

ELENCHUS RESEARCH ASSOCIATES

Terrance W.J. Rochefort

Terrance Rochefort, an international regulatory development expert, has experience as a senior executive in Canadian federal government policy and regulation, and as an international policy and regulatory consultant in Central and Eastern Europe, the former Soviet Union, South America and Africa. Terry's experience includes direct advice to Ministers on policy and regulatory matters, advice on development of regulatory agencies in developing and transitional countries, and policy analysis and development. His public and private sector background spans key domestic and international energy and telecommunications issues.

EXPERIENCE

**Elenchus Research Associates
Associate, August 2003 – present**

**Rochefort Consulting Inc.
President, 2003 – present**

- On a consulting basis, carrying out the duties of Executive Director, CAMPUT (Canadian Association of Members of Public Utility Tribunals), the association of federal, provincial and territorial energy regulators in Canada
- Speaker at a series of three conferences on natural gas markets and regulation, sponsored by the Canadian Consulate General in Brazil.

**National Energy Board
Executive Team, 1995 – 2003**

- Business Unit Leader, Commodities Business Unit, 1997 – 2003; transformed the Commodities Business Unit from a study-oriented operation into a well-recognized leader in energy intelligence, information and advice.
- Director, Financial Regulation Branch, 1995 – 1997

Telecommunications Policy and Regulatory Consulting (TPR)**Chief Operating Officer, 1994 – 1995**

- For the World Bank, completed regulatory and policy studies in four African countries
- For the European Bank for Reconstruction and Development (EBRD), completed regulatory study of the 25 countries of Central and Eastern Europe and the former Soviet Union. The study was published and widely distributed by the EBRD, and resulted in several telecommunications regulatory development projects being initiated by the EBRD
- For the EBRD, conducted specific regulatory and policy work in Poland, Hungary, Romania and Ukraine
- For the European Commission, conducted policy and regulatory advice on rural telephony in Central and Eastern Europe.

Canadian Radio-television and Telecommunications Commission (CRTC)**Director General, Economic, Social and Technical Analysis, 1986 – 1994**

- Led staff in work related to the introduction of sharing and resale, and competition in the long distance telephone market
- Managed regulatory transition of three carriers from Crown corporations to privatized companies
- Streamlined tariff processing for competitive services, leading to cost savings for the CRTC and reduced regulatory burden on companies.

Department Of Communications**Director, Industry Structure and Services, 1981 – 1986**

- Initiated, managed and coordinated policy analysis relating to telecommunications
- Led Canadian working groups and represented Canada internationally
- Initiated the development of a comprehensive Canadian telecommunications policy.

Department of Communications**Chief, Industry Structure Analysis, 1975 – 1981**

- Managed the policy function associated with telecommunications industrial structure
- Developed policies on systems interconnection and open access
- Represented the Department on federal-provincial working groups.

Bell Canada**Supervisor, Market Planning, 1973 – 1975**

- Developed and managed strategic marketing initiatives for new telecommunications services (data and facsimile).

Bell Canada**Marketing Representative, 1971 – 1975**

- Provided telecommunications solutions to customers.

EDUCATION

Master of Business Administration, Marketing Major, York University, 1972.

Bachelor of Commerce (First Class Honours), Economics Major,
Carleton University, 1970.

ACADEMIC, INDUSTRY AND CHARITABLE WORK

- Executive Director, CAMPUT (Canadian Association of Members of Public Utility Tribunals), 2003 – present
- Calgary United Way, member of city-wide campaign cabinet, 2002
- Calgary United Way, Chair of federal government campaign, 2001, and member of federal government campaign steering committee, 1997 – 2000
- Carleton University, sessional lecturer in marketing, 1974 – 1995
- American Marketing Association, served in various capacities, including President of National Capital (Ottawa) Chapter, 1979 –1980.