

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 FTTP Project.

Danville Mutual Telephone Company is a financially viable organization with the capability to meet all financial requirements outlined in this project. Danville Mutual Telephone Company has a history of continued business success and meeting financial obligations within the communities they serve. In support of Danville Mutual Telephone Company's financial viability, the company has included bank statements as well as its RUS loan approval letter with this application.

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, a Director of the Southeast Iowa Regional Planning Commission, and a Director for the Iowa Communications Alliance where he serves as the Chair of the Legislative Committee. He has served on the Burlington Golf Club board, the Business Retention & Expansion Committee, the Greater Burlington Leadership Committee, and the Greater Burlington Area Development Foundation Board.

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, Mrs. 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 and on the Burlington/West Burlington Area Development Foundation Committee.

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.



MIDWESTONE BANK
PO BOX 1700
IOWA CITY IA

52244-1700

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PUBLIC
ACCOUNT:

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PAGE: 1
Control Number 367309
06/30/2020

TELEPHONE: 800-247-4418

B

DANVILLE MUTUAL TELEPHONE CO
DBA DANVILLE TELECOM
PO BOX 158
DANVILLE IA 52623-0158

BURLINGTON 1-DIVISION ST
3225 DIVISION ST
BURLINGTON, IA 52601

TELEPHONE: 319-754-6526

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**THE FOLLOWING CHANGES WILL BE MADE TO OUR FUNDS
AVAILABILITY DISCLOSURE POLICY EFFECTIVE JULY 1, 2020**

1) The amount made available for case by case holds is increasing
from \$200 to \$225 and the amount made available for safeguard
exception holds on large deposits, new accounts, and repeat overdrafts
are increasing from \$5,000 to \$5,525.

2) Non-Proprietary Non-MidWestOne owned ATMs: The availability of
deposits is changing from the second (2) business day to availability
on the first (1) business day after the day of deposit.

3) Clarifying language was added to our Policy in the following sections:
Applicability, Your Ability to Withdraw Funds at MidWestOne Bank
and Deposits at Automated Teller Machines.

For a complete copy of the Funds Availability Disclosure Policy go to:
<https://www.midwestone.bank/disclosures-and-forms>

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BUSINESS INT CHKING ACCOUNT

REDACTED

INTEREST THIS STATEMENT
INTEREST P2020
MINIMUM BALANCE
AVG AVAILABLE BALANCE
AVERAGE BALANCE

REDACTED
REDACTED
REDACTED
REDACTED
REDACTED

LAST STATEMENT 05/29/20
25 CREDITS
59 DEBITS
THIS STATEMENT 06/30/20

REDACTED
REDACTED
REDACTED
REDACTED

----- DEPOSITS -----

REF #	DATE	AMOUNT	REF #	DATE	AMOUNT	REF #	DATE	AMOUNT
	06/10	REDACTED		06/17	REDACTED		06/29	REDACTED

* C O N T I N U E D *



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7/28/2020

Imaging - Statement

8 of 13

MIDWESTONE BANK
PO BOX 1700
IOWA CITY IA

52244-1700

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071 00058 02

ACCOUNT:

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Control Number 367309

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06/30/2020

TELEPHONE:800-247-4418

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DANVILLE MUTUAL TELEPHONE CO
PO BOX 158
DANVILLE IA 52623-0158

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BURLINGTON 1-DIVISION ST
3225 DIVISION ST
BURLINGTON, IA 52601

TELEPHONE:319-754-6526

BUSINESS MONEY MKT ACCOUNT

REDACTED

MINIMUM BALANCE
AVG AVAILABLE BALANCE
AVERAGE BALANCE

REDACTED
REDACTED
REDACTED

LAST STATEMENT 05/29/20
3 CREDITS
DEBITS
THIS STATEMENT 06/30/20

REDACTED
REDACTED
REDACTED
REDACTED

- - - - - OTHER CREDITS - - - - -

DESCRIPTION	DATE	AMOUNT
REDACTED		
REDACTED		
REDACTED		

- - - - - I N T E R E S T - - - - -

AVERAGE LEDGER BALANCE:
AVERAGE AVAILABLE BALANCE:
INTEREST PAID THIS PERIOD:
INTEREST PAID 2020:

REDACTED
REDACTED
REDACTED
REDACTED

INTEREST EARNED:
DAYS IN PERIOD:
ANNUAL PERCENTAGE YIELD EARNED:

REDACTED
REDACTED
REDACTED

- - - - - DAILY BALANCE - - - - -

DATE.....BALANCE	DATE.....BALANCE	DATE.....BALANCE
06/01 REDACTED	06/18 REDACTED	06/30 REDACTED

PUBLIC



MIDWESTONE BANK
PO BOX 1700
IOWA CITY IA

52244-1700

071 00058 02
PUBLIC
ACCOUNT:

REDACTED

PAGE: 367309 1
of Number 367309 1
06/30/2020

TELEPHONE: 800-247-4418

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DANVILLE MUTUAL TELEPHONE CO
PAYROLL ACCOUNT
PO BOX 158
DANVILLE IA 52623-0158

BURLINGTON 1-DIVISION ST
3225 DIVISION ST
BURLINGTON, IA 52601

TELEPHONE: 319-754-6526

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BUSINESS INT CHKING ACCOUNT

REDACTED

INTEREST THIS STATEMENT
INTEREST P2020
MINIMUM BALANCE
AVG AVAILABLE BALANCE
AVERAGE BALANCE

REDACTED
REDACTED
REDACTED
REDACTED
REDACTED

LAST STATEMENT 05/29/20
4 CREDITS
4 DEBITS
THIS STATEMENT 06/30/20

REDACTED
REDACTED
REDACTED
REDACTED

DESCRIPTION	OTHER CREDITS	DATE	AMOUNT
	REDACTED		
	REDACTED		
	REDACTED		
	REDACTED		

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DANVILLE STATE SAVINGS BANK

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Control Number 367309



PO BOX 295
DANVILLE, IA 52623
PH: 319-392-4261 OR: 877-392-4261
FAX: 319-392-4660

102 S. WALNUT STREET
NEW LONDON, IA 52645
PH: 319-367-5100 OR: 877-367-5100
FAX: 319-367-5300

Date 6/30/20
Enclosures

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DANVILLE TELECOM
P O BOX 158
DANVILLE IA 52623-0158

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the Danville Bank App today!

----- CHECKING ACCOUNTS -----

REGULAR CHECKING

Account Number

Previous Balance

17 Deposits/Credits

4 Checks/Debits

Service Charge

Interest Paid

Ending Balance

REDACTED

REDACTED

REDACTED

REDACTED

REDACTED

REDACTED

REDACTED

Number of Enclosures

Statement Dates 6/01/20 thru 6/30/20

Days in Statement Period

Average Ledger

Average Collected

16

30

REDACTED

REDACTED

Deposits and Additions

Date	Description	Amount
6/01	REDACTED	
6/04	REDACTED	
6/05	REDACTED	
6/10	REDACTED	
6/10	REDACTED	
6/12	REDACTED	
	REDACTED	
	REDACTED	
	REDACTED	
6/12	REDACTED	
6/15	REDACTED	
	REDACTED	
	REDACTED	
6/15	REDACTED	
6/17	REDACTED	
6/17	REDACTED	
6/19	REDACTED	
6/22	REDACTED	

PUBLIC



PO BOX 295
DANVILLE, IA 52623
PH: 319-392-4261 OR: 877-392-4261
FAX: 319-392-4660

102 S. WALNUT STREET
NEW LONDON, IA 52645
PH: 319-367-5100 OR: 877-367-5100
FAX: 319-367-5300

Date 6/30/20
Enclosures

Page 1
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TRI COUNTY SATELLITE TV, INC
PO BOX 158
DANVILLE IA 52623

Banking made easier with our NEW MOBILE APP!
Compatible with your Apple or Android mobile devices from phones to tablets.
Just go to either the Apple Store or Google Play Store and download
the Danville Bank App today!

---- CHECKING ACCOUNTS ----

REGULAR CHECKING

Account Number

Previous Balance

19 Deposits/Credits

11 Checks/Debits

Service Charge

Interest Paid

Ending Balance

REDACTED

REDACTED

REDACTED

REDACTED

REDACTED

REDACTED

REDACTED

REDACTED

REDACTED

Number of Enclosures

15

Statement Dates 6/01/20 thru 6/30/20

Days in Statement Period

30

Average Ledger

REDACTED

Average Collected

REDACTED

Deposits and Additions

Date	Description	Amount
6/01	REDACTED	
6/08	REDACTED	
6/10	REDACTED	
6/11	REDACTED	
	REDACTED	
	REDACTED	
6/12	REDACTED	
	REDACTED	
	REDACTED	
6/12	REDACTED	
	REDACTED	
	REDACTED	
6/12	REDACTED	
6/15	REDACTED	
	REDACTED	
	REDACTED	

United States Department of Agriculture

Rural Development

Rural Utilities Service

1400 Independence Ave SW,
Room 2844 Stop 1597
Washington, DC 20250

Voice 202.720.0800

September 9, 2019

Mr. Robert Beck
President
Danville Mutual Telephone
Company
102 S. Main Street
Danville, Iowa 52623

Dear Mr. Beck:

We are pleased to inform you that your application for a loan from the Rural Utilities Service Telecommunications Program has been approved. We are offering you a loan in the amount of \$ [REDACTED] at the Cost-of-Money interest rate for a term of 19 years. The loan is subject to the terms of the enclosed Loan Agreement. The loan designation for your project is [REDACTED]. This designation should be referenced in all future correspondence concerning this loan.

This loan offer is contingent on the provision of a payment guarantee by Tri-County Satellite T.V. Inc. (Tri-County). A draft copy of the Guarantee Agreement that Tri-County will need to sign is enclosed.

In order to comply with USDA's appropriations law requirements, you will need to execute and submit the enclosed Form AD-3031, "Assurance Regarding Felony Conviction or Tax Delinquent Status for Corporate Applicants."

Please indicate your acceptance of this offer by having the presidents of both Danville Mutual Telephone Company and Tri-County or other authorized official sign the second copy of this letter and, within 14 days from the date hereof, returning it and the executed Form AD-3031 both by email and in hard copy to:

Mr. Shawn B. Arner, Deputy Assistant Administrator
Loan Origination and Approval Division
Stop 1597, Room 2844, South Building
1400 Independence Avenue, SW
Washington, DC 20250-1597
Shawn.Arner@wdc.usda.gov

Mr. Robert Beck

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Upon receipt of the second copy of this letter and the Form AD-3031, the loan documents will be prepared and forwarded in the near future for execution. This loan is approved with the understanding that the loan documents will be authorized and executed by your organization and returned to us within the time period which will be set forth in the letter of transmittal.

Sincerely,



CHAD PARKER
Assistant Administrator
Telecommunications Program
Rural Utilities Service

Enclosures

cc: Tim Fencil – General Manager

ACCEPTANCE:

Danville Mutual Telephone Company

By: Robert W. Beck
Name: Robert W. Beck
Title: President
Date: 9/16/2019

Tri-County Satellite T.V., Inc.

By: Robert W. Beck
Name: Robert W. Beck
Title: President
Date: 9/16/2019

AA# RT 3865