

Oregon Telecommunications Association
&
Washington Independent Telecommunications Association

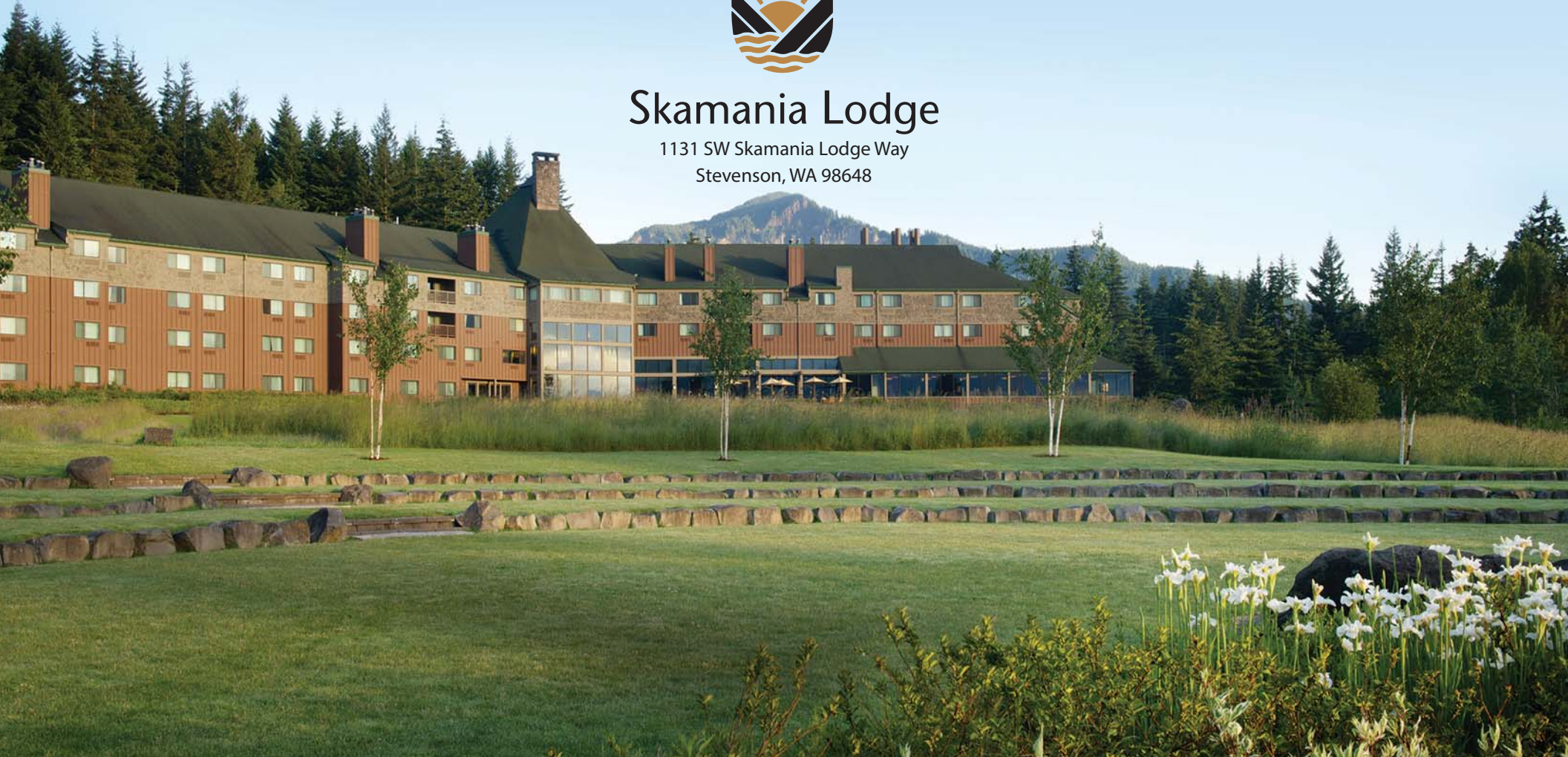
Joint Annual Conference

June 5-7, 2017



Skamania Lodge

1131 SW Skamania Lodge Way
Stevenson, WA 98648





OTA/WITA Joint Annual Meeting

Program Agenda

Monday, June 5th

- 7:00 a.m. - 5:00 p.m. Registration Desk Open
- 7:00 a.m. - 8:30 a.m. Golf Tournament Registration at the Club House (Continental Breakfast begins at 7:00 a.m.)
- 8:30 a.m. - 2:00 p.m. Golf Tournament
- White Water Rafting on the White Salmon River (round trip transportation provided, departing from main entrance at lodge at 8:00 a.m. and returning about 1:30 p.m.).
- Zip Line Adventure (suit up with your guides in front of the Zip Line Office at 10:00 a.m. for a 2 1/2 hour excursion).
- 8:30 a.m. - 4:00 p.m. Exhibit Set-Up
- 6:00 p.m. - 7:00 p.m. Welcome Reception with Exhibits
- 7:00 p.m. - 9:30 p.m. Scholarship Foundations Silent Auction & Banquet

Tuesday, June 6th

- 7:00 a.m. - 5:00 p.m. Registration Desk Open
- 7:00 a.m. - 7:30 p.m. Exhibit Hall Open
- 7:00 a.m. - 8:00 a.m. Buffet Breakfast
- 8:00 a.m. - 8:15 a.m. Welcome & Introductions - *Brant Wolf, OTA and Betty Buckley, WITA*
- 8:15 a.m. - 9:15 a.m. **General Session I**
Speaker, Storyteller, Comedian Brett Hollis will get our Annual Meeting off to a good start with his motivational message and presentation.
- 9:15 a.m. - 10:00 a.m. **General Session II**
Federal Issues Update - Our friends from NTCA - The Rural Broadband Association, WTA - Advocates for Broadband and the National Exchange Carrier Association will provide us with the latest information from Washington, D.C.
- 10:00 a.m. - 10:30 a.m. Break and Visit with Exhibits
- 10:30 a.m. - 11:15 a.m. **General Session III**
Managed WiFi Panel Discussion - This panel will enlighten attendees on what could become an increasingly important service our members provide.
- 11:15 a.m. - 12:15 p.m. **General Session IV**
MBR Training and Consulting will offer tips and training for engaging all your company's employees in the sales effort.
- 12:15 p.m. - 1:30 p.m. Luncheon
- 1:15 p.m. - 2:30 p.m. WITA Annual Membership Meeting & Board Meeting
- 1:30 p.m. - 2:30 p.m. Oregon Legislative/Regulatory Report - presented by Brant Wolf, OTA Executive Vice President
- 2:30 p.m. - 2:45 p.m. Break and Visit Exhibits
- 2:45 p.m. - 3:45 p.m. Concurrent Sessions
Session I:
"Reducing the Cost of Fiber Networks Today and Tomorrow."
- presented by Tom Warren, Application Engineer with Clearfield, Inc.
Session II:
"Cyber Security / Ransomware Panel."
- presented by CCI Systems
- 3:45 p.m. - 4:00 p.m. Break and Visit Exhibits
- 4:00 p.m. - 5:00 p.m. Concurrent Sessions
Session III:
"Marketing for Telco's."
- presented by Pivot Group
Session IV:
"Pole Wars: Beyond the Pole Attachment Agreement."
- presented by Mack Dickerson, SR/WA, Vice President - Tierra Right of Way Services, Ltd.
- 6:30 p.m. - 7:30 p.m. Reception with Exhibits
- 7:30 p.m. - 9:30 p.m. Annual Banquet & Awards Ceremony

Wednesday, June 7th

- 7:00 a.m. - 9:00 a.m. Registration Desk Open
- 7:00 a.m. - 8:00 a.m. Buffet Breakfast
- 8:00 a.m. - 9:15 a.m. **General Session V**
Yumei Wang, Geotechnical Engineer with the Oregon Department of Geology and Mineral Industries will discuss the potential impact of a Cascadia Earthquake and how to prepare for such an event.
- 9:15 a.m. - 9:30 a.m. Break
- 9:30 a.m. - 10:45 a.m. **Closing General Session**
Abby Rollins, Director of Financial Planning at Aldrich CPAs + Advisors (formerly AKT) will join us for an update on the economy and stock markets in light of the current political environment and what is expected in the near future.
- OTA Annual Membership Meeting will begin 20 minutes after the final session concludes.**
- 12:30 p.m. Annual Conference Adjourns

Activities

In addition to the Annual Golf Tournament, we are offering an on-site adventure with the Zip Line Crew at Skamania. We are also offering an exhilarating white water rafting trip on the White Salmon River!

Zip with the Skamaniacs!

Take in the beauty of the majestic Columbia River Gorge and surrounding mountains; experience a tour full of adrenaline and adventure as you fly suspended by a cable over the moss covered first of the rain forest canopy. You'll encounter 7 zip lines (from 100 to over 900 feet in length), ramps, stairs, 3 sky bridges, tree decks, some light trail walking and an auto rappel. Experienced guides will educate and entertain you with a vast array of information on native plants and animals as well as the overall history of the area. The tour will take approximately 2.5 hrs.

To find out more about this exciting adventure visit:
www.zipskamania.com
facebook.com/SkamaniLodgeZipLinetour
twitter.com/SkamaniaZipLine

There is no age limit; however, there is a weight requirement of 60 to 275 lbs. No prior injuries and or surgeries that limit the use of extremities and no pregnancies. No open toed shoes allowed (hiking boots preferred). Helmet, top of the line harness and pulley system provided.

Rafting Adventure on the White Salmon River

Experience a Class III whitewater (class IV in spring high water) trip on the White Salmon River with Zoller's Outdoor Odysseys! All on river clothing provided (including shoes) except your base layer of swim suits or shorts. Type "V" life jackets, paddle and helmet are also included as well as round trip transportation from the hotel. Be ready for an exciting, fun and wet experience! For more information on Zoller's Outdoor Odysseys visit www.zooraft.com.

Conference Registration

ALL registration and activity forms must be received in the OTA office by Monday, May 22, 2017. Registration fees: OTA-WITA member (includes non-employee spouse) \$565.00, Non-member \$765.00. Non-employee spouses and guests may purchase a guest meal package for \$225.00, which covers all meal functions and receptions.

For registration forms received after May 22, 2017, an additional fee of \$25.00 will be added. See the enclosed registration form for event fees. The registration fee includes: meals, non-employee spouse or guest registration, program sessions, breaks, receptions, materials, and one registration gift. The attendee registration fee does not include recreational activities.

All conference information and forms are available on the OTA website: www.ota-telecom.org and the WITA website at www.wita-tel.org. You can register on-line and pay with a credit card through OTA's website with our secure system. You also have the option to be invoiced for payment. If you prefer, you can print the form, fill it in and mail with your check.

All cancellations must be received in writing by May 22, 2017. Refunds will be processed within 3 weeks after the close of the conference. Due to contractual obligations, we regret that refunds cannot be granted after May 22, 2017. **Late cancellations or "no-shows" will be charged at the full rate.** OTA/WITA assume no liability for non-refundable transportation costs, hotel accommodations or additional costs incurred by registrants.

If you require special arrangements in order to fully participate in the conference, please call the OTA office so we can discuss how to meet your needs. The dress code for the conference is "Resort Casual."

Resort Reservations

All room rates are non-commissionable, net rates, subject to tax, which is currently 7.7%, and occupancy tax, which is currently 2%. In addition to the rates set forth here, there will be a daily resort fee of \$18.00 per room, per night.

Reservations: Please call 844-432-4748 and ask for the OTA-WITA Annual Meeting group rates. You may also make your reservation on line at www.skamania.com. **Our group ID code is 1XW199.**

Single/Double Occupancy

Superior Forest Rate.....	\$169.00
Forest Fireside Rate	\$189.00
Superior River Rate	\$189.00
River View Fireside Rate	\$209.00
Premium River Rate	\$209.00
Premium River Fireside Rate	\$229.00
Woodland Suite Rate	\$299.00
Hood River Suite Rate.....	\$459.00

RESERVATION DEADLINE: May 4, 2017

Oregon Telecommunications Association & Washington Independent Telecommunications Association

2017 Joint Annual Meeting Registration

Conference Registration

Attendee Name (as to appear on badge) _____
 Spouse/Guest Name (as to appear on badge) _____
 Company _____ Phone () _____
 Address _____
 City / State / Zip _____ E-mail _____

Events		Attendee	Guest
Full Member Registration (includes all meals, receptions & meetings)	\$565.00	<input type="checkbox"/>	
Non-Member Registration (includes all meals, receptions & meetings)	\$765.00	<input type="checkbox"/>	
Spouse / Guest Registration (includes all meals, receptions & meetings)	\$225.00		<input type="checkbox"/>
Exhibit Fee (see additional details on reverse side)	\$150.00	<input type="checkbox"/>	
White Water Raft Trip	\$130.00	<input type="checkbox"/>	<input type="checkbox"/>
Zip Line with the Skamaniacs	\$100.00	<input type="checkbox"/>	<input type="checkbox"/>
Late Fee (for registrations submitted after May 22, 2017)	\$25.00	<input type="checkbox"/>	

Golf Tournament

Golf Fee - Member / Non-Member (please note details & complete reverse side)	\$135.00	<input type="checkbox"/>	<input type="checkbox"/>
Sponsorship - Golf Tournament Hole	\$150.00	<input type="checkbox"/>	

Conference Sponsorships

Telecom Provider Member Conference Sponsorship			
Platinum	\$2,000.00	<input type="checkbox"/>	
Gold	\$1,000.00	<input type="checkbox"/>	
Silver	\$750.00	<input type="checkbox"/>	
Bronze	\$500.00	<input type="checkbox"/>	
Associate Member Conference Sponsorship			
Platinum	\$1,000.00	<input type="checkbox"/>	
Gold	\$500.00	<input type="checkbox"/>	
Silver	\$250.00	<input type="checkbox"/>	
Bronze	\$100.00	<input type="checkbox"/>	

Scholarship Foundation Contribution / Silent Auction Contribution

If you are making a cash donation to the foundation, please enter the dollar amount you wish to contribute. If you are donating an item to be auctioned, please include a brief description along with the purchase price of the item. This information is necessary so that we can provide receipts to you for your donation for tax deduction purposes.

Cash Contribution: \$ _____ **Description of Item(s):** _____

Purchase Price of Donated Auction Item(s): \$ _____

Please deliver your auction item to the OTA/WITA Annual Meeting Registration Desk at Skamania Lodge no later than 3:00 pm on Monday, June 5th. If you will not be attending the Annual Meeting, but wish to make a donation, please send your donations to your association's Scholarship Foundation two weeks prior to the conference.

Total Amount Due (registration, activities, sponsorship & scholarship donation)

\$ _____

Exhibitor Registration Information:

Please note that the first two (2) persons from an exhibiting Company must pay the full member (or non-member) registration fee. Each additional representative of the exhibiting company is required to pay only the "guest registration" fee.

Eight-foot skirted tables will be available for your exhibit. We will not be using pipe and drape. Table-top or free-standing exhibits are acceptable. The area available for exhibit set-up is approximately 8 feet wide by 4 to 6 feet deep.

Contact Person _____ Phone () _____ Email _____

Please indicate if you will need power to your exhibit table: Yes No

Exhibit Set-Up: Monday, June 5th from 8:30 a.m. - 4:00 p.m.

Exhibit Hours: Monday, June 5th from 6:00 p.m. - 7:00 p.m. and Tuesday, June 6th from 7:00 a.m. - 7:30 p.m.

Shipping Instructions: Packages must NOT be sent more than 48 hours prior to the show and shipped out within 3 days after our event. It is very important to label all shipments properly. Skamania Lodge does not take responsibility for returned/refused items because of improper labeling.

Ship to: Your Name, Company Name, plus "Hold for Arrival Date of June 5, 2017 OTA-WITA Joint Annual Meeting" - Skamania Lodge - 1131 SW Skamania Lodge Way, Stevenson, WA 98648

Exhibit Breakdown: Exhibitors are free to breakdown their displays after the evening reception on Tuesday, June 6th. Packaging for shipping must be ready by 9:00 a.m. Wednesday, June 7th. Packaging & labeling for pickup is exhibitor's responsibility.

Golf Registration Information:

This tournament will have a shotgun start and a scramble play format, with each team consisting of four players. **Proper golf attire is required. Please adhere to the dress code. Collared shirts for men, appropriate tops for women and soft spikes on golf shoes.**

Golf fees include: Continental breakfast, greens fees, shared cart, range balls, bag handling, and two beverage/snack tickets. Golf awards will be announced during the banquet Tuesday evening. The tournament helps support the OTA and WITA Scholarship programs. Thank you for your generous support of these important programs!

Registration: 7:00 a.m. to 8:30 a.m. **Golf:** 8:30 a.m. to 2:00 p.m.

If you would like to request specific teammates, please list your request here. All players must submit separate conference registration forms. This area is just for requesting player preferences and listing handicaps. We do our very best to accommodate all requests.

Golfer #1 _____ Handicap _____

Golfer #2 _____ Handicap _____

Golfer #3 _____ Handicap _____

Golfer #4 _____ Handicap _____

Payment (if full payment is not included with your registration, an invoice will be generated and sent to you)

Enclosed is a check for: \$ _____ (Make check payable to OTA) Please bill my company: PO# _____

You may pay with a credit card by registering for this event at www.ota-telecom.org or call the OTA office to process your payment by phone.

If you have any special requirements (i.e. dietary restrictions, handicap access, etc.) please let us know.

**All forms available on line at both association web sites at www.ota-telecom.org and www.wita-tel.org
Please return forms to the OTA office by mail, fax or email no later than May 22, 2017.**

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