

September 24-27 | Marriott Philadelphia Downtown | Philadelphia, PA

Connecting the Future



Consumers are demanding more of their technology every day and at a quickening pace. These demands open the doors to the greatest innovations our imaginations can dream up. But they also come with expectations of peak performance, security and, most of all, reliability. As rural broadband providers take on connecting more consumers to the future of technological innovation, the call for meaningful, safe and enjoyable online experiences is loud and clear.

Plot your response at the **NTCA 2017 Fall Conference**, where a focus on how technology is connecting us to the future will advance your understanding of emerging trends, threats and opportunities. Register today to draw power and energy from a city known for its history but full of technological drive and a strong spirit of independence—the birthplace of America, where old meets new.



Conference Highlights

General Sessions



Erik Oualman Social Media Expert

Jeff Havens Veteran Comedian-**Turned-Corporate** Speaker

Sonny Perdue U.S. Secretary of **Agriculture** (invited)

Plus

- · Cybersecurity experts take a look beyond 2017 for defense strategies.
- A panel of industry leaders discuss the creation of a telehealth toolkit for rural broadband providers.

Concurrent Sessions

These sessions tailored specifically to the interests of telco management and board directors cover:

- The importance of telco/electric partnerships and how they can succeed in building better broadband services for rural communities.
- Best practices for operational efficiencies.
- Future technologies from varying viewpoints.
- The commercial drone trends and what they can do for your business.

Share Your Thoughts

Peer-to-Peer Director Roundtable Discussions

Board directors share their challenges with peers of similar company size during roundtable discussions held on Monday.

See page 4 for complete details.

Earn Credits While You Tour

NTCA EduTour: Connecting Communities Through Safe Water and Fast Networks

Spend a Sunday afternoon visiting one of the country's oldest public utilities and learn how sustainable water treatment is just as vital as reliable broadband networks.

This EduTour gives you the opportunity to earn NTCA credits while you're having fun. Space is limited. Register today to secure your spot.

Find out more on page 8.

Fitness, Fun and Philly Walkaround

Tuesday, September 26 • 6:30 a.m. – 7:15 a.m.

Fitness buffs and early risers can join the Fun Walkaround before the conference starts. Meet in the Marriott lobby at 6:30 a.m. on Sunday. This is a great way to add in some exercise, see the city and get yourself energized for a full day.

AGENDA

Meetings will take place at the Marriott Philadelphia Downtown.

Saturday, September 23

8:00 a.m. - Noon

CSSA Board Meeting

4:00 p.m. - 6:00 p.m.

Early badge pickup

Sunday, September 24

7:30 a.m. - 8:30 a.m.

Church Service

8:00 a.m. - 3:30 p.m.

Tour 1: The Simple Life, Pennsylvania Amish Tour

9:00 a.m.-10:00 a.m.

NTCA Rural Broadband PAC Prestige Breakfast

Prestige level contributors (\$1,000 or more annually) are invited to a breakfast with Shirley Bloomfield.

9:00 a.m. – 4:00 p.m.

Tour 2: Longwood Gardens and Chaddsford Winery

9:30 a.m. - 10:00 a.m.

Welcome to Philadelphia

Get insider tips on exploring Philadelphia, including information on local attractions, shopping and dining recommendations.

10:30 a.m. – 2:30 p.m.

NTCA Rural Broadband PAC/RTAF Present: John Adams' Philadelphia (See page 8)

Noon - 2:00 p.m.

Membership Committee Meeting

1:00 p.m. – 5:30 p.m.

Joint Industry and Regulatory Policy/Competitive and Advanced Services Committees Meeting

1:30 p.m. - 5:30 p.m.

EduTour: Fairmount Water Works

2:00 p.m. - 6:30 p.m.

Registration

2:30 p.m. - 4:30 p.m.

Associate Member Advisory Council Meeting

3:00 p.m. – 5:00 p.m.

Meetings and Education Committee Meeting

4:30 p.m. - 7:00 p.m.

FRS Cornhole Tournament

5:30 p.m. - 6:30 p.m.

Welcome Reception

7:00 p.m.

Dinearounds

Indulge in local cuisine during a Dutch treat dinner with peers and NTCA staff. The full list of restaurants and additional information will be posted online before the conference.

Monday, September 25

7:15 a.m. - 4:00 p.m.

Registration

8:00 a.m. - 8:25 a.m.

Opening General Session Entertainment



8:15 a.m. - 10:30 a.m. **Opening General Session**

Building Broadband: Infrastructure and Outreach



Shirley Bloomfield, Chief Executive Officer, NTCA

Nearly a year into a new presidential administration and Congress, NTCA members are leading the way for improvements to our

country's broadband infrastructure and advancing adoption of new technologies in rural communities. Hear the latest universal service reform updates and how the association is positioning small, rural broadband providers and their partners as future leaders of rural development.

Federal Communications Commission Address



Michael O'Rielly, Commissioner, FCC (Invited)

Commissioner O'Rielly has been invited to share his perspectives on regulatory issues surrounding current and future rural broadband policy.

Regulatory Observations and Inferences

What are the trends at the FCC and other agencies nine months into the new administration? Learn how evolving federal tides and NTCA strategies align.

Privacy Is Dead. The New Rules of Reputation.



Erik Qualman, Author of "What Happens in Vegas Stays on YouTube"

It's the digital age. Information gathering is now at your fingertips and communications are now better than ever, but a business'

reputation can be easily changed with a single tweet. Nothing you do in today's age is private. Erik Qualman, a digital leader

and best-selling author, will discuss the new rules to the digital reputation and how this reputation will affect other aspects of your business.

9:00 a.m. – 1:00 p.m.

Tour 3: Colonial Philadelphia Experience

9:30 a.m. - 3:00 p.m. The Coffee Stop

9:45 a.m. - 3:15 p.m.

Tour 4: Valley Forge

10:45 a.m. - 1 2:15 p.m.

Telco Track Concurrent Sessions



The Telco/Electric Secret Recipe— Partnerships for the Future

Certificate Course Code: B103

Electric and telco partnerships can succeed in building better broadband services for rural communities; the primary question is how to get cooking. Explore successful telco/ electric partnerships and find the key ingredients for success in your territory.

For: All

Masters of Resilience

Certificate Course Code: B105

Engage, inspire and cultivate company innovation by utilizing your most essential asset—your employees. Recruiting and developing the wellness-minded employee, creating a community-focused workplace culture, and providing the tools to thrive at work and in life are the key. Learn how to develop a workforce of resilient employees from those who know your challenges best: NTCA's member relations team.

For: Telco Staff



10:45 a.m. – 12:15 p.m.

Director Session



Director Peer-to-Peer Roundtables

Certificate Course Code G106

Back by popular demand, Director Roundtables are organized by company size and occur early in the program to invigorate your networking and discussions.

You can self-select which one you want to attend, but know that these categories are determined by measurements, such as number of telco employees, for simplicity.

For: Directors

10:45 a.m. - 11:45 a.m.

PAC Board Meeting

1:00 p.m. - 3:00 p.m.

Telcom Insurance Group (TIG) Board Meeting

1:00 p.m. - 3:30 p.m.

Government Affairs Committee Meeting

1:00 p.m. – 3:30 p.m.

Innovation and Business Opportunity Committee Meeting

1:00 p.m. - 5:00 p.m.

Tour 5: Philly Top to Bottom

1:45 p.m. - 3:00 p.m.

Telco Track Concurrent Sessions (Repeat)

The Telco/Electric Secret Recipe-Partnerships for the Future

Masters of Resilience

1:45 p.m. - 3:00 p.m.

Director Track Concurrent Sessions



Software 101: Leveraging Software to Run an Operation

Certificate Course Code: B109

Software is evolving at a rapid pace across all industries and new opportunities to find operational efficiencies arise every day. Any telco seeking to stay ahead must remain constantly informed about industry-leading software developments as well as how best to use what is already in their toolbox. This panel discussion addresses best practices for using software to maximize the effectiveness of your company.

For: Directors, Telco Staff

Brought to you by the NTCA Associate Member Advisory Council



Stretching for That Strategic Baseline

Certificate Course Code: B106

Strategy is key for any company, yet many companies have not defined theirs. Learn how your company can meet that threshold and be ready to develop a strategic plan, define or refine your mission, and take the board and company to its full potential. This session is designed for those who want to keep the future in sharp focus.

For: Directors, Telco Staff

3:00 p.m. – 5:00 p.m.

Rural Trust Insurance Co. (RTIC) Meeting

3:15 p.m. - 4:15 p.m.

Afternoon General Session

Successful Apps for Rural Telcos

Mobile apps can serve a variety of purposes at a telco, from advertising community businesses and events to streamlining installs and improving customer service. Join a lively discussion of some of your peers' best apps and discover the benefits of launching your own.

Brought to you by the NTCA Marketing Committee





3:30 p.m. - 5:00 p.m.

Awards Committee Meeting

3:30 p.m. - 5:30 p.m.

Tribal Affairs Committee Meeting

4:00 p.m. - 5:30 p.m.

National Information Solutions Cooperative (NISC) Membership Reception and Meeting

4:00 p.m. - 6:00 p.m.

Technical Committee Meeting

6:30 p.m. - 9:30 p.m.

FRS Fundraising Event

Spirit of Philadelphia Dinner Cruise

Tuesday, September 26

6:30 a.m. - 7:15 a.m.

Fun Walkaround

7:30 a.m. - 2:00 p.m.

Registration

8:45 a.m. - 10:00 a.m.

Telco Track Concurrent Sessions

Not Too Distant Future Quest—Wireless at the Edge

Certificate Course Code: T106

What does the future hold for all types of wireless? This session provides a high-level view of technologies being developed and offered today. Learn how to leverage up and coming in-home, access and mobile technologies to handle the latest internet trends. From 4k streaming, augmented reality, IoT and device-to-device communications, wireless is quickly evolving as an important and cost-effective tool in your tool chest.

For: All

5G Prospects: What It Means for Consumers, Providers and Competitors

Certificate Course Code: T104

The big four wireless companies are already working toward gigabit speeds in advance of setting the standards for 5G service. With North America and Asia predicted to lead the deployment of next generation mobility services, hear how incredibly fast speeds will drive better service, lower latency and more options for wireless services.

For: Telco Staff

Brought to you by the NTCA Associate Member Advisory Council

8:45 a.m. – 10:00 a.m.

Director Track Concurrent Sessions (Repeat)

Software 101: Leveraging Software to Run an Operation

Stretching for That Strategic Baseline

9:30 a.m. - 10:30 a.m.

Spouse Session: Ryan & Friends

Ryan graduated from the Maher School of Ventriloquism in Colorado and is a member of the North American Association of Ventriloguists, where he gets to hang out with other cool guys who play with dolls. You may have seen him in the Cincinnati Inquirer, the History Channel or as a headlining performer for Disney Cruise Lines. Ryan also hosts a "Ryan & Friends" cable TV show, with the seventh season airing in 2016.

9:30 a.m. - 3:00 p.m. The Coffee Stop

10:15 a.m. - 11:30 a.m.

Telco Track Concurrent Sessions (repeat)

Not Too Distant Future Quest—Wireless at the Edge

5G Prospects: What It Means for Consumers, Providers and Competitors



10:15 a.m. - 11:30 a.m.

Director Track Concurrent Sessions



Acronyms and Issues—Things That You Need to Know Now

Certificate Course Code: T102

This session is specifically designed for those new to the industry or those who may need a refresher. Besides all the acronyms and technology buzzwords, you will cover some of the top-of-mind trends and issues that the industry is facing today.

For: Directors



Commercial Drone Uses in Rural America: Opportunities, Pitfalls and Best Practices

Certificate Course Code: T106

Drones are now officially a mainstream commercial activity across the globe. This session explains how commercial drones can help automate previously labor-intensive activities, collect valuable data and even save lives. You will look at several commercial drone business cases taken directly from NTCA members and their customers

For: Directors, Telco Staff

1:00 p.m. - 5:00 p.m.

FRS Board of Directors Meeting

1:00 p.m. - 4:00 p.m.

Tour 6: Philadelphia Movie Sites

1:30 p.m. - 4:00 p.m.

Tour 7: Taste of Philly Walking Tour

1:30 p.m. - 2:15 p.m.

What's on Your Mind?

A Roundtable Session With Shirley Bloomfield (Does not repeat)

Join NTCA Chief Executive Officer Shirley Bloomfield at your session to chat about the most pressing rural broadband topic. All topics are fair game, so be ready to share.

1:30 p.m. - 2:45 p.m.

Director Track Concurrent Sessions (Repeat)



Acronyms and Issues—Things That You Need to Know Now



Commercial Drone Uses in Rural America: Opportunities, Pitfalls and Best Practices

1:30 p.m. – 2:45 p.m.

Telco Track Concurrent Session (Does not repeat)



Goodbye City, Hello Country: Seven Big Ideas for Marketing Rural Communities

Certificate Course Code: B107

How can your community influence the influencers working on corporate site selection? Learn a mix of "best and next" practices in telling your story to win business relocations. Reliable and super fast broadband is one factor, but what else does it take? Discover how to play a role in marketing your region to draw potential employers to your rural community.

For: All

2:00 p.m. – 4:00 p.m.

RWA Public Policy Committee Meeting

4:00 p.m. - 6:00 p.m.

RWA Education Committee Meeting

5:30 p.m. - 7:00 p.m.

#ruraliscool Reception and Vendor Showcase

Network with peers and connect with solution providers to get a glimpse at their most innovative products.



Wednesday, September 27

8:00 a.m. – 10:00 a.m. Registration

8:00 a.m. – 8:30 a.m. Continental Breakfast

8:30 a.m. – 11:15 a.m.

Closing General Session

Foundation for Rural Service (FRS) Update Stephen Milner, Board President, FRS Jessica Golden, Executive Director, FRS

Secretary of Agriculture Address

Sonny Perdue, Secretary, U.S. Department of Agriculture (Invited)

Secretary Perdue has been asked to share his perspectives on current national issues, the work of the Interagency Task Force on

Agriculture and Rural Prosperity, and other issues affecting the rural communications industry.

2017 and Beyond: What Makes This Year Different in Cybersecurity?

There's been a lot of hype in describing turmoil for security professionals. So why is this year different, and what should you be doing to cope with changes in the way cybercrime has ramped up? The panel gives their expert views on what has brought about current challenges, and discusses defense strategies.

Building a Telehealth Toolkit for Rural Carriers

A panel of rural health care experts and a rural carrier discuss telehealth success stories that can be replicated for success. Explore how these ideas can be harnessed to create a toolkit or checklist that could be used by telcos wanting to collaborate with health care providers.

Unleash Your Inner Tyrant!

Jeff Havens, Veteran Comedian and Author

Veteran comedian-turned-corporate speaker
Jeff Havens helps managers and executives
become better leaders by showing them
everything they should avoid. Havens

employs his trademark wit and reverse psychology to teach attendees the worst of all leadership practices, including how to create a culture of fear and mistrust, how to oppress and demoralize employees, and how to stand firm in the face of all change—before wrapping up with a serious conversation about the kind of leaders we should all strive to become.

8:30 a.m. - 3:30 p.m.

Tour 8: The Simple Life: Pennsylvania's Amish

9:30 a.m. – 3:30 p.m.

Tour 9: Winterthur Museum and Country Estate

NTCA Fall Conference Adjourns



Special Events

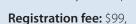
NTCA EduTour: Connecting Communities Through Safe Water and Fast Networks

Earn an NTCA Credit on a Sunday EduTour Sunday, September 24, 2017 • 1:30 p.m.-5:00 p.m.

NTCA Certificate Credit B107

Visit one of the country's oldest public utilities and learn how sustainable water treatment is just as vital as reliable broadband networks. **The Fairmount Water Works** is a national historic landmark and a

civil engineering marvel. It was designed and constructed in 1815 to provide safe, clean drinking water to a city on the cusp of remarkable growth. The tour features an educational experience about the value of clean water and public stewardship of local watersheds. The EduTour also features an on-site seminar on the important role of broadband networks in community development and what ISPs can learn from public utilities.



Includes tour, education program, snacks and beverage. Tour registrations are nonrefundable for no-shows and cancellations after Friday, August 18.



NTCA Rural Broadband PAC/RTAF present: John Adams' Philadelphia

Sunday, September 24 • 10:30 a.m. - 2:30 p.m.

Join NTCA Rural Broadband PAC (formerly TECO) for a day experiencing the sites that make Philadelphia the birthplace of our nation. See where Jefferson rented the two second-floor rooms and drafted the Declaration of Independence, the Pennsylvania State House (Independence Hall),



Photo Credit: Photo by Jeff Fusco for PHLCVB

Congress Hall (site of the U.S. Congress from 1790–1800), Old City Hall (home of the first Supreme Court) and the President's House (where George Washington and John Adams both lived during their presidencies in Philadelphia). Enjoy a three-course lunch between attractions at City Tavern hosted by "President John Adams."

Registration fee: \$125/person.

For questions or information on sponsorship opportunities, contact Michelle Ly at (703) 351-2033.

This event is open to all attendees and benefits NTCA Rural Broadband PAC's administrative fund (the Rural Telecommunications Administrative Fund [RTAF]) and NTCA advocacy efforts.



FRS Cornhole Tournament

Sunday, September 24 • 4:30 p.m. – 7:00 p.m.

Ready to win great prizes? The FRS cornhole

tournament is back. Sign up to see if you're the best cornhole player at Fall Conference, and you could win. Support FRS and start friendly challenges with

board members and colleagues. This exciting event is held during the Sunday Welcome Reception.

Cornhole is an easy game that everyone can play.



It's similar to horseshoes, except you use wooden platforms and corn bags in place of horseshoes and metal stakes. You will be placed on a team or can choose your own team when you register online. Cash prizes are given to the top three teams.

Registration fee: \$45/person

FRS Fundraising Event: Spirit of Philadelphia Dinner Cruise

Monday, September 25 • 6:30 p.m. - 9:30 p.m.



Dining, dancing and Ben Franklin? Support FRS and join your colleagues on this fun-filled, fundraising event aboard the Spirit of Philadelphia. Enjoy an extensive dinner featuring an array of salads, five entrée choices and a dessert buffet. A rocking deejay will have you dancing the night away, or hang out with "Ben Franklin" while he shares his insightful wisdom while showing you some of his favorite Philadelphia sights.

Registration fee: \$150/adult.

Includes: dinner buffet, hosted wine and beer bar, and round-trip transportation. Forty-five dollars of the ticket price is tax deductible.

The Foundation for Rural Service (FRS) is a nonprofit, 501(c)(3) organization. All proceeds from the event will benefit the foundation's programs and initiatives.

Tours

For complete descriptions: www.ntca.org/FallConference

Tour 1 & 8: The Simple Life: Pennsylvania's Amish Sunday, September 24, 8:30 a.m. - 3:30 p.m. and Wednesday, September 27, 8:30 a.m. - 3:30 p.m. Cost: \$140, includes lunch

The Simple Life: Pennsylvania's Amish is a full-day tour to the beautiful countryside of nearby Lancaster County, home of one of the largest Amish communities in the United States.

Tour 2: Longwood Gardens & Chaddsford Winery

Sunday, September 24, 9:00 a.m. - 4:00 p.m. Cost: \$135, lunch voucher provided

Longwood Gardens, America's premier horticultural center, majestic gardens, natural woodlands and colorful meadows. Followed by a wine sampling at nearby Chaddsford Winery.

Tour 3: Colonial Philadelphia Experience

Monday, September 25, 9:00 a.m. - 1:00 p.m. Cost: \$67

Tour Philadelphia's modern day Market Street, Independence National Historical Park and neighborhoods where the Founding Fathers lived.

Sites include: Liberty Bell Center, Independence Hall, Congress Hall, Benjamin Franklin's print shop, Betsy Ross House, Christ Church and more.



Tour 4: Valley Forge

Monday, September 25, 9:45 a.m. - 3:15 p.m. Cost \$95, includes lunch

Discover History at Valley Forge National Historical Park. Your guide provides a great overview of the Valley Forge story.

Tour 5: Philly Top to Bottom

Monday, September 25, 1:00 p.m. - 5:00 p.m. Cost: \$73

Discover Philadelphia from top to bottom starting with a visit to Philadelphia's newest attraction, One Liberty Observation Deck followed by a tour from the grand colonial beginnings to Philadelphia's modern metropolis of today.



Tour 6: Movie Tour of Philadelphia

Tuesday, September 26, 1:00 p.m. - 4:00 p.m. Cost \$75

Put yourself in the movie sites from notable films made in Philadelphia such as Rocky, The Sixth Sense, Blow Out, Trading Places, Philadelphia and many more.



Tour 7: Taste of Philly: A Walking Tour

Tuesday, September 26, 1:30 p.m. – 4:00 p.m. Cost: \$80

Indulge in food, history, culture and fun in the heart of Philadelphia. Includes six stops, more than two hours of indulging and less than 30 minutes of walking.



Tour 9: Winterthur Museum and Country Estate

Wednesday, September 27, 9:30 a.m. - 3:30 p.m. Cost: \$115, lunch voucher provided

Winterthur, an American country estate with a 60-acre naturalistic garden, is the former home of Henry Francis du Pont (1880–1969). Your visit will immerse you in another time and place, where you'll rediscover America's heritage.



Registration Information

Register at www.ntca.org/FallConference

Meeting Registration Fees	Early-Bird (Deadline August 4)	Regular (Deadline September 19)	On-Site (Deadline September 19)
NTCA Member Delegate	\$769	\$869	\$969
Best Value Package (includes Live Learning Center Sessions; members only)	\$829	\$929	\$1,029
EduTour	\$99	\$99	\$99
Nonmember Delegate	\$1,069	\$1,169	\$1,269
Spouse/Guest	\$319	\$339	\$379
FRS Cornhole Tournament	\$45	\$45	\$45
FRS Event: Spirit of Philadelphia Dinner Cruise	\$150 (\$95/child under 12)	\$150 (\$95/child under 12)	\$150 (\$95/child under 12)
NTCA Rural Broadband PAC/RTAF present: John Adams' Philadelphia	\$125	\$125	\$125

All conference attendees must register in order to attend conference events. Badges are required for all events.

The registration fee includes admittance to all general and concurrent sessions, roundtable discussions, the spouse session, Monday and Wednesday's continental breakfast, and both the Welcome and #ruraliscool receptions. Additional charges apply for tours, FRS and PAC/RTAF events.

Best Value Package

Extend the Value of the Conference to Your Whole Team

The 2017 Fall Conference concurrent sessions deliver engaging content and applicable business strategies to grow your telco. When you purchase the Best Value Package, you get access to all of the recorded 2017 Fall Conference concurrent sessions on the Live Learning Center so you can share them with your team.

Hotel Reservations

Hotel cutoff: August 4

The NTCA-The Rural Broadband Association housing bureau, SPARGO, handles all hotel reservations for the 2017 Fall Conference. Reservations will be accepted online at https://show.jsparqo.com/ntca17f/housing or by phone at 703-654-6938. Make your reservations within the NTCA block to receive the best room rate.

Hotel Information



Philadelphia Marriott Downtown

1201 Market St. Philadelphia, PA 19107 Room Rate: \$256 single/double

Parking

Valet-parking only \$54/day



Courtyard Philadelphia Downtown

21 North Juniper St. Philadelphia, PA 19107 Room Rate: \$224 single/double

Parking:

Valet-parking: \$54/day Self-parking: \$37/day

Transportation

Delta Air Lines, Hertz and SuperShuttle all offer discounts on 2017 Fall Conference transportation.



To view complete housing details, transportation and the discount codes, visit www.ntca.org/fallconference.

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For sponsorship and advertising opportunities at the Fall Conference, contact Michele Coleman, manager, associate engagement, at (703) 351-2089.

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