

Demonstrated Experience

This form requires information about Applicant's demonstrated experience in the provisioning of Broadband across the State of Iowa. Applicant shall include relevant information about their experience that has prepared them to deploy their proposed Project, such as, for example community partnerships and service; number of years in business; number of years' experience provide the types of services sought by this NOFA; if the Applicant is a relatively new provider/market entrant an explanation of the benefits, if any of being a newer provider. Market entrant; or the level of technical experience in providing the types of services sought by this NOFA.

As stated in the Application Business Information question, Danville Mutual Telephone Company has a proven history of fiber broadband project success and implementation. The specific broadband project team experience, which is most relevant to the proposed project, is as follows:

In 2012, Danville Mutual Telephone Company (DMTC) installed approximately 100 route miles of fiber between the DMTC Exchange and Keokuk, Iowa, with fiber connections in Burlington, West Burlington, Wever, Ft Madison, Montrose, and Keokuk. These connections provided a fiber backbone to 18 cellular towers that DMTC owned and operated as iWireless/T-Mobile. The total project investment was \$3.1 million.

In 2013, DMTC installed 30 route miles of fiber to connect an additional 12 plus cellular towers for US Cellular, Verizon, Sprint, and AT&T as well as providing fiber to business customers and the largest Economic Development project in the State of Iowa at the time, the \$1.9 billion Iowa Fertilizer Project. The total project investment was \$1.25 million.

In 2014, DMTC wrapped up the additional route miles that began in 2013 bringing the total investment of the fiber network outside of its exchange area to \$5.2 million.

From 2015 to 2019, DMTC has continued to build out small segments of fiber from the core backbone to local Anchor Institutions, businesses, banks, schools, chambers of commerce, police departments, cellular towers, and manufacturers connecting more than 175 local businesses and 50 cellular towers in the Des Moines and Lee County areas.

The resumes of key Danville Mutual Telephone Company team members are included to provide further evidence of Danville Mutual Telephone Company's ability to successfully implement the proposed Danville Mutual Telephone Company FTTH Project.

Management Bios:

Timothy J Fencil: General Manager & Chief Executive Officer

Tim Fencil is the General Manager & CEO at Danville Mutual Telephone Company. Danville Mutual Telephone Company is a Telecommunications and Fiber provider in Des Moines and Lee counties in Iowa.

Mr. Fencil has 30 years of experience in Telecommunications. He began his career in the United States Army after briefly studying at the University of Northern Iowa. He was honorably discharged from the Army after 12 years. He went to work for the cellular provider iWireless until 2010. He then joined Danville Mutual Telephone Company as the Wireless Manager and was promoted to the General Manager and CEO in March of 2013.

Mr. Fencil is an active member and Past Chairman of the Greater Burlington Partnership's Chamber of Commerce, the Vice President of the Danville Enhancement Committee, an active director of the Burlington Golf Club, and serves on the Legislative Committee for the Iowa Communications Alliance. He has served on the Business Retention & Expansion Committee, the Greater Burlington Leadership Committee, and the Greater Burlington Area Development Foundation Board. He lives in rural Danville with his wife Ellen. They have three adult children, a son-in-law, and two grandchildren.

Gena Parsons: Accounting & Office Manager

Gena Parsons joined the staff at Danville Mutual Telephone Company in 2006, and currently holds the title of Accounting and Office Manager. She has many years of experience in payroll services, office administration, general accounting and financial reporting responsibilities. She holds a Bachelor's Degree in Business Finance from Western Illinois University.

Professionally, Ms. Parsons is active in the Greater Burlington Young Professionals and is a graduate of the Greater Burlington leadership class. She also serves on the Finance Committee for the Community Health Centers of Southeast Iowa in Burlington.

Mike Baker: Sales and Marketing

Mike Baker started his career at Danville Mutual Telephone Company in August 2012. Initially, his responsibilities included testing and installation of phone lines and internet services to residential properties as well as overseeing the installation/construction of iconnectyou's High Speed Fiber Optic internet services to the Business. He recently transitioned to the Sales and Marketing position where he is responsible for growing Danville Mutual Telephone Company's iconnectyou customer base.

Mike believes superior customer service is the best way to grow and maintain customers. He makes himself available for all customer wants and needs. Mike is very involved in the local community and has received numerous leadership achievement awards.

Prior to working at Danville Mutual Telephone Company, Mike worked as an Electrician for five years at Ames Electric and worked as a Maintenance Technician for three years at Baker's Pride.

Jeff Molle: IT and Operations

Jeff Molle joined Danville Mutual Telephone Company in 2005. Jeff currently works in the IT and Operations departments. He has a background in Network Administration and Computer Science. Jeff holds an Associate of Applied Science Degree in Information Technology – Network Specialist from Southeastern Community College.