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**Highlighting the State Role in Promoting Broadband  
Minnesota's Story: 9:15 - 10:15 a.m.**

**Workshop Speakers**

**Matt Schmit, State Senator**

**Ron Kresha, State Representative**

**Margaret Anderson Kelliher, Minnesota High Tech Association, Governor's Task Force on Broadband**

**Dan Dorman, Greater Minnesota Partnership**

**Danna MacKenzie, Office of Broadband Development, Minnesota Office of Employment and Economic Development**



**Matt Schmit**, elected in 2012 to the Minnesota Senate, represents District 21 in southeastern Minnesota. He is a lifelong resident of Red Wing, MN, a former school teacher, and a former member of the Saint John's University School Board. Today, Matt is the Vice Chair of the Jobs, Agriculture, and Rural Development Committee. He is a small business owner and a public policy consultant. He holds a Bachelor of Arts degree in Political Science and a Bachelor of Science degree in Biology from Saint John's University. He attended the Hubert H. Humphrey School of Public Affairs at the University of Minnesota, graduating with a Master of Arts degree in Economics and a Master of Arts degree in Public Policy. Matt is encouraged to see the state tout its strengths and achievements and to extend economic growth to all corners of the state of Minnesota.



**Ron Kresha** was elected in 2012 to the Minnesota House of Representatives and serves District 9B which covers Morrison and five townships in Todd County. Ron is currently the CEO of Golden Shovel Agency, which specializes in rural economic development and marketing for cities and counties. In 1994 he began teaching in Ivanhoe, MN and quickly realized how empowered students could become when connected globally. In 1996, Ron was leading the charge in Central Minnesota to connect schools to the Internet. During this time he pulled cable, terminated wire, and programmed routers for schools. In 2000, he co-founded Atomic Learning which delivers online learning globally. Ron understands the importance of public-private partnerships to improve broadband in Rural Minnesota.





**Margaret Anderson Kelliher** is the President and CEO of the Minnesota High Tech Association (MHTA). Together with the association's 350 member companies and organizations, Margaret works to fuel Minnesota's prosperity through innovation and technology. United behind a common vision to make Minnesota one of the country's top five technology states, MHTA members represent various technology sectors, including IT, bio-sciences, advanced manufacturing, clean, green and edtech. Prior to MHTA, Margaret served in the Minnesota State Legislature, including two terms as Speaker of the Minnesota House of Representatives.

Characterized as the "calm inside the storm" by the Star Tribune, Margaret has demonstrated she is a strong, pragmatic leader. As House Speaker, she guided passage of a nation-leading renewable energy standard, built a broad coalition to enact Minnesota's first comprehensive transportation funding bill in twenty years and was a champion of Minnesota's Angel Investment Tax Credit. In 2012, Margaret was appointed to the Minnesota State Colleges and Universities (MnSCU) Board of Trustees. She chairs Governor Dayton's Broadband Task Force, as well as teaches at the University of Minnesota's Humphrey School of Public Affairs. She also serves on the Board of Directors for the YWCA of Minneapolis, the Greater Twin Cities United Way and Textile Center of Minneapolis. Margaret graduated with a B.A. in Political Science from Gustavus Adolphus College. She earned her Master's in Public Administration from the Kennedy School of Government at Harvard University. Margaret and her husband live in Minneapolis; they have two college aged children.



**Dan Dorman**, Executive Director, joined the Partnership staff in 2013. Prior to his work with the Partnership, Dorman was executive director of the Albert Lea Economic Development Agency from 2007 until August 2013. In addition, Dorman served in the Minnesota House of Representatives from 1998 until 2006.

In his final term, Dorman was the chair of the Capital Investment or Bonding Committee. He also served as vice-chairman of Jobs and Economic Development Finance Committee and was a co-author of the JOBZ legislation. Dorman was recognized five times by the Coalition of Greater Minnesota Cities for his work on behalf of Greater Minnesota, including receiving their Legacy Award when he chose not to run for re-election in 2006.

During his tenure in office, Dorman was able to get the Albert Lea local option sales tax passed and secured funding for the cleanup of the closed landfill at Edgewater Park, funding for the Blazing Star Bike Trail, a grant to the City of Albert Lea for library improvements, a \$500,000 grant to Freeborn County for County Road 46, and a grant to Freeman Township for improvements to the road into the Exol development park.

Dorman, an Albert Lea native, is a graduate of the University of Minnesota and holds a bachelor's degree in political science. He is currently a member of the boards of the Riverland Community College Foundation and the Albert Lea Community Foundation.

Dorman is a co-owner of Hanson Tire Service in Albert Lea and was an active manager of the store since 1988. He now has very limited day-to-day responsibility and devotes his energies to the Partnership.





**Danna MacKenzie** joined the State of Minnesota in January to head up their new Office of Broadband Development, which is housed within the Department Employment and Economic Development. As Executive Director, MacKenzie leads broadband strategy and program development efforts within the state and provides support to both the Governor's Subcabinet on Broadband and the state's Broadband Task Force. MacKenzie currently oversees the execution of the state's new \$20M Border-to-border Broadband Infrastructure Incentive fund that was passed during the 2014 legislative cycle.

Prior to joining the Office, MacKenzie served as technology director for Cook County, Minnesota for 17 years, where one of the roles she held was that of administrator for the Cook County Broadband Commission, which was instrumental in bringing fiber to the home to the whole of the rural community. During these years she also served as a member of the Blandin Foundation Broadband Strategy Board focusing on connectivity and broadband use throughout the rural parts of the state.





**Building a Community Broadband Roadmap**  
**Ingredients for Successful Projects: 11:15 - 12:30 p.m.**

**Workshop Speakers**

**Elwood Downing, Merit Network, Inc.**  
**Seth Arndorfer, Dakota Carrier Network**  
**Rick Mervine, Alderman**

**Maria Alvarez-Stroud, University of Wisconsin Extension**



**Elwood Downing** is the Vice President of Membership Outreach and Engagement for Merit Network, Inc., Michigan's high-speed research and education network. Since joining Merit in 1995, he has provided strategic leadership, technical consulting, and service engagement to Merit's 250 and growing member organizations, which include public universities, private colleges, community colleges, K12 organizations, research organizations, government, health care, and nonprofit organizations.

Mr. Downing currently oversees Merit's Member Relations, Sales, Marketing, Product and Software Development, and Professional Learning departments, ensuring that Merit's membership receive superior service through technology, outreach, and educational initiatives. Along with his staff, he assists current and potential members in the educational and research sector with network strategy and service implementation. Mr. Downing is Merit's liaison to the Merit Advisory Council, serves on the Merit/Internet2 Collaboration Team, and a member of the Internet2 K20 Advisory Committee. He has project managed and provided leadership with fiber-optic builds as well; most recent geographical fiber projects included Alpena, Hillsdale, and Iron Mountain. His team is leading the communication and outreach of the ARRA NTIA/BTOP funded REACH-3MC project, which consist of over 2,250 miles of fiber-optic network infrastructure in 52 counties in Michigan's Upper and Lower Peninsula.

Mr. Downing joined Merit Network in 1995, as a Computer Systems Consultant on the Merit/CoNDUIT project team where he provided Internet connectivity training for the project's small business partners and served on the small business advisory board. He came to Merit from the business industry, with over 15 years of IT management and customer relations experience. He holds a B.A. in Business Administration with a specialization in Business Information Systems from Eastern Michigan University.



**Seth Arndorfer** was named as DCN's new CEO after the retirement of Evan Hass in August 2013. DCN and its 15 independent telephone Owner companies operate a 40,000 mile fiber optic infrastructure that provides service to virtually every community in North Dakota.

Mr. Arndorfer has been working in North Dakota's telecommunications industry over the past 17 years. His career in telecommunications began at one of DCN's Owner companies, Consolidated Telcom in Dickinson, ND in 1997. In 2002, Mr. Arndorfer joined DCN, where he has served various roles such as business and product development, marketing, sales, and management.

Mr. Arndorfer holds a bachelor's degree in Business from Dickinson State University, and an Executive MBA from the University of Mary. Seth lives in Bismarck, ND with his wife Ali and their two boys.





**Rick Mervine** has a career spanning 33 years in a broad ranging management consulting and community service and has maintained focus on strategic thought/action. After a successful early career in advertising and marketing representing Fortune 500 firms, Rick ventured on his own to bring strategic planning to smaller companies, governmental or not-for-profit organizations and, in the process, helping to fix those that were broken. It has also led to client companies being listed on the INC 500 List of Fastest Growing Companies as a direct result of this work.

More recently in 2008, involvement in his local community for the last 23+ years as a volunteer and project leader led to a seat on the City Council as an Alderman for the 8th Ward in Aurora, Illinois. This has led to his participation in its economic development planning and financial oversight.

In 2011, this work led to an active involvement as a volunteer and board member helping to develop a not-for-profit organization, OnLight Aurora, to make the City of Aurora fiber optic network available to community anchor institutions that contribute to the advancement of the city and help foster economic development. His writing of the original strategic plan has evolved into delivery of last mile services to education, healthcare, social service agencies, arts & entertainment and business for an economic development advantage. Rick and his wife Phyllis have grown children and reside in Aurora, Illinois.



**Maria Alvarez Stroud** is the Director of the University of Wisconsin- Extensions' Broadband & E- Commerce Education Center. From 2010-2013 she successfully led the NTIA federally-funded endeavors of UWEX, a \$45 million dollar effort bringing additional fiber to Wisconsin for community anchor institutions along with a community education and outreach effort to encourage broadband adoption.

She is a seasoned executive with more than 25 years of experience in creating new service streams and seeking out new ways of reaching underserved audiences.

Maria has done this work in a variety of settings, from the non-profit sector to public broadcasting and higher education. She is experienced in change management, strategic partnership advancement and fund development, having created numerous tools recognized nationally.

Throughout the course of her career Maria has successfully started her own business, been a management consultant for both for-profit and non-profit enterprises, instituted community engagement as a new core service of Wisconsin Public Television, was the founder and CEO of the National Center for Media Engagement, an entity of the Corporation for Public Broadcasting, and is now assisting UW-Extension with instituting broadband as a core community infrastructure throughout Wisconsin. She holds a BS in Psychology and Communications and a Masters in Public Policy and Administration from University of Wisconsin- Madison.





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**Deep Dive into Business Models**  
**The Upper Midwest Region as a Laboratory: 1:45 – 3:00 p.m.**

**Workshop Speakers**

**Greg Flanagan, Enventis**

**Gary Shelton, Scott County Administrator**

**Essam El-Beik, Illinois Century Network, Department of Central Management Services**

**Kevin Beyer, Farmers Mutual Telephone Company and Federated Telephone Cooperative**



**Greg Flanagan** is a communications industry veteran with more than 25 years of experience in product development, business development and technology sales. Greg has been with Enventis for 14 years. Prior to joining Enventis, Greg held various project and account management positions over a 13 year period with Electronic Data Systems as well as a design engineering position for several years with General Dynamics. Greg holds a Bachelor of Science Degree in Engineering from the University of Minnesota and is a graduate of the University of Minnesota Carlson School of Business, Minnesota Executive Program.



**Gary Shelton** received a degree in Business Administration in 1976. He began employment with Scott County on July 11, 1978. Greg has served Scott County in a number of very different and varied positions which have included Deputy County Administrator, Information Technology Manager, and Jail Administrator. He was appointed as the County Administrator in 2009 and continues in that capacity today. Outside of Scott County, Greg's activities have included participating as a member of the Board of Directors for Abbott Northwestern Hospitals Foundation for Living, the Sexual Violence Center and Southern Valley Alliance for Battered Women and also the formation of a start-up in 2000 of a small technology business that today employs about 50 people and operates in several states.



**Essam El-Beik** is a consultant with Illinois Century Network (ICN) helping manage broadband sales to the service provider community. Essam is also helping develop strategies for ICN network expansion throughout Illinois particularly for community anchor institutions. Prior to Illinois Century Network Essam worked at Zayo Group for three years responsible for broadband stimulus applications, where Zayo was awarded \$45M from federal stimulus funds for broadband in Indiana, Minnesota and Ohio. Prior to Zayo Essam spent 18 years working for Nortel Networks in wireline and wireless technologies in England, France and the US. Essam holds a Bachelors in Electrical Engineering and a Masters in Computer Science from Imperial College, London, and holds 2 patents in the field of wireless network technology.





**Kevin Beyer** started his career in Telecom after receiving his BA in Accounting from Gustavus Adolphus College when he took the position of Staff Accountant at Blue Earth Valley Telephone. Today, Kevin is the General Manager of Federated Telephone Cooperative, headquartered in Chokio, Minnesota and the General Manager of Farmers Mutual Telephone Company, headquartered in Bellingham, Minnesota. Combined, the two Cooperatives serve 1,800 square miles in West Central Minnesota and provide its customers with the latest telecommunications services on an all fiber network.

In addition to Mr. Beyer's management duties, he also serves the industry as a Board member of Pinnacle Publishing; a Board member of SourceOne Solutions; a Board member of Stellar Association; the current Chairman of the NECA Average Schedule Task Group Committee; and a Trustee for the NTCA R&S program. Beyer also served as a past Board member of Minnesota Telecom Alliance and a past member of the Blandin Foundation's Broadband Initiative Strategy Board.





**Tapping into Funding Streams**  
**Federal and Private Funding Options for Broadband Deployment and Adoption**  
**Projects: 3:15 – 4:55 p.m.**

**Workshop Speakers**

- Carol Matthey, Wireline Competition Bureau, Federal Communications Commission  
Keith Adams, U.S. Department of Agriculture, Rural Utilities Service  
Derrell Turner, Federal Highway Administration  
Bernadine Joselyn, C.K. Blandin Foundation  
Paul Weirtz, AT&T Minnesota  
Patrick Haggerty, CenturyLink



**Carol Matthey** has served as Deputy Bureau Chief of the FCC's Wireline Competition Bureau since March 2010, overseeing the Bureau's work on the landmark Connect America Fund and related implementation of universal service reforms. She previously served as a Senior Policy Advisor on the FCC's National Broadband Plan. She has nearly 30 years of experience developing telecommunications public policy and advising private sector clients on the intersection of business and regulation. Ms. Matthey was a director at Deloitte & Touche LLP from 2005-2009, providing consulting services to telecommunications and media companies, and private equity firms. Previously, she served in several management positions at the FCC, including a prior tour as Deputy Bureau Chief of the Wireline Competition Bureau from 2000-2005, and worked at the National Telecommunications and Information Administration from 1989 to 1994, advising the Administration on communications policy and privacy issues.



**Keith Adams**, Assistant Administrator for the Telecommunications Program, Rural Utilities Service (RUS), U.S. Department of Agriculture. Mr. Adams leads the administration of RUS's telecommunications and broadband loan and grant programs and oversees its approximately \$5 billion loan portfolio. Since 2006, Mr. Adams served as Division Chief in United States Agency for International Development's (USAID) Office of Food for Peace providing leadership for the government's largest resource for food aid and food security assistance, and working with private volunteer and International organizations, as well as other government agencies to meet its mission. Mr. Adams' tenure at USDA began in 2001 as a marketing specialist with the Foreign Agricultural Service (FAS). He has also served in various positions with the U.S. Small Business Administration and the U.S. Postal Service. Mr. Adams holds a Bachelor of Science degree from Shepherd University, where he majored in marketing and a Master of Science degree from the University of Maryland.







**Derrell Turner** is the Division Administrator for the Federal Highway Administration for Minnesota. Since 2009, Derrell has served as the Minnesota Division Administrator where he oversees the strategic management and delivery of the \$650 million Federal-aid program. He has championed numerous innovations and fostered creative solutions in Minnesota, including the promotion of Disadvantaged Business Enterprise Program initiatives, and the deployment of innovations and technologies to accelerate critical transportation projects such as the Trunk Highway 610 Extension. Prior to this assignment, Derrell served for 7 years as the Arkansas Assistant Division Administrator where he was instrumental in developing coalitions with Federal, State, and local agencies to resolve complex transportation issues. Derrell has also held other key positions in the South Carolina Division and the former Office of Environment and Planning. He began his career with the Federal Highway Administration in 1985 as a Highway Engineer Trainee.



**Bernadine Joselyn** has served as Director of Blandin Foundation's Public Policy & Engagement Program since 2001. Beginning in 2003, she led the foundation's broadband programming, including the Minnesota Intelligent Rural Communities (MIRC) project, a multi-sector, comprehensive approach to rural Minnesota broadband adoption. The \$6.6 million project, funded in part by federal stimulus dollars, was designed to reach each of Minnesota's 80 rural counties through education, training, technical assistance, and by removing barriers to broadband adoption. Through this work, 56,664 new households subscribed to broadband (2 percent above statistically anticipated growth); 60 new public access computer sites were opened; 9,000 Minnesotans participated in at least 16 hours of broadband training or education; 2,067 refitted and licensed computers were distributed to first-time computer owners; and more than 250,000 Minnesotans were reached through broadband outreach and awareness efforts. The project concluded in February 2013. Since then, Blandin Foundation trustees have committed an additional \$3 million to further the work on broadband adoption in rural Minnesota.

A Minnesota native, Bernadine has a Master's degree in international affairs and a certificate in Advanced Soviet Studies from Columbia University. She received her undergraduate degree from the University of Minnesota and a Master's degree in public policy from the University's Hubert H. Humphrey Institute. Bernadine served for seven years as a diplomat with the United States Department of State, including assignments in New Delhi and Moscow. She spent the better part of a decade living and working in Russia, including as Director of the Moscow office of the Eurasia Foundation, and Director of the Moscow office of the International Research and Exchanges Board.

Bernadine can be reached at 218-327-8728 and [brjoselyn@blandinfoundation.org](mailto:brjoselyn@blandinfoundation.org).





**Paul Weirtz** was named President of AT&T Minnesota in March 2013. For the 10 years prior to becoming President of AT&T Minnesota, Paul served as the Director of Government Affairs for AT&T Ohio, leading AT&T’s state legislative, regulatory and community initiatives in Columbus and across the state. Paul played a key role in AT&T Ohio’s passage of legislation impacting telecom reform, video franchise reform, scrap metal and E-911 funding.

A native of Akron, Ohio, Paul served as the Director of External Affairs in the Greater Akron region prior to his promotion to Columbus in 2002. Paul holds a Bachelor of Arts in History and Masters of Public Administration from the University of Akron. An honorably discharged veteran of the U.S. Marine Corp Reserve, Paul served stateside during Operation Desert Storm.

Paul and his wife Mary and their two daughters currently reside in the Minneapolis-St. Paul region.



**Patrick Haggerty**, and his team, represent CenturyLink’s Midwest Region, at the local, state, and federal levels of government. Patrick’s 20 years, in the telecom industry, have offered a diverse set of leadership experiences, including Network Operations, Regional Sales, and currently Public Policy and Government Affairs.

Headquartered in Monroe, LA, CenturyLink is the third largest telecommunications company in the United States and is recognized as a leader in the network services. The company is a global leader in cloud infrastructure and hosted IT solutions. CenturyLink provides data, voice and managed services in local, national and select international markets through its high-quality advanced fiber optic network and multiple data centers. The company also offers advanced entertainment services under the CenturyLink® Prism™.

