



ignite

co-opsconnect
workshop 2025



WORKSHOP AGENDA

MAY 12-14

The Vinoy Resort & Golf Club
St. Petersburg, Florida

PRE-WORKSHOP EVENTS

Monday, May 12

- 10:45 AM** Shuttle departs for The Vinoy Golf Club
- 12:00–5:00 PM** Co-ops Connect 2025 Golf Event sponsored by Dycom Brands
- 6:00–7:30 PM** Welcome Reception & Workshop Check-In



DAY 1 | 7:00 AM–9:00 PM

Tuesday, May 13

- 7:00–8:00 AM** **Breakfast**

- 8:00–8:15 AM** **WELCOME AND OPENING REMARKS**
Randy Klindt, Founding Partner and co-CEO

- 8:15–9:15 AM** **THE FUTURE OF FUNDING**
Jonathan Chambers, co-CEO

- 9:15–10:15 AM** **CONEXON FIBER-TO-THE-HOME EDUCATION SHOWCASE**
Conexon Account Management Team

- 9:30–10:15 AM** **ROUND TABLES & NETWORKING**
Fast-Tracking Fiber Construction and Design— John Gilmore & Mike Byrne
Smart Grid Communications and Network Hardening— Carl Meyerhoefer
Broadband Operations A to Z: NOC, Engineering and Call Center— Andy Burger
Co-op Boards: Education and Challenges— Randy Klindt & Jonathan Chambers

- 10:15–10:45 AM** **PANEL**
Streamlining Your Build: Innovations in Fiber Construction and Design
Moderator
John Gilmore, SVP, OSP Construction
Panelists
Mark Cook, Cumberland EMC (TN)
Kevin Morris, Washington EMC (GA)
Ben Thomason, Central Georgia EMC (GA)
Gary Ervin, Ervin Cable Construction (KY)

- 10:45–11:30 AM** **PANEL**
The Transformational Power of Smart Grid for Cooperatives
Moderator
Carl Meyerhoefer, SVP, Business Development
Panelists
Ron Barnes, Coast Electric (MS)
Gary Highley, Canadian Valley Electric Cooperative (OK)
Brandon Northcut, MidSouth Synergy (TX)

- 11:30–12:30 PM** **Lunch**



12:15–12:45 PM

ROUND TABLES & NETWORKING

FTTH Marketing, Communications and PR—Cindy Parks & Chesley Vague
Growing Your Commercial Sales—Kip Tibbitts & Abby Carere
Member Services Success—John Walburn & Abby Carere
Essential Network Regulatory and Compliance—Terie Hannay

12:45–1:15 PM

PANEL

Sales Strategies and Organizational Structures for Subscriber Acquisition

Moderator

Kip Tibbitts, Vice President of Sales and Account Management

Panelists

Coby Brown, Ozarks Electric Cooperative (MO)

Jennifer Brown, Cumberland EMC (TN)

Darren Farnan, United Electric Cooperative (MO)

1:15–2:00 PM

PANEL

Expanding the Role of Member Services for Customer Acquisition, Retention & Upsell

Moderators

John Walburn, Chief Operating Officer

Panelists

Melissa Gay, Central Virginia Electric Cooperative (VA)

Rhee Ivey, Central Georgia EMC (GA)

Adam Starr, Grady EMC (GA)

Tommy Thurmond, Habersham EMC (GA)

2:00–3:00 PM

PANEL

Broadband Breakthrough: Communications, PR & Marketing

Moderator

Cindy Parks, Vice President, Marketing Operations & Communications

Panelists

Leslie Barr, Kenergy (KY)

Mary Beth Horton, Habersham EMC (GA)

Leif Munkel, Pearl River Valley EPA (MS)

Jana Rosier, Osage Valley Electric Cooperative (MO)

3:00–4:00 PM

Break & Networking (panelists available for Q&A)

4:00–4:30 PM

THE CONEXON 100 CLUB AWARDS

Moderator

Randy Klindt, Conexon Founding Partner and co-CEO

4:30–5:30 PM

KEYNOTE PANEL

Lighting the Way to FTTH Success: The Conexon 100 Club

Moderator

Jonathan Chambers, Conexon co-CEO

Panelists

Chris Davis, Cumberland EMC (TN)

David Goodspeed, Oklahoma Electric Cooperative (OK)

Julius Hackett, Tri-County Electric Cooperative (FL)

Gary Wood, Central Virginia Electric Cooperative (VA)



5:30–6:00 PM THE CONEXON 100 CLUB CHAMPAGNE TOAST

6:00 PM DINNER CRUISE CHECK-IN AND BOARDING

6:30–9:00 PM CO-OPS CONNECT SUNSET DINNER CRUISE

DAY 2 | 8:00 AM–12:00 PM

Wednesday, May 14

8:00–9:30 AM BROADBAND BEGINNER BREAKFAST

Moderator

Carl Meyerhoefer, SVP Business Development

Panelists

Denny George, Central Florida Electric Cooperative (FL)

Virginia Harman, Mountain Parks Electric (CO)

Erik LaVine, Pearl River Valley EPA (MS)

Tony Tucker, Mitchell EMC (GA)

8:30–9:30 AM Breakfast

9:30–10:30 AM **PANEL**
Maturing Your Fiber Network: Where Do We Go Next?

Moderator

Randy Klindt, Conexon Founding Partner and co-CEO

Panelists

Herschel Arant, Central Georgia EMC (GA)

Bryan Ferguson, Habersham EMC (GA)

Ray Grinberg, Tri-County EMC (GA)

Kerry Kelton, MidSouth Electric (TX)

10:30–10:45 AM **Break & Networking** (panelists available for Q&A)

10:45–11:45 AM **PANEL**
Managing in the Face of Disaster: Solutions for Success

Moderator

John Gilmore, SVP, OSP Construction

Panelists

Julius Hackett, Tri-County Electric Cooperative (FL)

Mike McWaters, Suwannee Valley Electric Cooperative (FL)

Ronnie McWhorter, Conexon (MO)

Adam Wolfe, Conexon (MO)

11:45–12:00 PM **ADJOURN: PUTTING THE PIECES TOGETHER FOR FTTH SUCCESS**

Moderator

Randy Klindt, Conexon Founding Partner and co-CEO

12:00 PM **DEPARTURE – GRAB-AND-GO LUNCH**





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