

## **Demonstrated Experience**

Northeast Iowa Telephone Company (NEIT) has provided service to Rural Iowa for over 100 years. NEIT provides broadband with a fiber network capable of high-speed service at 1 gigabit. NEIT began expansion of services to be able to offer broadband to areas lacking sufficient broadband speeds which has included the City of Postville under the subsidiary NEIT Services, LLC.

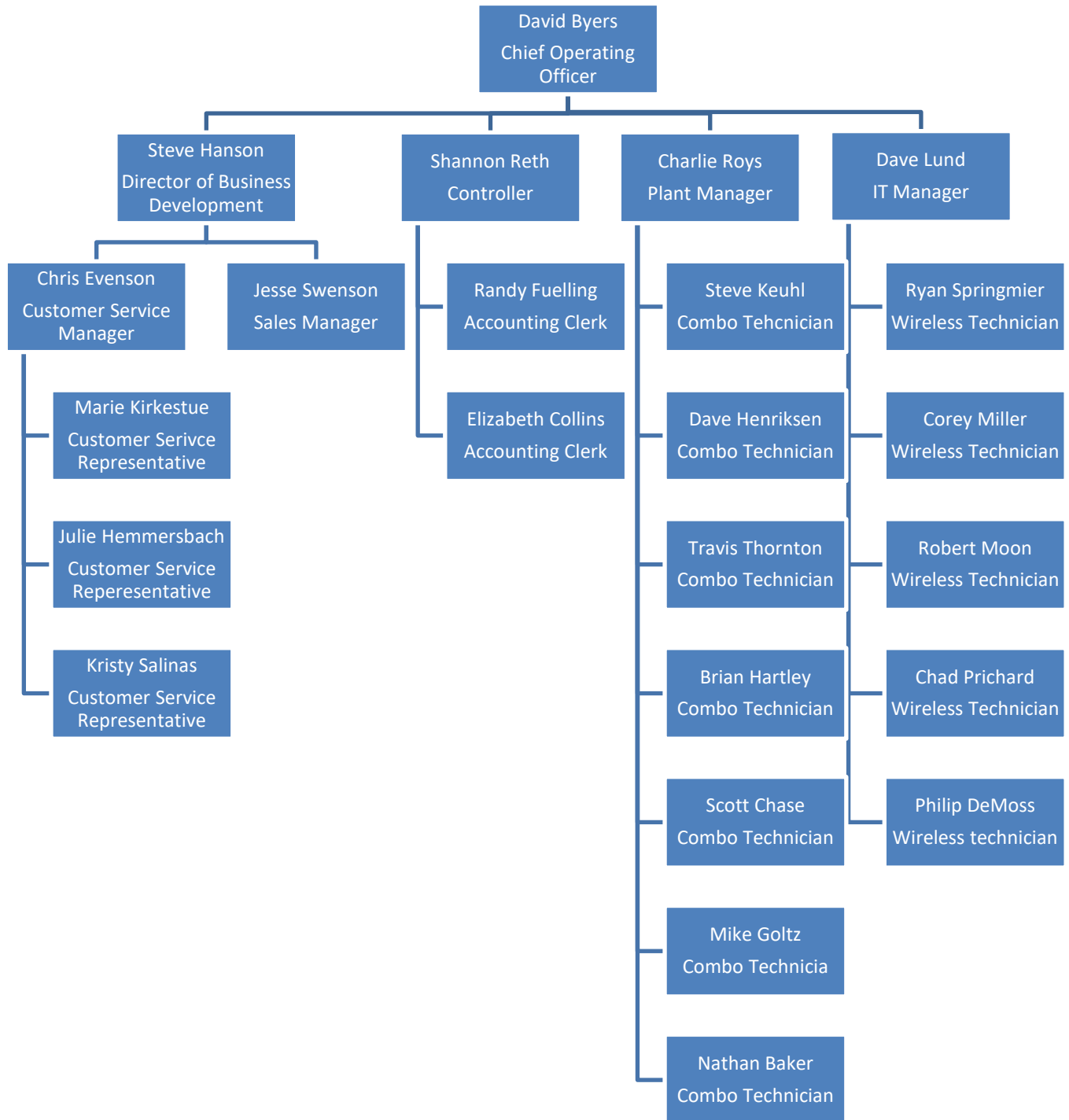
NEIT has an experienced executive management team with over 85 years of experience in providing telecommunication services, which includes 33 years of the COO (see attached resume). Additionally the support staff is made up of several individuals that have the technical, business, and customers skills needed to provide premier services, an organization chart on page 2 illustrates the wide range of technical and business expertise.

NEIT currently has multiple broadband service plans that include 25M, 50M and 100M levels.

Thank you,

NEIT Services, LLC

# NEIT Organization Chart



## David Byers Biography

### Employment History

**Chief Operating Officer** – Northeast Iowa Telephone Company (2005 to Present)  
Monona, IA

Northeast Iowa Telephone Company (NEIT) is an ILEC, Broadband and Cable TV provider serving four (4) communities and surrounding rural areas in Allamakee and Clayton Counties. In addition, NEIT provide Competitive CLEC (Broadband) Services in Postville, IA and operates a wholesale wireless network throughout Rural Iowa, Western Illinois, Southern Minnesota and Southwest Wisconsin including the FirstNet Public Safety Network.

**Director – Business Development** – Mount Horeb Telephone Company (1995 to 2005)  
Mount Horeb, WI

Created and implemented a comprehensive business plan to enter the CLEC, Internet and Cable TV business.

**Directory Coordinator** – Pioneer Communications (1987-1995)  
Lancaster, WI

Created and implemented a regional directory publishing business serving ILEC's in Wisconsin, Minnesota and Iowa

### Industry Participation

Member Aureon Board of Directors (Current Chairman)      2014 to Present

Past President and Board Member Iowa Communications Alliance

Past Present and Board Member Rural Iowa Independent Telephone Association

Wisconsin Governor's Task Force on Privacy      1999-2000

### Education

Bachelor of Science Business Administration - Marketing  
University of Wisconsin – La Crosse    December, 1982