

Committee on Energy and Commerce
U.S. House of Representatives
Witness Disclosure Requirement - "Truth in Testimony"
Required by House Rule XI, Clause 2(g)(5)

1. Your Name: Heather Burnett Gold		
2. Your Title: President & CEO		
3. The Entity(ies) You are Representing: The Fiber to the Home Council Americas. Its members (network operators, vendors & consultants) are listed at http://www.ftthcouncil.org/OurMembers		
4. Are you testifying on behalf of the Federal, or a State or local government entity?	Yes	No ✓
5. Please list any Federal grants or contracts, or contracts or payments originating with a foreign government, that you or the entity(ies) you represent have received on or after January 1, 2013. Only grants, contracts, or payments related to the subject matter of the hearing must be listed.		
6. Please attach your curriculum vitae to your completed disclosure form.		

Signature

[Redacted Signature]

Date: October 26, 2015

Heather Burnett Gold

PROFESSIONAL EXPERIENCE

Fiber to the Home (FTTH) Council Americas

November 2011 to Present

President and CEO

FTTH Council Americas is a lead member driven trade association representing builders and operators of fiber to the home networks in North, Central and South America

- Responsible for raising the industry's profile through public appearances, development and distribution of marketing materials including policy papers, and published articles in both trade and general press
- Responsible for growing the council's membership, meetings, conferences and exhibit revenues
- Develop and execute the FTTH Council vision and strategy
- Represent industry before local, state and federal policy makers

XO Communications

August 2004 to October 2011

Senior Vice President – External Affairs & Access Management

- Responsible for XO's \$600M+ Cost of Service strategy, including use of alternative vendors and relationships with incumbent local exchange providers; Increased company's gross margin over by 2 percentage points. XO had one of lowest cost of service as a percent of revenue in the industry.
- P&L responsibility for XO's wholesale long distance voice services, including exit strategy
- Creation and implementation of XO's Balanced Scorecard used for strategy execution
- Creation and execution of XO's public policy strategy including oversight of:
 - All company advocacy before the federal government, including Congress, the FCC, other federal agencies, and the White House, and with state legislative and regulatory entities
 - Identification and evaluation of key public policy issues that impact the company
 - All local, state and federal regulatory compliance issues including interconnection agreements
- Management of corporate public relations and responsibility for ensuring message consistency across business and functional areas

The KDW Group LLC

2001 to 2004

Principal

Co-founder of consulting firm serving the business and financial needs of entities involved in the communications industry. Provided oversight on the issues of operational and business review of market entry requirements, compliance reporting and monitoring, vendor management (both regulated and non-regulated) as well as state and federal regulatory lobbying. Consulting practice became profitable in twelve months during dot-com bust.

Intermedia Communications Inc.

1998 to 2001

Vice President – Industry Policy

- Served as primary public policy advocate before state and federal agencies and industry bodies
- Provided impact of public policy issues to Intermedia's bottom line for internal clients as well as Wall Street analysts
- Responsible for negotiations and implementation of all interconnection agreements with other carriers
- Managed all local, state and federal regulatory compliance

Association for Local Telecommunications Services, Inc. (ALTS)

1993 to 1998

President

- Developed small member-run association into professionally managed, nationally recognized voice for the competitive local telecommunications market
- Increased the revenues of the association seven-fold through membership marketing and effective promotion of meetings, conferences and exhibit attendance
- Developed ALTS vision and strategy
- Represented industry before state and federal regulatory Commissioners and before Congress
- Directly responsible for the inclusion of industry's key issues and concerns in the Telecommunications Act of 1996 and resulting Federal Communications Commission rules
- Created strong industry image through public appearances, development and distribution of marketing materials including policy papers, and published articles in both trade and general press

Competitive Telecommunications Association (CompTel)

1990 to 1993

Vice President - Industry Affairs

- Responsible for all of CompTel's business functions including:
- Finances - Managed contract accountants and auditing firms; responsible for all budgeting and expenditures of capital funds; responsible for management of all expenses except legal and legislative
- Membership - Responsible for membership solicitation and retention
- Carrier relations - Responsible for CompTel's interaction and relationships with all local telephone companies. Interceded on members' behalf in resolving conflicts with such carriers. Represented CompTel before industry forums
- Meetings and conferences - Determined site, program agenda, speakers, and solicited sponsorship dollars which accounted for over 50% of the association's annual revenues
- Provided business analysis for federal regulatory policy deliberations

EDUCATION

Harvard Business School – Executive Education

General Management Program

- First employee at XO chosen by CEO to attend five month residential program

Washington University - M.B.A.

- Concentration in Marketing and Finance
- Earned degree in part-time program while employed full-time

Tufts University - B.A. and M.A. degrees in Economics

- B.A. awarded Magna cum laude. Completed both degrees in four years

PROFESSIONAL AFFILIATIONS

Aeroprobe

Board of Directors

2010 to 2013

Aeroprobe is a small woman-owned company providing high tech solutions to the defense industry.

Commonwealth of Virginia's Broadband Advisory Council

2009 to 2011

Members of the Council were appointed by the Governor and approved by the General Assembly. The purpose of the Council is to advise the Governor on policy and funding priorities to expedite deployment and reduce the cost of broadband access in the Commonwealth.

Commonwealth of Virginia's Roundtable on Broadband Deployment

Subcommittee Co-chair, Community Outreach

2007 to 2008

Members were charged with developing a last-mile telecommunications blueprint for advancing Governor Kaine's goal of ensuring broadband access for every Virginia business and for encouraging deployment of broadband to underserved and unserved areas of Virginia. Developed an online "Community Toolkit" which provides complete resources for communities, taking them from the "wanting better broadband" stage to the implementation of a system.

LEAD VIRGINIA

Class of 2006

Modeled on the theory of social capital, *LEAD VIRGINIA* is a nonprofit and non-partisan organization that educates proven leaders about regional differences, opportunities and challenges across the Commonwealth.

2013 to 2015 - Executive Committee, Secretary

2007 to 2013 – Board of Directors: Chair of Scholarship Committee and member of the Compensation Committee

RECOGNITION

Women Who Mean Business – 2010

Washington Business Journal Recognition for Top 25 Businesswomen in Washington DC area

Women in Wireline 2013: Leaders shaping telecom services, innovation, and policy

FierceTelecom