

**Joseph Gillan**  
**Gillan Associates**  
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**Education**

B.A. Economics, University of Wyoming, 1978.  
M.A. Economics, University of Wyoming, 1979.

**Professional History**

*Gillan Associates, Economic Consulting (1987-Present)*

In 1987, Mr. Gillan established a private consulting practice specializing in the economic evaluation of regulatory policies and business opportunities in the telecommunications industry. Since forming his consulting practice in 1987, Mr. Gillan has advised business clients as diverse as AT&T and TDS Telecom (a small entrant seeking the authority to compete in a rural area). Mr. Gillan has testified over 280 times before approximately 40 state commissions. In addition, Mr. Gillan has testified before the state legislative committees in six states, he has filed testimony with the Senate Commerce Committee and testified before the Federal/State Joint Board.

*Vice President, US Switch, Inc. (1985-1987)*

Responsible for crafting the US Switch business plan to gain political acceptance and government approval. US Switch pioneered the concept of "centralized equal access," which positioned independent local telephone companies for a competitive long distance market. While with US Switch, Mr. Gillan was responsible for contract negotiation/marketing with independent telephone companies and project management for the company's pilot project in Indiana.

*Policy Director/Market Structure - Illinois Commerce Commission (1980-1985)*

Primary staff responsibility for the policy analysis of issues created by the emergence of competition in regulated markets, in particular the telecommunications industry. Mr. Gillan served on the staff subcommittee for the NARUC Communications Committee and was appointed to the Research Advisory Council overseeing NARUC's research arm, the National Regulatory Research Institute.

*Mountain States Telephone Company - Demand Analyst (1979)*

Performed statistical analysis of the demand for access by residential subscribers.

**Professional Appointments**

Guest Lecturer:	Northwestern University Law School 2007
Guest Lecturer:	School of Laws, University of London, 2002, 2008
Instructor:	Michigan State University, Regulatory Instructional Program, 2005-Present
Advisory Council:	New Mexico State University, Center for Regulation, 1985 – Present

**Professional Appointments (Continued)**

Instructor: Principles of Regulation, New Mexico State University Center for Regulation, 2000-Present

Faculty: Summer Program, Public Utility Research and Training Institute, University of Wyoming, 1989-1992

Contributing Editor: Telematics: The National Journal of Communications Business and Regulation, 1985 - 1989

Chairman: Policy Subcommittee, NARUC Staff Subcommittee on Communications, 1984-1985

Advisory Committee: National Regulatory Research Institute, 1985

Distinguished Alumni: University of Wyoming, 1984

**Selected Publications**

"The Local Exchange: Regulatory Responses to Advance Diversity", with Peter Rohrbach, Public Utilities Fortnightly, July 15, 1994.

"Reconcentration: A Consequence of Local Exchange Competition?", with Peter Rohrbach, Public Utilities Fortnightly, July 1, 1994.

"Diversity or Reconcentration?: Competition's Latent Effect", with Peter Rohrbach, Public Utilities Fortnightly, June 15, 1994.

"Consumer Sovereignty: An Proposed Approach to IntraLATA Competition", Public Utilities Fortnightly, August 16, 1990.

"Reforming State Regulation of Exchange Carriers: An Economic Framework", Third Place, University of Georgia Annual Awards Competition, 1988, Telematics: The National Journal of Communications, Business and Regulation, May, 1989.

"Regulating the Small Telephone Business: Lessons from a Paradox", Telematics: The National Journal of Communications, Business and Regulation, October, 1987.

"Market Structure Consequences of IntraLATA Compensation Plans", Telematics: The National Journal of Communications, Business and Regulation, June, 1986.

"Universal Telephone Service and Competition on the Rural Scene", Public Utilities Fortnightly, May 15, 1986.

"Strategies for Deregulation: Federal and State Policies", with Sanford Levin, Proceedings, Rutgers University Advanced Workshop in Public Utility Economics, May 1985.

**Selected Publications (Continued)**

"Charting the Course to Competition: A Blueprint for State Telecommunications Policy", Telematics: The National Journal of Communications Business, and Regulation, with David Rudd, March, 1985.

"Detariffing and Competition: Options for State Commissions", Proceedings of the Sixteenth Annual Conference of Institute of Public Utilities, Michigan State University, December 1984.

**Listing of Expert Testimony – Court Proceedings**

*MCI, L.L.C. dba Verizon Business vs. Vorst Paving, Inc.*, (Civil Action NO. CV: 106-064 District Court for the Southern District Of Georgia) (Damages Claim)

*United States of America v. SBC Communications Inc. and AT&T Corp.* (Civil Action No. 1:05CV02102 District Court for the District of Columbia) (Inadequacy of Proposed Final Judgment Settling SBC Merger with AT&T)

*United States of America v. Verizon Communications Inc. and MCI Inc.* (Civil Action No. 1:05CV02103 District Court for the District of Columbia) (Inadequacy of Proposed Final Judgment Settling Verizon Merger with MCI)

*T & S Distributors, LLC, ACD Telecom, Inc, Telnet Worldwide, Inc et al. v. Michigan Bell Telephone Company* (Civil Action No. 04-689-CK Ingham Circuit Court, State of Michigan) (Enforcement of contract; Industry definitions of local exchange service and end user)

*Dwayne P. Smith, Trustee v. Lucent Technologies* (Civil Action No. 02-0481 Eastern District of Louisiana)(Entry and CLEC Performance)

*BellSouth Intellectual Property v. eXpeTel Communications* (Civil Action No. 3:02CV134WS Southern District of Miss.)(Service definition, industry structure and Telecom Act of 1996)

*CSX Transportation Inc. v. Qwest International, Inc.* (Case No. 99-412-Civ-J-21C Middle District of Florida) (industry structure and wholesale contract arrangements).

*Winn v. Simon* (No. 95-18101 Hennepin Cty. Dist. Ct.)(risk factors affecting small long distance companies)

*American Sharecom, Inc. v. LDB Int'l Corp.* (No. 92-17922, Hennepin County District Court) (risk factors affecting small long distance companies)

*World Com, Inc. et al. v. Automated Communications, Inc. et al.* (No. 3:93-CV-463WS, S.D. Miss.) (damages)

**International Assignments**

*Recovering Contribution: Lessons from the United States' Experience*, Report submitted to the Canadian Radio-television and Telecommunications Commission on behalf of CallNet.

*Forcing a Square Peg into a Round Hole: Applying the Universal Service Cost Model in the Cayman Islands*, Analysis Presented to the Government of the Cayman Islands on behalf of Cable and Wireless.

**Summary of Expert Testimony and Affidavits – Domestic Regulatory Proceedings**

A complete listing of Mr. Gillan's testimony in domestic regulatory proceedings is available upon request. Mr. Gillan has testified in over 280 proceedings in 40 states.