

## **VICTOR GLASS, Ph. D.**

Professor of Practice, Director of Research of the Center for Research in Regulated Industries (CRRI), and CRRI Scholar

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### **EDUCATION**

Ph.D., Columbia University, New York, NY

MBA, Columbia University, New York, NY

### **PREVIOUS POSITIONS**

**National Exchange Carrier Association, Inc.**

*Director, Demand Forecasting and Rate Development*

**Pace University**

*Adjunct Associate Professor of Management*

**City College of New York**

*Assistant Professor of Economics and Department Chairman, Evening Division*

**Columbia University**

*Preceptor*

### **PUBLICATIONS**

- “Reregulation of Business Data Services,” forthcoming, Rutgers Business Review, with Tim Tardiff
- “A Case for Using a Real Asset Transaction Approach for Estimating the Cost of Capital from Rural Telephone Company Data,” NBEA Proceedings, forthcoming, with Joseph Prinzivalli, Stela Stefanova, and Roman Sysuyev, November 2016, Won NBEA best paper award
- “The Internet as a Telecommunications Service: Framing the Legal Issues and Business Strategies,” Rutgers Business Review, Fall 2016
- “The Effect of Age and Size on Reputation of Business Ethics Journals,” *Business & Society*, March 3, 2016 with E. Susanna Cahn
- “Estimating Price Elasticity of Demand for Bandwidth. Do “Data Hogs” Care About Price?” with Stela Stefanova, chapter in Smart Data Pricing, Edited by Sen, Joe-Wong, Ha, and Chiang, Wiley, 2014
- “Persistence of the Middle Mile Problem for Rural Local Exchange Carriers,” with Joe Prinzivalli and Stela Stefanova, *Government Information Quarterly*, 2014

- A Possible Pilot Collaboration between Rural Telecom Providers and the Postal Service  
*Source: Issue Brief prepared, February 8, 2013 by the U.S. Postal Service Office of Inspector General Report Number: RARC-IB-13-001 based on a presentation by Victor Glass*
- “Pooling, a Missing Element in the Rate of Return and Price Cap Regulation Debate: A Comparison of Alternative Regulatory Regimes,” with Roman Sysuyev, *Information, Economics, and Policy*, Volume 25, Issue 1, 2013
- “Zero-Based Budgeting: Does it make sense for Universal Service Reform?” with Joe Prinziavalli and Stela Stefanova, *Government Information Quarterly*, November, 2013
- “Challenges in Predicting a Declining Product: Case Study of a Telecommunications Product,” with Yun Zheng, *Journal of Business Forecasting*, Summer, 2012
- “Economies of Scale for Broadband in Rural America,” with Stela Stefanova, *Journal of Regulatory Economics*, 2012
- “Teaching Business Ethics with Cases: The Effects of Personal Experience,” with Susanna Cahn, *Journal of Business Ethics Education*, 2011
- “An Empirical Study of Broadband Diffusion in the United States,” with Stela Stefanova, *Journal of Regulatory Economics*, 2010
- “United States’ Broadband Goals: Managing “Spillover Effects” to Increase Availability, Adoption and Investment, A Discussion,” with Princeton Edge Lab, Princeton University, *NECA Publication*, June 2010
- “The Packet Train Needs to Stop at Every Door,” *NECA Publication*, 2006
- “Universal Service Reform in a Multimedia World,” presented at the Rutgers Western Advanced Workshop on Regulation and Competition, 17<sup>th</sup> Western Conference, San Diego, June 2004
- “NECA’s Commentary on VOIP — Much Ado about a Promise,” *Industry Analyses*, Legg Mason, February, 2004
- “Rural Wireline: Update on Universal Service and Intercarrier Compensation,” *Equity Research*, Prudential Securities, October, 2003
- “Cable TV is the Next Market for Rural Telcos,” with Sal Talluto, *Government Information Quarterly*, July 2003
- “Testing the Validity of NECA’s Middle Mile Study Using Survey Data,” with Chris Babb, *Government Information Quarterly*, July 2003
- “Technological Breakthroughs Lower the Cost of Broadband Services to Isolated Customers,” with Joe Chang, *Government Information Quarterly*, July 2003
- “Vendors Drive Improved Deployment Economics,” *America’s Network*, May 1., 2003
- “Cable in a Bundle Offers Revenue Relief for Rural Telcos,” *America’s Network*, April 28, 2003
- “Small Equipment Manufacturers Quietly Bridge the Digital Divide,” *America’s Network*, April 28, 2003
- “Tough Times for Rural Telcos,” *XChange*, January 2003
- “Trends in Telecommunications Cost Recovery: The Impact on Rural America, *NECA publication*, October 2002.
- “Waiting for the Big Line Sale,” *Rural Telecommunications*, January-February 2002
- “Rural Realities,” *America’s Network*, July 15, 2002
- “Les deployment de l’acces telephonique large bande dans l’Amerique rurale,” *Les Cahiers du nemerique – Hermes*, BIPE, 2001
- “NECA’s Middle Mile Broadband Cost Study,” *NECA Publication*, 2001
- “Rate Banding: The Beginning of a New Pooling Design,” *OPASTCO Advocate*, 2001
- “Predicting Revenue Revisions of Local Networks in Telecommunication Industry, *Journal of Business Forecasting*, with Maria Pethukova and Chris Babb, Winter 2001
- “The Digital Divide: A Reality Check,” Tennessee Telephone Association, December 4, 2000

- “NECA’s Rural Broadband Cost Study,” *NECA Publication*, 2000
- Major contributor to “White Paper #2, The Rural Difference,” Rural Task Force appointed by the Federal – State Board on Universal Service, January, 2000
- Featured columnist in the quarterly journal, *Equity Research* published by Legg Mason
  - Summer 2000 Issue
  - Second Quarter 2000 Issue
  - Spring 2001 Issue
  - Winter 2001 Issue
  - Winter 2002 Issue
  - Spring 2003 Issue
- “Evaluating Competing Data Series: A Telecommunications Case,” with Susanna Cahn, *American Economist*, 1999
- “Use of Proxy Models in Telecommunications: Implications for Rural America,” *Rural Policy Research Institute*, 1999
- “Rate Banding: The Beginning of a New Pool Design,” *OPASTCO Advocate*, April 1998 (ghost written for Bruce Baldwin, President, NECA)
- “A Queuing Model of Organizational Structure,” *Journal of Business and Economic Studies*, 1997
- “Energy Prices and Investment over the Business Cycle,” with Susanna Cahn, *Energy Economics*, Vol. 9, No. 4, Oct. 1987, pp. 257-64
- “An Analysis of Pacific Basin Trade Utilizing the Taste Similarity Hypothesis,” with Susanna Cahn and Mitchel Kellman, *Journal of International Economic Integration*, Vol. 1, No. 1, Spring 1986, pp. 32-42

## **WORKS IN PROCESS**

- “Is Wholesale Pricing of Dedicated Broadband Services no Longer Relevant in a Packet World?” with Tim Tardiff
- “Improving Aggregate Forecast Performance by Identifying and Classifying Break Points at the End of a Data Series using Disaggregated Data,” with Roman Sysuyev, *International Journal of Forecasting*, Revise and Resubmit
- “Regulation for Rural Broadband Providers: a Network-Based Approach,” with Stela Stefanova and Roman Sysuyev
- “A Seeming Paradox in Rate-of-Return Regulation: the authorized rate needs to be higher than the cost of capital,” revising
- “Improving Aggregate Forecast Performance by Identifying and Classifying Break Points at the end of a series using disaggregated data,” with Roman Sysuyev, will present shortly
- “Using Disaggregated Data to Develop Leading Demand Indicators,” by Victor Glass and Roman Sysuyev; presented at CRRI
- “Discontinuing Network Services: Policy Implications,” by Victor Glass and Roman Sysuyev; presented at CRRI
- *Ending the Ideological Wars without Selling Out: An Ecumenical Guide for the Frustrated Ideologue*, completed book, overview presented at CRRI, submitted for publication

## **SELECTED CONSULTING AND SPEAKING ENGAGEMENTS**

- ICSE-PR testimony in regards Puerto Rico Electric Power Authority Rate Review, Case No. CEPR-AP-2015-0001, submitted, Oct. 25, 2016
- Managed the development of statistical software packages used by the Bell Operating Companies, and AT&T. Aptech (the developers of GAUSS) and AT&T wanted to market our software packages.
- “The FCC’s Open Internet Order: Economists Perspective after One Year,” <http://aacg.com/portfolio-item/the-fccs-open-internet-order-economists-perspectives-after-one-year/>
- “Pricing Broadband Services,” Guest Lecturer Network20Q, You Tube, [http://www.youtube.com/watch?v=iFmgxd3\\_agE](http://www.youtube.com/watch?v=iFmgxd3_agE)
- “How to Achieve Universal Broadband Service in America,” preview on You Tube <http://www.youtube.com/watch?v=RGoMNuL81nQ> Full set of lectures at <http://www.3nightsdone.org/>
- “Smart Data Pricing: Does it Pass the Net Neutrality Test?” Smart Data Pricing Conference, Princeton University, 2015
- “Pricing Broadband Services,” IEEE, winter 2012
- “The Rural Broadband Challenge Federal-State Joint Conference on Advanced Services,” May 22, 2000. On the agenda with Senator Kerry. Cited in Boston Globe article and interviewed by Media One
- “NECA’s Broadband Cost Study,” National Press Club
- “Broadband is Coming to Rural America,” Aspen Institute
- “NECA’s Middle Mile Broadband Cost Study,” National Press Club
- “Connecting with Rural America,” Museum of Television and Radio
- “Bridging the Digital Divide,” Florida Communications Policy Symposium
- “Universal Service: Getting it Right,” National Association of Regulatory Commissioners
- “Network Technology: Effects on Telcos,” Public Utility Research Center

## **RECENT SERVICE INITIATIVES**

Developing a regulatory compliance program of study for the Rutgers Business School’s Finance and Economics Department, in process with Ben Sopranzetti

