

TRI-STATE TELECOM CONFERENCE AGENDA DRAFT (Revised 7/8/11)

Monday, August 8, 2011

3:00 pm – 7:00 pm Trade Show Set Up in Bernese Event Center
6:00 pm – 8:00 pm Registration – Conference Center

Tuesday, August 9, 2011

8:00 am – 12:00 pm **Golf Tournament – Soldier Hollow in Midway**
1:00 pm – 3:00 pm Trade Show Set Up
1:00 pm – 3:30 pm Registration

3:00 pm – 5:30 pm **TRADE SHOW – Bernese Event Center at the Zermatt**
5:30 pm - 6:00 pm Registration
5:00 pm – 6:30 pm Welcome Reception in Trade Show area
Dinner on your own

Wednesday, August 10, 2011

7:00 am – 8:30 am Registration Desk Open – Conference Center
7:00 am – 8:00 am Continental Breakfast for all Attendees – Conference Center

CONFERENCE OPENING GENERAL SESSION

Matterhorn

8:00 am – 8:15 am URTA President John Brewer Conducting
8:15 am – 9:15 am Utah Welcome – HIRED GUNS:: **“Ridin’ for the Brand”**
A cowboy course to team commitment and customer loyalty

9:15 am – 10:30am Federal Issues Panel: **Moderator:**
Michelle Ly - NTCA
Derrick Owens - WTA
Dave McClure- US Internet Industry Assn.

10:30 am– 10:45 am BREAK – **Sponsor: MID-STATE CONSULTANTS**
10:45 am – 12:00 pm **PANEL : Strategic Planning For The Future**
Charles Dayton, **Moderator** - Action Strategy
Allen Hoopes – Silver Star Communications – WY
Dallas Cox – Manti Telecommunications – UT
Clay Sturgis Moss-Adams ID

12:00 pm– 2:00 pm Vendor Showcase Luncheon & golf awards in Trade Show Area
(Bernese)

2:00 pm – 3:00 pm Vendor Tear down Exhibits
2:00 pm – 3:30 pm Panel:
Douglas Meredith, Moderator – JSI, Inc.
George Clark – TCA, Inc.
Ray Hendershot: - GVNW
Andy Denzer - WGA

BREAK-OUT SESSIONS

3:30 pm – 5:00

1. **Broadband Strategies – Development, Deployment & Marketing** Stan Stoll, **Moderator**

Lynn Folkerson – XO

Dan Stoll – Integra

Bret Hickenlooper - Sumo Communications

2. Rob Binder – USAC: **Universal Service Fund - Carrier Eligibility & Compliance:**

6:00 pm – 7:00 pm

Hospitality Hour

7:00 pm – 9:00 pm

Barbeque with the Hired Guns

Thursday, August 11, 2011

6:30 am – 8:00 am

Breakfast Buffet for all Attendees

7:00 am – 8:25am

Owners/Managers Roundtable (closed session – owners/managers only)

8:30 am – 9:00 am

Jerry Fenn – Century-Link

9:00 am – 9:30 am

Sue Barrett - NECA

9:30 am - 9:45 am

BREAK

9:45 am – 11:00 am

Public Service Commission Panel

IDAHO:

Commission Chair Ted Boyer - UTAH

WYOMING:

11:00 am – Noon

State Breakout Sessions–Utah, Idaho, Wyoming

IDAHO – Davos Room

WYOMING – St. Moritz

UTAH: Interlaken

CONFERENCE ADJOURNS AT NOON.



2011 Tri-State Telecommunications Conference

August 8 – 11, 2011

Zermatt Resort, Midway, Utah

Serving Independent Telcos in Utah, Idaho and Wyoming

REGISTRATION FORM

Company Name: _____

Address: _____ City: _____ State: _____ Zip: _____

Telephone Number: _____ Email: _____

Telco Member Registration Fee	Fee	SUBTOTAL
Name:	\$200/person	
Name:	\$200/person	
Name:	\$200/person	
Name:	\$200/person	
Name:	\$200/person	
Name:	\$200/person	
Name:	\$200/person	
Guest/Spouse Registration Fee	Fee	
Name:	\$100/person	
Name:	\$100/person	
Name:	\$100/person	
Tri-State Golf Tournament	Fee	
Name:	\$85/person	
Name:	\$85/person	
Name:	\$85/person	
Sponsorship Opportunities	Amount →	
Extra Evening Reception/BBQ Ticket	\$50/person X _____ tickets	
Trade Show Vendor Booth Exhibit Fee	\$800/booth (Includes 1 full registration)***	
Tri-State Associate Membership Dues*	\$200/year (UT)	
	\$200/year (WY)	
*Must be a member of all three states to have a booth.	\$200/year (ID)	
	TOTAL	\$

Please help us plan accurately by marking an "X" by the functions you plan to attend.

Tuesday, August 9, 2011

_____ Welcome Reception

Wednesday, August 10, 2011

_____ Breakfast

_____ Vendor Showcase Luncheon

_____ Evening Reception & BBQ

Thursday, August 11, 2011

_____ Breakfast

*** Booth choices 1. # _____ 2 # _____ 3 # _____ Will do our best!

Sorry, no refunds after July 25, 2011

Please send all registration forms with your check payment to:

Utah Rural Telecom Association

c/o Blackburn & Stoll

Phone: 801-521-7900, Email: jstoll@blackburn-stoll.com or visit the conference website at www.tristatetel.org



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HOTEL RESERVATION INFORMATION

Zermatt Resort & Spa

784 West Resort Drive

Midway, UT 84049

Reservation Phone Number: 877-907-6242

www.zermattresort.com

INDIVIDUALS ARE RESPONSIBLE FOR MAKING THEIR OWN LODGING ARRANGEMENTS

Please book EARLY. You can always cancel if necessary, but you can't always get a room late.

Please visit the resort website at www.zermattresort.com or call for information regarding their cancellation policy, check-in and check-out times, deposit requirements, etc.

The name of the Zermatt Resort room block is **Tri-State Telecom Conference**. Conference rates are below (tax not included):

Zermatt Resort	
Alpine Guest Room	149.00
Alpine Superior Guest Room	169.00
One Bedroom Villa	269.00
Other types of rooms are also available at standard rates	

For those of you unfamiliar with the Midway area, please keep in mind these distances:

Salt Lake City = 50 miles
Park City = 18 miles
Heber = 3 miles



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Golf Tournament

Tuesday, August 9, 2011

8:00 am Shotgun Start at the SOLDIER HOLLOW GOLF COURSE IN MIDWAY

Boxed Breakfast provided with registration

Registration Fee: \$ 85/00 per golfer

Registration fee includes:

- 18 holes of golf
- Golf Cart
- Lunch
- Prizes

Maximum 144 Golfers – Sign Up Early!

PLEASE NOTE:

Rental clubs are available. Please call 435-654-7442 to reserve.

Dress Code: collared shirts required; shorts at least mid-thigh in length; traditional golf shoes, soft spikes, flat-soled tennis shoes OK.

	Handicap	Average Score for 18 Holes:
Golfer's Name: _____ Company: _____		
Golfer's Name: _____ Company: _____		
Golfer's Name: _____ Company: _____		
Golfer's Name: _____ Company: _____		

COST: \$ 85.00 per Golfer – Pay Fee on Registration Form

If possible, I/we would like to golf with the following individuals:

Golfer's Name: _____ Company: _____

Golfer's Name: _____ Company: _____

Golfer's Name: _____ Company: _____

Sorry, no refunds after August 1, 2011

Please send all registration forms with your check payment to:

Utah Rural Telecom Association

c/o Blackburn & Stoll

801-521-7900 email: jstoll@blackburn-stoll.com



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ASSOCIATE MEMBERSHIP APPLICATION

Company Name: _____

Company Website: _____

Company Address: _____

Name: _____ Title: _____

Address: (If different from above) _____

Telephone: _____ Email: _____

Name: _____ Title: _____

Address: (If different from above) _____

Telephone: _____ Email: _____

Name: _____ Title: _____

Address: (If different from above) _____

Telephone: _____ Email: _____

Name: _____ Title: _____

Address: (If different from above) _____

Telephone: _____ Email: _____

Annual dues are \$200 per year per association. Depending on their business territories, many of our Associate Members belong to all three associations, resulting in Tri-State membership. You must be a member of all three associations in order to purchase a booth in the annual Tri-State Conference trade show.

Membership Requested: (Please check box)	Total:	Contacts:
<input type="checkbox"/> Utah Rural Telecom Association	\$200.00	Blackburn & Stoll 801-521-7900 or jstoll@blackburn-stoll.com
<input type="checkbox"/> Idaho Telephone Association	\$200.00	Molly Steckel 208-229-1482 or mollysteckel@msn.com
<input type="checkbox"/> Wyoming Telecommunications Association	\$200.00	Christi Anderson 307-634-8816 ext. 206 or christi@wywagan.org
TOTAL AMOUNT DUE: \$ _____		

One check for the total amount due should be made out to “Utah Rural Telecom Association”. If you have requested membership in Idaho and/or Wyoming, the dues will be distributed to the separate associations and your membership will be listed with each state. If already paid, please indicate which entity the 2011 Tri-State Associate Membership Dues (\$600) payment was made/sent to: Idaho Telephone Association Wyoming Telecommunications Association

Please send Application and payment to: Utah Rural Telecom Association, c/o Blackburn & Stoll, 257 E 200 South Salt Lake City, UT 84111, or jstoll@blackburn-stoll.com



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VENDOR INFORMATION

Please contact Nancy Gibbs, Conference Coordinator, with any questions at 801-766-6262 or nancycwg@comcast.net

VENDOR SCHEDULE:

Trade Show Set Up in the Zermatt Resort: **3:00 pm – 7:00 pm, Monday, August 9, 2011** & **1:00 – 3:30 pm Tuesday**

Welcome Reception 5:00 pm. to 6:30 pm Tuesday, August 9, 2011

No conference dinner planned on Tuesday night – opportunity to invite members to private dinners

Trade Show in Bernese Event Center: **3:00 pm – 5:30 pm, Tuesday, August 9, 2011**

Vendor Showcase and Extended Lunch in Trade Show: **12:00 pm – 2:00 pm, Wednesday, August 10, 2011**

Trade Show Tear Down: 2:00 pm – 3:00 pm, Wednesday, August 10, 2011

Vendors are encouraged to attend all events (the barbeque is Wednesday at 7:00 pm) . You may have your booth open at your discretion from Tuesday, August 9, 2011 at 3:00 pm through Wednesday, August 10, 2011 at 2:30 pm.

BOOTH DISPLAY INFORMATION:

JP Display will provide an 10' wide x 8' deep piped and draped booth, including 1 draped table, 2 chairs. Your contact is Rick Peters at 801-255-5171, email jpdisplay@msn.com.

Special requests (i.e., power strips, phone lines, internet, other than wireless, etc.) should be sent to Kim Duffett at the Zermatt at least ten (10) days prior to the conference. JP Display will send a pricing and instruction packet to you prior to the conference.

SHIPPING AND RECEIVING:

For your convenience, we are offering two shipping options for this show.

OPTION 1: Shipping through JP Display - FULL SERVICE, TO YOUR BOOTH, etc.

JP Display offers vendors full shipping services, which include advance shipping/storage, delivery of shipment to your booth prior to the show, storage of empty cases during the show and assistance with shipping at the close of the show. JP Display will also track your shipments prior to the show ensuring trouble-free delivery. You will receive shipping information from JP Display about 45 days prior to the conference.

OPTION 2: Shipping directly to the Zermatt Resort.

For shipments via FEDEX, UPS, etc.:

Guest or Vendor Name
Tri-State Telecommunications Conference
Zermatt Resort
784 West Resort Drive
Midway, UT 84049

If shipping via US MAIL:

Guest or Vendor Name
Tri-State Telecommunications Conference
c/o. Zermatt Resort
784 West Resort Drive
Midway, UT 84049

NOTE: Vendors will be responsible for shipments sent directly to the Zermatt Resort, including delivery to the booth, and outbound shipments. It is very important that the guest or vendor name is on the package rather than the sales person, caterer or shipping clerk. The Zermatt has limited secured storage space. If necessary, contact the Conference Sales Manager, Kim Duffett at 435-503-5502. She will be able to give you pricing information on boxes, larger boxes and display cases and pallets.



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FEES FOR ONE BOOTH:

One of 8' x 10' booth is \$800. Each paid booth fee includes **one** complimentary conference **registration**. **If you have more than one employee staffing your booth, you must pay a registration fee for each additional employee. Please see the conference registration form for fees.**

PAYMENT:

Use the conference registration form to register and make payment. Please be sure to include all employees who will attend the conference. **ALL FEES MUST BE PAID PRIOR TO THE CONFERENCE.** Tri-State is now equipped to process credit card payments on line through PayPal at www.tristatetel.org. Sorry, no refunds after August 1, 2011.

MEMBERSHIP REQUIRED:

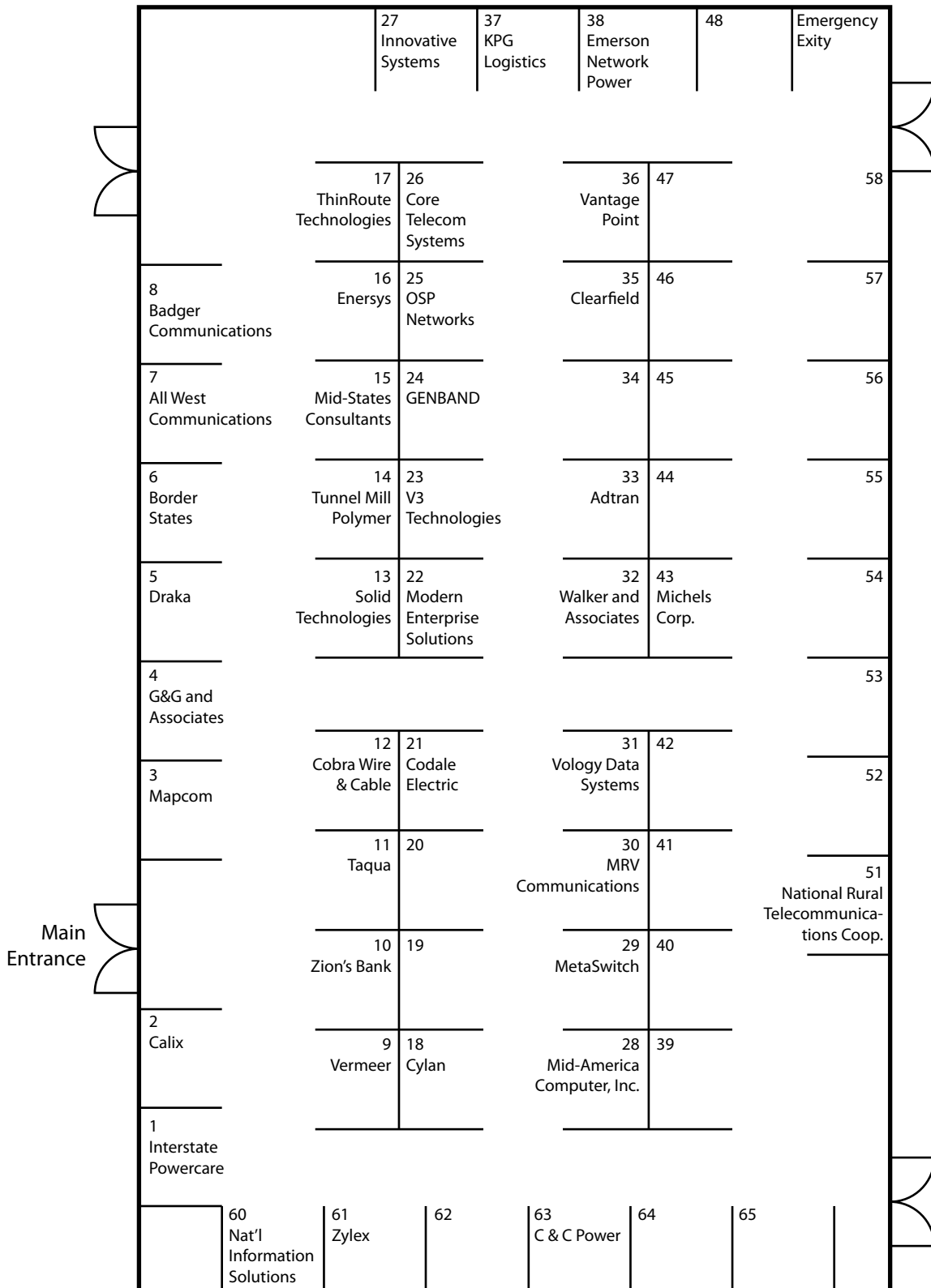
It is mandatory that all vendors are an Associate Member of each of the three state association (Utah Rural Telecom Association, Idaho Telecom Alliance and Wyoming Telecommunications Association) to display at the Tri-State Conference. If you have not paid the Associate Membership dues for 2011, please complete the application form found at www.tristatetel.org. To inquire about your membership status, please email jstoll@blackburn-stoll.com.

BOOTH SELECTION:

Booths are offered on a first available basis. **There will only be 65 booths available this year.** Register early to ensure prime booth space! Please review booth layout on the next page and email to nancycwg@comcast.net with **your top 3 booth location choices**. Every effort will be made to accommodate your preferences. This form will be updated periodically but may not be completely up-to-date. Your booth location is not guaranteed until you have received confirmation.

The independent, rural telecommunication companies of Utah, Idaho and Wyoming will be represented at this conference and your participation is greatly appreciated! We couldn't do it without you!

Booth Layout





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SPONSORSHIP OPPORTUNITIES

Sponsorship opportunities are available on a first available basis.

Company Name: _____ Contact Person: _____
Attendee Name: _____ Phone: _____
Email: _____ Website: _____

*If your company is sponsoring an event, please email logo to nancy@beehive.net

Tier	Qty	Price
Platinum -Both share sponsorship of the barbeque -Choice of booth location, 2x wide if requested -Prominent name/logo on sponsor signs	2	\$4500
Gold -Sponsor Breakfast (2) Reception (2) or Lunch (1) -Secondary choice of booth location -Prominent name/logo on sponsor signs	5	\$3500
Silver -Breaks (2), Golf Breakfast (1) or Golf Refreshments (2) Lunch (2) -Tertiary choice of booth location -Name/Logo on sponsor signs	7	\$2500
Bronze -Booth assigned – first come/first served -Sponsor a Speaker -Name/Logo on speaker sponsor signs	50-52	\$1500
Copper Name Mentioned in welcome packet) -Sponsor a golf hole -Donating comparable amount of items for welcome bags, i.e. pens, paper, and other goodies may count towards Copper sponsorship; goods have to be received before AUGUST 2 nd .	unlimited	\$ 500

ALL SPONSORS RECEIVE:

- Attendee pass (1) (Platinum receives 2)
- Name/Logo on marketing pieces depending on space, availability, and sponsorship level
- Mention by MC throughout event, especially for sponsored meals/activities
- Registered Attendee list

Thank you for your contributions. Your support makes our conference a success!!!

If you have any questions, please contact Nancy at 801-766-6262 or nancy@comcast.net



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SPEAKER CONFIRMATION FORM

Thank you for being a part of the 2011 Tri-State Telecommunications Conference!

August 9 – 11, 2011

Zermatt Resort, Midway, Utah

Please complete and confirm all arrangements, sign and return to our office by July 31, 2011.

For more information please visit our conference website at www.tristatetel.org.

If you have questions, please contact Nancy at 801-766-6262, or nancycwg@comcast.net.

Please send your bio and this completed form to nancycwg@comcast.net

Speaker Contact Information

Speaker Name: _____

Company: _____

Mailing Address: _____

Telephone Number: _____ Email: _____

Presentation Information

Presentation Topic: _____

Date and Time of Presentation: _____

Audio Visual Needs: _____

Will You Have a Power Point Presentation? Yes ___ No ___

*Send power point presentations in advance to nancycwg@comcast.net

Do You Have Hand-Outs for Distribution? Yes ___ No ___

* If so, email hand-outs in advance to nancycwg@comcast.net

Please List Any Other Needs You May Have for Your Presentation: _____

Travel Arrangements

Arrival Date: _____ Departure Date: _____

Flight Itinerary: _____

Will you Need Transportation to and from the Midway /Salt Lake City Airport? Yes ___ No ___

Hotel Accommodations

Will You be Making your Reservations at the Zermatt Resort? Yes ___ No ___ (Zermatt Resort –866-643-2015)

Dates You will be Staying at the Zermatt Resort: _____

Registration, including all meals Will be comped to you..

Comments:

Signature: _____ Date: _____