

TOPIC: Ken Cartmell Joins JSI Regulatory Team

GREENBELT, MD, November 5, 2007 - John Staurulakis, Inc. (JSI) announces that Ken Cartmell has joined its regulatory staff. In keeping with its 45-year record of maintaining strong ties with its client base, JSI remains squarely focused on assessing - and shaping - the business environment in which independent providers operate.

With a background rooted in rate design and cost allocation development, Cartmell adds significantly to JSI's resources in helping clients anticipate and respond to the twists and turns of an uncertain regulatory and financial climate. Cartmell's policymaking experience and understanding of the complexities of the tariff process - and its real-world implications for service providers - will broaden JSI's reach as clients investigate pricing and service strategies and seek to take advantage of emerging opportunities in delivering advanced services in IP-based communications, information, and entertainment.

With almost 20 years' policy experience in tariff policy and rate analysis, Cartmell joined JSI in October as senior consultant - regulatory. He boasts a solid record in utility regulation and financial review that compliments JSI's two generations of active participation in the policy arena. He has followed many major telecommunications issues for more than 13 years, including the 1996 Telecom Act, the FCC's Unbundled Network Element and Triennial Review orders, spectrum management, network neutrality, and inter-modal competition.

Cartmell comes to JSI after six years with the District of Columbia Public Service Commission in Washington, D.C., where he most recently served as chief policy and legal advisor. With the commission, Cartmell reviewed orders, rules, and regulations promulgated by the Office of General Counsel and developed policy positions and legal interpretations concerning orders and notices from the FCC and the courts.

In addition, Cartmell worked with industry representatives and federal and state agencies to address local, regional, and national telecom and energy issues, and he represented the PSC in a variety of forums, including proceedings at the FCC, NARUC, and FERC. From June 2003 through June 2004, Cartmell served as acting executive director of the PSC, managing the daily activities of various offices, including the commission secretary, contracts and procurement, consumer services, and information technology.

Prior to his service with the D.C. PSC, Cartmell was executive director of federal regulatory affairs for US West. There, he determined and implemented policy and advocacy strategies on various FCC proceedings, including high-cost USF and other rural issues, interconnection, the schools and libraries program, truth in billing, and VoIP. Cartmell also directed US West's advocacy efforts at the FCC, on Capitol Hill, and at PUCs in the 14 states in the US West service territory. In addition, he represented US West as a liaison to the FCC, NARUC, Federal/State joint boards on universal service and advanced telecommunications services, as well as the RTF, USAC, RUS, and USTA.

Cartmell also spent more than 10 years in the energy sector, working in regulatory affairs and rate analysis for the Colorado Interstate Gas Co. in Colorado Springs. There, he participated in regulatory proceedings and rate cases, becoming adept in the review and development of cost of service studies, rate design, depreciation, capitalization, rate of return, cost allocation, and other policy issues. Cartmell earned a B.S. Degree in Business Administration from the University of Northern Colorado, a Masters Degree in International Management from the American Graduate School of International Management "Thunderbird", and a J.D. in Regulatory Law from George Washington University.

"Like all of telecom, the independent industry confronts the slings and arrows of an unstable regulatory landscape and the profusion of disruptive technologies," remarked Manny Staurulakis, JSI president. "We await 'deregulation' and 'level playing fields,' but the truth of the matter is that the staples of the regulatory environment - things like tariff development, rate design, and pricing - are more critical than ever if our clients are to maximize their competitive advantages. That's why we're so pleased to welcome Ken to our staff. He has almost two decades of extensive experience in regulatory and tariff policy, which he can bring to bear for our clients', benefit. He understands how the policy world works and brings a wealth of financial knowledge and regulatory problem-solving to the table that our clients can call upon to assess their own situations and opportunities - realistically."

JSI provides a full array of financial, management, regulatory, business development, image/identity, and strategic services, as well as education and software to independent telecom providers. Established in 1962, JSI today provides these services, and more, to hundreds of companies across the nation. JSI also offers analysis and review of such competitive-focused issues as pricing and bundling, VoIP and IPTV analysis, CLEC and video/cable operations, strategic partnerships, marketing and community outreach, and mergers/acquisitions. With more than 95 professionals on staff, JSI remains a leader in offering business solutions to community based, independent providers. In addition to its Greenbelt, Md., headquarters, JSI has regional offices in Atlanta, Minneapolis, Austin, and Salt Lake City.