



ANNUAL REPORT

2025/2026



Joining together to improve the lives of Americans
through delivery of communications services.

MISSION & VISION



MISSION:

CCA is committed to being the premier advocacy organization for competitive carriers and stakeholders. CCA will use advocacy, leadership, education, and networking opportunities to help competitive carriers grow and thrive.

VISION:

CCA will be the leading organization for competitive carriers and stakeholders, joining together to improve the lives of Americans through delivery of communications services.



LETTER FROM THE CCA OFFICERS

As officers of the Board of Directors, it continues to be an honor to serve and represent Competitive Carriers Association – a trusted and effective leader in Washington, DC. Over the past year, the Board remained steadfast in its efforts to ensure the association has the resources necessary to remain the top-notch advocacy organization it has grown to become.

The success of this association depends largely on member participation, and the entire membership should be proud of what CCA has accomplished—not just over the course of the last year, but also through the important work we continue to do together. There is no doubt that CCA members are committed to ensuring that operators and stakeholders in the competitive communications service provider industry can continue to compete and thrive.

We extend special thanks to CCA's President & CEO, Tim Donovan, for his tireless work on behalf of the association. Tim and the CCA staff are a large part of what makes CCA such an effective organization, often “punching above their weight class” on behalf of the membership.

Advocacy

CCA has continued its advocacy efforts on several major issues. The Universal Service Fund (USF) remains a top priority for CCA members; policies that preserve, expand, and protect legacy investments, particularly in rural areas, are critical. In the summer of 2025, the Supreme Court issued a decision preserving USF—a massive win for CCA members. CCA's collaborative work alongside several other parties resulted in a decision at the nation's highest court that, in some cases, was business-saving. By upholding the USF, the Supreme Court helped ensure that all Americans could benefit from the goal of ubiquitous connectivity, empowering innovation, supporting critical services, and driving the growth of the nation's digital economy.

CCA also continues to serve as a trusted collaborator and source of information for the bipartisan, bicameral Congressional working group focused on the future of the Universal Service Fund. Through its engagement with policymakers, CCA provides the perspective and expertise of competitive carriers as Congress considers ways to strengthen and modernize the program for the long term. Through ongoing advocacy, CCA members have retained over \$2 billion in USF support since certain funds were threatened with elimination, allowing their continued presence in communities across the nation that otherwise would be unserved or underserved. This support is key to economic vitality, employment, public safety services, and more in these communities.

Other key issues for CCA members included access to spectrum and reinstating the FCC's auction authority – which Congress passed in summer 2025, infrastructure and streamlining the permitting process, network policy issues and the IP transition, and alleviating burdensome taxes, among others. All advocacy efforts aim to support members' critical interests to ensure our success and survival in this highly competitive industry. CCA's advocacy work is not only important for the carriers; a healthy carrier community is critical for associate members that sell to the carriers.

While CCA's highest priority is advocacy, education and networking opportunities are also important parts of the association's mission. These objectives are advanced through membership involvement, CCA's annual events, and the Industry Development Programs.

Membership

Since broadening the membership to include organizations outside of traditional wireless companies, CCA has worked hard to expand its ranks, recruiting 25 new members in 2025. Although there was good momentum with new members joining, total membership dues were below budget expectations for the year. Continued industry consolidation is certainly not news to anyone, but as with any small association, every member matters, and the Board continues to focus on CCA's recruitment efforts.

Understanding the financial outlook for the upcoming year, the Board took an in-depth look at industry and membership trends. Knowing that reaching membership revenue targets would be increasingly challenging, the Board recommended not only increasing carrier dues but also asking carriers to consider an additional optional dues assessment for the upcoming year. We thank all carriers that paid their 2026 dues promptly and contributed additional assessment funds, which greatly helped the association's cash flow at the end of last year.

Membership growth not only will help ensure CCA is able to meet budget targets, but it is also key to maintaining a strong advocacy voice in Washington. CCA's Capitol Hill Day is already a successful and important part of our advocacy work. Increasing the number of offices represented by our members on the Hill during those meetings will only strengthen our voice.

Increasing dues levels for 2026 was certainly no easy ask – especially knowing that many of our companies are small businesses with limited budgets. CCA provides tremendous value – literally saving members hundreds of millions of dollars – through support programs and by helping avoid unwanted regulations. We appreciate each and every member who recognized the importance of CCA's work and renewed at the higher dues levels.

Events

The 2025 events in Denver and San Antonio received positive feedback and attracted many new attendees. The 2025 Mobile Carriers Show in Denver was a tremendous success, with higher-than-expected participation and a sold-out exhibit hall. CCA also achieved significant savings in Denver, cutting expenses by nearly \$125,000. While the Annual Convention in Texas fell short of revenue targets, it remained profitable and provided attendees with invaluable networking and educational opportunities, including remarks from FCC Commissioner Olivia Trusty.

CCA's events play a critical role in the success of the organization, giving carriers unique opportunities to participate in carrier-only discussions and share ideas and strategies. Innovative products and services on display in the exhibit hall also add tremendous value and create a vibrant atmosphere. All carriers are encouraged to continue attending the events to help retain and attract our valued exhibitors and sponsors that help CCA reach its financial goals. Revenues generated by the shows directly support CCA's advocacy efforts. The associate members also benefit tremendously with access to key decision makers from carrier companies in an intimate setting that facilitates real engagement. The shows are a perfect size for making real connections rather than being just a face in the crowd.

Industry Development

The Industry Development Marketing Engagement Programs were designed by carrier members to complement CCA’s advocacy work. These programs provide benefits to members while also helping support CCA. The Business Innovation Group (BIG) and its 2025 co-chairs, Luke Dillie of Viaero Wireless and David Zylka of Carolina West Wireless, worked alongside Kim Caronchi, CCA’s SVP of Industry Development & Membership, throughout the year to identify carriers’ most pressing challenges.

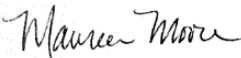
Many members of the BIG completed the annual carrier survey, which provided helpful information regarding carriers’ needs and was shared with the broader membership. Marketing Engagement Programs continue to provide value, and associate members are encouraged to reach out to CCA if they are interested in exploring ways they can provide needed services to carriers.

There is no question that we have another busy year ahead of us. The Board had to make some difficult financial decisions this past year, including raising carrier dues and decreasing CCA’s internal expenses to ensure the association is positioned for future success. As always, a strong membership makes for a strong association, and all members are encouraged to remain active and engaged. Attend the shows; refer a member; contribute to The CCA Connector. There are so many ways to contribute.

CCA is an essential resource for competitive carriers, and much can be gained from your investment.

Thank you for your support throughout the year. We look forward to our continued work together.

Best Regards,



Maureen McCabe Moore
SVP and Chief Customer Experience Officer, GCI
CCA Chair of the Board



Ron Whaley
Chief Revenue Officer, IDI Billing Solutions
Secretary



Chris Champion
SVP, Government Relations, C Spire
Vice Chair



Jonathan Foxman
President & CEO, MTPCS, LLC
Chair Emeritus



Jon Lightle
President & CEO, Nex-Tech Wireless
Treasurer



Tim Donovan
President & CEO, CCA

FINANCIALS

Accrual Basis

Statement of Activity

	2025	2024
Revenue		
Membership Dues	3,106,280	2,476,115
Member PR/Advocacy Assessment	81,863	1,161
Directory and advertising	19,389	20,943
Industry Development	160,989	137,743
Convention and MCS	1,497,276	1,534,141
Total for Revenue	\$4,865,797	\$4,170,103
Gross Profit	\$4,865,797	\$4,170,103

Expenditures

General & Admin Expense	3,504,489	3,703,689
Convention & MCS	1,038,702	993,487
Membership/Advocacy	360,638	417,787
Total for Expenditures	\$4,903,829	\$5,114,963
Net Operating Revenue	-\$38,032	-\$944,861

Other Revenue

Interest Income	23,442	33,469
Realized gain/loss - Investment	41,422	108,427
Unrealized Gain/Loss-Invest-P/L	-1,339	-47,970
Total for Other Revenue	\$63,525	\$93,926
Net Other Revenue	\$63,525	\$93,926
Net Revenue	\$25,493	-\$850,934

Change in Net Assets	25,493	(850,934)
-----------------------------	--------	-----------

Net Assets at beginning of year	(999,198)	(148,264)
--	-----------	-----------

Total Net Assets End of Year	(973,705)	(999,198)
-------------------------------------	------------------	------------------

FINANCIALS

Accrual Basis

Statement of Financial Position	2025	2024
Assets		
Current Assets		
Bank Accounts	1,532,086	1,641,940
Accounts Receivable	0	0
Other Current Assets	283,133	195,427
Total for Current Assets	\$1,815,219	\$1,837,367
Fixed Assets	39,395	99,335
Other Assets	2,254,926	2,390,435
Total for Assets	\$4,109,540	\$4,327,137
Liabilities and Equity		
Liabilities		
Current Liabilities		
Accounts Payable	0	0
Credit Cards	2,208	2,739
Other Current Liabilities	2,410,551	2,496,714
Total for Current Liabilities	\$2,412,759	\$2,499,454
Long-term Liabilities	2,670,486	2,826,882
Total for Liabilities	\$5,083,245	\$5,326,335
Net Assets	-973,705	-999,198
Total for Liabilities and Net Assets	\$4,109,540	\$4,327,137

CCA GOALS



CCA's Goals - to advocate, facilitate, educate, and communicate - are what the association is all about. These goals serve as a foundation for our planning efforts each year, providing representation to our member companies through our advocacy efforts in Washington, D.C., our annual meetings, webinars, and email alerts.



I. ADVOCATE -

Represent the interests of member companies before public and private entities involved in the formulation and or enforcement of wireless service policy.

Objectives:

1. Monitor the activities of Congress and make direct contact with members of Congress and their staffs on legislation impacting member companies.
2. Monitor the activities of the FCC and make direct contact with the Commissioners and staff on rules and regulations impacting member companies.
3. Monitor the Courts and respond accordingly on decisions impacting member companies
4. Monitor and respond to other government entities as it relates to rural wireless service policy decisions.

II. FACILITATE -

Provide an environment wherein member companies can share and benefit from common efforts, experiences and expertise.

Objectives:

1. Create and participate in joint efforts to influence legislation and regulation.
2. Provide informal networking opportunities for members in and around CCA meetings.
3. Establish opportunities for formal dialogue through the CCA website, newsletters, and requests for member information.
4. Provide programming that includes member experiences.
5. Maintain active member list and make available to CCA members when requested.
6. Develop and maintain dialogue with industry affinity groups on issues, meetings and other industry information.

III. EDUCATE -

Provide and coordinate opportunities for member companies to receive pertinent and helpful knowledge and learning relative to the various aspects of providing services in the competitive communications service provider marketplace.

Objectives:

1. Conduct an annual conference built around educational presentations in the fields of communications service, business planning, and the state of the industry.
2. Include educational sessions regarding network operations, growth & monetization opportunities, and policy/regulatory trends.
3. Hold an annual meeting of all members focusing on opportunities for member companies to keep apprised of the latest public policy issues, market and business issues and the latest industry technology and products available to them, as well as a place for product and service providers to share with members the latest innovations in technology and support services

IV. COMMUNICATE -

Serve as a course of information, material and data as to the important place competitive communications service providers occupy in the marketplace.

Objectives:

1. Maintain active information exchange between members through utilization of member notices, newsletters, website, or other means.
2. Develop and distribute to appropriate audiences information on CCA, its history, purpose, and membership.
3. Develop and maintain an active website for CCA members and the general public and share pertinent information as to the who, what, when, where and why of CCA.

ADVOCACY



CCA advocates before Congress, the Federal Communications Commission (“FCC”), the Administration, courts, and other relevant federal agencies on all issues impacting competitive providers and stakeholders across the communications industry. CCA’s advocacy successes over the years have made it the leading and trusted voice for competitive providers in Washington, D.C. For the United States to continue to lead the world in broadband innovation and ensure ubiquitous communications services are available to all, policymakers must make key decisions – and CCA ensures that providers and vendors of all sizes have a seat at the table.

Connectivity is an essential driver of economic growth, public safety, civic and social engagement, educational opportunities, telemedicine and health monitoring, modern agriculture, and an ever-growing list of new and emerging technology applications. Access to fixed and mobile broadband services has never been more important, or more critical to everyday life, and all Americans must have robust connectivity wherever they live, work, and travel.

UNIVERSAL SERVICE FUND (USF): Congress created the USF to support reasonably comparable services in urban and rural areas and requires funding to be predictable and sufficient. USF programs are critical to sustaining connectivity in rural communities and other areas that are otherwise uneconomical to serve with private capital alone. USF support has enabled decades of wired and wireless deployment and the expansion of connectivity across rural America, while also supporting rural health care, schools and libraries, and low-income consumers and Tribal communities. This year, CCA has continued to work with the FCC and Congress, including the Bicameral, Bipartisan Congressional Working Group directly and via submitted comments, to advocate for a USF which supports, preserves, and expands broadband in rural areas, including supporting operating expenses for federal investments already made. All CCA members have an interest in ensuring universal access to the latest broadband services, especially for consumers in rural and high-cost areas.

INFRASTRUCTURE, INNOVATION, AND NETWORKS: Competitive providers must deploy infrastructure to maintain, upgrade, and expand their networks. The Administration and Congress have continued to make nationwide broadband availability and adoption a top priority. CCA has consistently advocated for connectivity to remain a central focus of Congress, while urging lawmakers to advance policies addressing key challenges and opportunities, including permitting, innovation, robocalls, and workforce development. CCA also remains highly engaged as the Administration implements historic broadband deployment programs. CCA consistently advocates for reasonable infrastructure permitting policies and other reforms to provide certainty and facilitate deployment by all providers. In addition, CCA continues to advocate for policies that support IP interconnection, including with respect to upstream tandems and other issues impeding CCA members' transitions to fully IP networks. CCA has been actively engaged with the FCC and participated in FCC-led forums on IP transition needs.

SPECTRUM: All wireless providers – whether rural, regional, or nationwide – need access to a robust spectrum portfolio to meet consumer needs. CCA has continued to engage Congress and leading spectrum agencies as they move forward in identifying federal government spectrum for reallocation and auction for full-power commercial or shared use. CCA continues to lead the policy fight in Washington to ensure competitive access to spectrum and spectrum auctions. CCA advocates for rural and small business bidding credits and sufficiently small geographic license sizes to ensure that competitive carriers have meaningful opportunities to access spectrum, supports interoperability across bands, and advances reasonable spectrum aggregation limits. CCA will continue to advocate for policies that provide its members with increased access to additional spectrum, with a priority on low- and mid-band spectrum.

NETWORK SECURITY AND NATIONAL SECURITY: Securing the nation's communications networks remains a top priority for Congress, the Administration, and communications industry stakeholders. CCA has continued to be at the forefront of securing funding and supporting participants of the Secure and Trusted Communications Networks Reimbursement Program to "rip and replace" untrusted equipment and services, and continues to work with the FCC as it implements this program. CCA and its members engage closely with policymakers to secure against potential risks and threats, increase resources and information sharing to foster strong and resilient networks, and streamline duplicative regulatory and compliance reporting. This includes supporting security-focused priorities and policies as providers deploy new technologies and working to maintain a trusted communications supply chain.

COMPETITION AND CONSUMER CHOICE: CCA actively supports other policies that benefit consumers, enhance competition, and remove undue burdens in the industry, including policies and regulatory efforts concerning roaming, number portability, device access, 911 and 988, emergency alerts, accessibility, privacy, cybersecurity, telecommunications program taxes, and more.

MEDIA & COMMUNICATIONS

CCA's robust media and communications efforts saw positive momentum in 2025, engaging our members, policymakers, stakeholders, and industry watchers.

Primary communications initiatives included:

Press Outreach – CCA has positioned itself as a leader and reliable voice for carriers. Frequently approached for quotations and features in trade publications, the association serves as a trusted voice on industry trends and advocacy priorities.

With a steady cadence of press releases and statements on policy issues impacting our members, our media outreach functions as the association's target objective — a unified voice.

Website and Social Media – CCA's website hosts official CCA statements and press releases, plus access to member benefits, event registration, webinars, advocacy issues, industry development programs, advertising, social media platforms, and more. Over the past year, CCA has made a focused effort to have a larger presence on social media platforms such as LinkedIn, to further reach new audiences and give our members more opportunities to stay engaged.

Media Partners – CCA maintained relationships with our range of industry media partners. We saw healthy involvement from media outlets' participation at the 2025 events and will continue to utilize partnerships as a means of securing news coverage and expanding audience reach in promoting our events.

The CCA Voice – 2025 was the final year of our magazine, The CCA Voice. All 535 Congressional offices and key administrators and regulators received a copy, serving as an invaluable advocacy tool for the association.

The CCA Connector – In January 2026, CCA launched its new monthly publication, The CCA Connector, which features member articles, CCA advocacy work, benefits, new members, and more. CCA also began a complementary publication, The CCA Network Peek, for non-members, giving readers a glimpse of CCA happenings and hopefully encouraging them to join.

Wednesday Webinars – CCA's Wednesday Webinars continued to offer opportunities for members to connect and learn from each other, particularly before the conferences.

Media Recap – Media recaps to the Board of Directors and Washington Reps Group each week kept our members up-to-date on CCA's happenings and news features.

EVENTS



Each year, CCA provides opportunities for education, collaboration, and networking through two primary trade show events held throughout the United States.



2025 Mobile Carriers Show

CCA's 2025 Mobile Carriers Show was held at the Gaylord Rockies in Denver, Colorado. Attendees heard from a host of industry leaders who shared their thoughts and ideas on the current landscape of the telecom industry, and analyzed the innovations, technologies, and visionary insights that are shaping the future of the telecom industry.

Companies participating in keynotes and executive panels included Boost Mobile, C Spire, Ericsson, Ookla, UScellular and others, gave presentations that boosted discussion and sharing of best practices throughout the industry. Among the featured moderators and speakers were Eben Albertyn, EVP and Chief Technology Officer, Boost Mobile; Scott Poretsky, Director of Security, Ericsson; and, Linda Hardesty, Executive Editor and Chief Analyst, Fierce Network. CCA also hosted a Women in Wireless Reception and presented its 2025 Excellence in Marketing Awards.

The sold-out exhibit floor featured furry friends from Lifeline Puppies as well as dozens of vendor companies showcasing the latest products and services hitting the telecom market.

2025 Annual Convention

FCC Commissioner Olivia Trusty keynoted the CCA 2025 Annual Convention held at the Hyatt Hill Country Resort, in San Antonio, Texas.

Additional notable guest speakers for keynote and sessions included Monica Allevén, Executive Editor, Fierce Network as well as executives and thought leaders from AppLogic Networks, C Spire, Cellcom, Ericsson, Graphiant, IDI Billing Solutions, Oracle Communications, Rakuten, Tarana, Syniverse, and many others.

CCA's 2025 Annual Achievement Awards were presented to members deserving of recognition for their leadership in the industry and local communities. CCA was proud to partner with Soldier's Angels as our team-building community service project that took place in the packed Exhibit Hall.

Upcoming Events:

CCA's 2026 Annual Convention takes place September 14-16 at the Hyatt Regency New Orleans in New Orleans, Louisiana. New in 2027, CCA's spring event transition to CCA's DC Policy Summit and will take place February 9, 2027, at the Phoenix Park Hotel in Washington, DC, followed by CCA's traditional Capitol Hill Day on February 10.

Stay Updated!

If you're not already receiving CCA Event emails, sign up at www.ccamobile.org/cca-events.



601 New Jersey Ave NW, Suite 820
Washington, DC 20001
800-722-1872



www.ccamobile.org | [@ccamobile](https://twitter.com/ccamobile)