

## Craig Stroup

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## Experience Statement

Dynamic, insightful and analytical leader with over 25 years of experience with a proven track record of owning projects, developing advanced econometric models and delivering impactful results. Strong cross-functional leadership background, experienced in mentoring teams, implementing compliance frameworks, and automating validation systems to combat fraud, misrepresentation and errors in regulatory filings.

## Core Competencies

- Economic Modeling & Impact Analysis
- Strategic Leadership and Team Development
- Project Ownership / Project Management
- Statistical Forensics and Fraud Detection
- Management and Stakeholder Engagement
- Emergency Preparedness & Crisis Response

## History

- **Accotink Solutions LLC - Owner 2025**
- **Federal Communications Commission 1997 – 2025**
  - ◊ Deputy Division Chief (2024–2025) | Acting Deputy Division Chief (2023) | Industry Economist (1997–2022)

## Professional Experience

- **Small Business Consulting**
  - ◊ Reduced routing effort by 75% for a firm delivering hundreds of residential orders weekly by implementing innovative, cost-effective processes without relying on costly specialized software.
  - ◊ Integrated online and mail-order processes to streamline order management and improve operational efficiency.
  - ◊ Decreased losses resulting from mis-delivered orders by improving post-delivery communications.
- **Economic Modeling & Impact Analysis**
  - ◊ Designed and executed advanced econometric modeling to optimize \$B+ annual telecom subsidies, delivering data-driven policy recommendations that enhanced resource allocation efficiency and program effectiveness.
  - ◊ Led an in-depth analysis to uncover the underlying causes of the rising Universal Service Fund Contribution Factor, overturning popular misconceptions at the time.
  - ◊ Assessed the impact of expanding the Universal Service contribution base to include broadband and digital commerce and advised policymakers that absolute dollar contributions-rather than the effective tax rate-would be the primary concern for
  - ◊ Designed and implemented the first legally durable multibillion-dollar payphone dial-around compensation mechanism, successfully upheld in district court following regulatory challenge.
  - ◊ Coauthored peer-reviewed journal article, "Telephone Number Distribution: A Snapshot at the Beginning of 2000," published in Telecommunications Policy, demonstrating that allocating smaller telephone number blocks mitigates telephone
- **Management & Stakeholder Engagement**
  - ◊ Supervised teams of engineers and economists, providing targeted mentorship and implementing performance enhancement plans to elevate individual and team productivity.
  - ◊ Mentored staff outside direct reporting lines, coaching them on influencing management decisions, overcoming procrastination, and providing targeted career guidance to foster professional growth.
  - ◊ Strengthened cross-business unit collaboration, enhancing productivity.
  - ◊ Delivered high-impact written and verbal briefings to all levels of division and bureau management, clearly communicating complex economic and regulatory insights to inform executive decision-making.

## ● Project Ownership/Project Management

- ◇ Owned and responsible for all aspects of the Urban Rate Survey Pricing Benchmark process, ensuring that carriers receiving billions in annual subsidies meet statutory price reasonability requirements.
- ◇ Managed cross-functional teams of economists, statisticians, data scientists, and consultant developers to design and implement a robust data collection tool, validate collected data, comprehensively analyze the data, and publish reports.
- ◇ Evaluated resource constraints across multiple data collections, prioritized data validation efforts, and developed metrics to quantify and enhance overall data integrity.
- ◇ Developed sample frames for statisticians by applying complex program rules, enabling the selection of stratified samples
- ◇ Developed and deployed a digital transformation initiative that increased broadband and telephone service data validation capability by 100x, reducing misreporting and enhancing compliance.
- ◇ Developed and deployed an automated communications system, eliminating 99% of manual workload and reducing task completion time from days to minutes.
- ◇ Owned and managed FCC servers and software supporting critical data analysis. Optimized server configurations and software settings, reducing software run time by 50% and significantly improving system efficiency.

## ● Strategic Leadership & Team Development

- ◇ Developed a high-performing team of economists and engineers, driving strategic analysis and policy recommendations that influenced national broadband and telecommunications policies.
- ◇ Coordinated and built stakeholder partnerships across bureaus including those that seldom interacted before, successfully improving coordination and regulatory initiatives through effective persuasion and managerial-level communication.
- ◇ Implemented performance action plans and leadership training to enhance productivity, engagement, and professional growth.
- ◇ Demonstrated forward-thinking mindset by proactively identifying opportunities for innovation and process improvements allowing analyses to be delivered in hours rather than days.

## ● Emergency Preparedness & Crisis Response

- ◇ Key member of the FCC's Emergency Response Group, strategically leveraging telecommunications information and multidisciplinary expertise to deliver rapid, actionable insights and optimize crisis response effectiveness.
- ◇ Served as Emergency Response Official since 2009, an elite group with very few members within the FCC. Held this position before becoming a manager because of my vast knowledge of network architecture and engineering, data science

## ● Statistical Forensics and Fraud Detection

- ◇ Directed anti-fraud inquiries into broadband and telecom filings, including the Program Management Module (PMM) filings and Form 477 filings (broadband and voice subscription and availability data) to uncover fraudulent reporting and
- ◇ Developed waste, fraud and abuse detection frameworks using statistical and econometric tools, enhancing oversight of telecom-carrier performance data and subsidy applications.
- ◇ Identified and demonstrated that in 2002 California had a higher number of Lifeline program subscribers than the number of eligible participants, highlighting discrepancies in program enrollment and eligibility verification.

## ● Awards & Recognition

- ◇ FCC Excellence in Economic Analysis Award (Three-Time Recipient)

## Education

**PhD in Economics** — Clemson University | *Concentrations: Industrial Organization, Finance*

**BA in Economics** — University of Iowa

## Primary Volunteer Activity

### ● ScoutReach Venturing Crew Leader – Scouting America

- ◇ Mentor to court-involved youth at Fairfax County's Stepping Stones Halfway House; teach life skills including critical thinking, first aid, cooking and leadership.