our event, **Brant Wolf**, Executive VP at **OTA** brought our group current on what the OTA has been working on this year with updates on legislative and regulatory activities affecting our member companies. He also talked about OTA's efforts to gather supporters for legislation that OTA will introduce in 2019.



A big thank you to the OTA CO-IT Committee for putting together another great program this year. With special thanks to **Josh Flick (Reliance Connects)** for his outstanding contribution as Chair of this committee for the past year — **we couldn't have done it without you, Josh!**

Taking the reigns from Josh for the coming year, **Gene de Vore (DirectLink)** steps into the Chair position and **Kerry Benthin (DirectLink)** was voted in as Vice Chair as we look forward to 2019.

A big thank you to **Kathy Rea (MACC)** for her superb photography skills in assisting to capture our event in photos!



Thanks so much to our supportive vendors in helping to make this event a success!



Mark your calendars now!!

The 2019 CO-IT Seminar will be held September 19 – 20 in Newport, Oregon at the Best Western Agate Beach Inn.



For Immediate Release

UNITEL welcomes Matt Gilbert as Risk Advisor

October 25th—UNITEL Insurance recently welcomed Matt Gilbert to the sales team as a Risk Advisor. Gilbert joined the UNITEL division of UNICO Group focusing on telecommunication services. UNICO is a full-service insurance agency with services ranging from telecommunications, workers' comp, employee benefits to personal insurance, financial planning, human resources solutions and wellness.

"I have spent the last 12 years in the industry understanding people, finding custom solutions and aligning myself into a position to listen," said Matt Gilbert. "My approach to servicing our clients is to listen to the evolving market, recent issues, industry challenges to provide solutions that best fit their needs."

UNITEL has been providing risk solutions to the telecommunications industry since 2004 and now serves over 600 companies across the country. "We are excited to expand our knowledge and geographic reach. We are thrilled to have Matt join our team," said Ric Stoakes, EVP of UNITEL. "Matt has been in the telecommunications industry for a long time and his knowledge and passion are a tremendous asset for our clients as well as for our growing team."

Gilbert is on the Board for WTA and serves as the Chairman of the Associate Member Committee. He is also involved with NTCA with their associate members advisory council.

Matt grew up in SW Michigan and graduated from Grand Valley State University. Currently, he and his wife, Ashleigh, reside in Virginia with their two children.

About UNICO Group

UNICO Group is a client-focused insurance agency with services ranging from commercial insurance, workers' comp, and employee benefits, to personal insurance, financial planning, human resource solutions and wellness. UNICO was nationally awarded the "Top Performing Agency" in its class for 2016. UNICO is dedicated to getting you the best insurance products and services available today to protect you, your family, and your business. For more information about business and personal insurance and financial needs, call 402-434-7200 or visit the website at unicogroup.com.

OTA Safety Seminar 2018

Wednesday – November 14

Best Western Premier Boulder Falls Inn located in Lebanon, Oregon

The OTA Safety committee has organized a full agenda for this one-day event! We hope you will join us for this training and networking with your peers. Our program will include:

Tool Safety

presented by TESCO

Active Shooter – Have You Prepared Your Workplace and Staff?

with Craig Rapp, Utilicom Safety LLC

Locate Training

presented by Travis Leintz, Rycom Instruments, Inc.

Contractor Risk Management

with Mike Hetzel, Unitel Insurance

Safety in Remote Areas

presented by Joe Mullens, Safety Northwest, LLC

For full details and to register, visit www.ota-telecom.org and click on the “Events” tab.

THINK

Safety First, Last and Always



Wireless LAN Training Course

Remember when Wi-Fi started out in the residential market and we thought it was the most awesome thing to be able to communicate with the World Wide Web via Wireless signal? It was simply magic and we all were dancing in the streets! Now that we have watched the advancements in Wireless LAN Technology that increases the bandwidth between our mobile device and the wireless access point we have created a customer base that is expecting even more!

Knowing the fundamentals of Wireless LAN Operations is vital to anyone who is in the networking field today, whether it be Service Provider level or Enterprise level. This insightful and revealing course has been designed to focus on the operational aspects of implementing and maintaining a WLAN deployment, networking design, and performance measurement.

The course is set for: January 29 and 30 (Tuesday and Wednesday)

Oregon Telecommunications Association

777 13th Street, SE – Conference Room B (2nd floor of the building)

Salem, OR 97301

503-581-7430

If your customer service agents are armed with a deeper understanding of how WiFi really works, it would take the mystery out of the magic! This course will open their minds to situations where they may have been able to resolve with the customer on the phone without having to dispatch a technician. This course will provide anecdotes for common issues that can be resolved right away and pass that knowledge to the customer. The Internet of Things (IoT) has exploded and we now take for granted that we are going to be interconnected with all of those devices at some point or another.

This course will also help your technicians that are dispatched to measure and monitor the wireless network and point out where possible interference may be located.

This course will also provide access to tools for your sales and sales engineering teams to assist in mapping of access points locations and possible network configurations.

Put this on your schedule and invest the time to come to this amazing class! Please sign up soon so we can reserve your seat --- don't miss out! We look forward to your registration and attendance.

Course Prerequisites:

This course appeals to anyone needing the skills and knowledge of WLAN's. The ideal student will have some experience in Wireless networking and operations, however no prior knowledge is necessary.

All students must attend with a lap-top computer in order to execute the Lab Exercises.

Class size is limited to 20 students --- use the link below to register today!!

<https://www.cellstream.com/training/course-calendar-and-registration/view-public-instructor-led-on-site-course-calendar/wlan-ops-2day-29>

OTA EVENT CALENDAR

2018

Safety Seminar

November 14

Best Western Boulder Falls Inn – Lebanon, OR

2019

ITA Showcase

March 6 – 7

Holiday Inn – Portland Airport Hotel – Portland, OR

Outside Plant Seminar

April 25 - 26

Best Western Agate Beach Inn – Newport, OR

OTA-WITA Joint Annual Meeting

June 5 – 7

Salishan Spa & Golf Resort – Gleneden Beach, OR

Central Office & Information Technologies Seminar

September 19 - 20

Best Western Agate Beach Inn – Newport, OR

2020

OTA-WITA Joint Annual Meeting

June 1 – 3

Skamania Lodge – Stevenson, WA

Legislative Continued...

Some of our members generously support the OTA PAC and some do not. While not supporting the PAC is certainly understandable, it is an important part of getting our story across. While no PAC contribution can ever buy a vote, we are going to be asking folks to eliminate an exemption to contributing to the Oregon USF and that will not be an easy vote for anyone to cast. While I don't want to be too direct about this, it will be nice if we can support people who support us and our goals next session.

So, when you get your request for a contribution to the OTA PAC in the coming weeks please give it serious consideration and make a contribution if at all possible. If the suggested amount is too high (or too low) just give what you can, it all helps. And remember that in Oregon corporations can give directly to a PAC and there is no limit on those contributions. If Phil Knight can do it you can too!

Notification of OTA President of Any Antitrust Concerns

OTA members, representatives and attendees should promptly bring any antitrust concerns to the attention of OTA President. Because antitrust law and policy is legally complex (especially in view of the heavily regulated nature of the telecommunications industry), all OTA members, representatives and attendees are expected and instructed to seek promptly the advice of counsel for OTA in the event that there is any question as to whether any contemplated action, activity, proposal, or other course of action may be in conflict with applicable law.

OTA members, representatives and attendees should terminate any discussion, seek legal counsel's advice, or, if necessary, leave any meeting or discussion where improper subjects are being discussed and explain the reasons for departure to those still in attendance.

For a copy of OTA's Antitrust Policy in its entirety, please contact the OTA office.

OTA Legal Counsel

Stayton Law

582 E. Washington Street
Stayton, OR 97383
503.769.7741
Fax: 503.769.2461

Jennifer Niegel

jennifer@staytonlaw.com

Law Offices

of Richard A. Finnigan

2112 Black Lake Blvd SW
Olympia, WA 98512
360.956.7001
Fax: 360.587.3852

Richard A. Finnigan

rickfinn@localaccess.com

New Members

The OTA would like to welcome the following companies who have recently joined the association.

For contact info and links to their websites, just click on the web address or please visit the OTA website.

Associate Members:

Channell

www.channell.com

ComTech-Leavitt Group

www.lgcomtech.com



OTA COMMITTEE MEETINGS CALENDAR

NOVEMBER 2018

- 7 OTA-WITA Joint Annual Meeting Committee Meeting
Wednesday – 9:30 a.m. – Clear Creek Communications – Oregon City, OR
- 27 OTA Board of Directors Meeting
Tuesday - 9:30 a.m. - OTA - Salem, OR

DECEMBER 2018

- 5 CO-IT Committee Meeting
Wednesday – 10:00 a.m. – DirectLink – Canby, OR
- 6 OSP Committee Meeting
Thursday - 10:00 a.m. - OTA – Salem, OR
- 6 WIN Board Meeting
Thursday - 9:30 a.m. - DirectLink – Canby, OR
- 11 Consumer Services & Marketing Committee Meeting
Tuesday – 10:00 a.m. – Reliance Connects – Estacada, OR
- 13 Scholarship Foundation Board of Directors Meeting
Thursday – 10:00 a.m. – OTA – Salem, OR

Mark your calendars now and plan to attend!!



2019 OTA – WITA Joint Annual Meeting

on the beautiful Oregon Coast!

June 5 – 7

Salishan Spa & Golf Resort – Gleneden Beach, Oregon

Need to contact the Oregon Telecommunications Association?

Mailing Address:

777 13th St. SE, Suite 120
Salem, Oregon 97301-4038
Telephone: 503.581.7430
Fax: 503.581.7457

Brant D. Wolf, CAE

Executive Vice President
email: bwolf@ota-telecom.org

Susan E. Allen

Office Manager/
Members Services Coordinator
email: sallen@ota-telecom.org