



Demonstrated Experience

Minburn Communications is a technology leader in rural Iowa, bringing World Class Connections to Minburn, Woodward, Perry, Bouton and Dallas Center. Minburn Communications services connect our customers with Broadband Internet, Voice Services, Video Entertainment, and Fixed Wireless Internet. Connecting our communities with quality telecommunications service is our priority, second only to the Hometown Touch our local employees provide in the office, onsite, and over the phone.

Minburn has an experienced management team and staff lead by CEO Deb Lucht (see attached resume), having achieved numerous broadband milestones over the last few years throughout their service territories.

Minburn also been recognized by NTCA as a Gig capable provider, and currently offers multiple broadband service plans that include 15M, 25M, 50M and 100M levels.

On January 1, 2019, Minburn Communications automatically upgraded all broadband customer to symmetrical service as a new standard. Shortly thereafter, office staff moved into the new Corporate Office located at 100 S. Main, Woodward, IA. A community-wide Ribbon Cutting and Open House was held where several new programs and services were introduced including an Investor Relations campaign featuring a new Shareholder Portal and new Video Entertainment TV features and enhancements.

The fiber ring was completed in 2018 and made fully redundant from Minburn to the Perry Central Office. An additional 12-miles of fiber was constructed west of Perry. To accommodate growth, the old Woodward office building was demolished and a new corporate building was constructed.

2017 marked the year Minburn Communications received its first Impact Award for their involvement in state certification of the city of Perry's 34-acre Industrial Park and the city of Woodward's 186-acre Eco-Park. At the end of the year, the company had 232 fiber route miles.

Minburn Communications converted the Woodward exchange from Copper facilities to Fiber To The Home. This 4.7 million dollar project was completed in 2015, bringing us one step closer to the goal of Gig service in all of our fiber areas.

In 2014 construction of fiber to 150 businesses in Perry was completed. These enhancements allowed our company to increase broadband Internet speeds and 100Mbps service was introduced to fiber customers. A third fixed wireless Internet tower was added to our rural network. Service is now available to customers living in and around the communities of Bouton, Dallas Center and northern rural Adel.

DEBRA LUCHT

Chief Executive Officer/General Manager

Minburn Telephone Company and Subsidiaries d/b/a Minburn Communications

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debl@minburncomm.comwww.minburncomm.com**SUMMARY OF QUALIFICATIONS**

- Extensive background in business management, human resources, and strategic planning
- Emphasis on sales, marketing, and public/media relations
- Consulting experience with management teams, sales directors, and staff at all levels
- Speaker/Presenter at local, state and national conferences
- Corporate Trainer on executive team development and organizational performance
- Project Manager for special assignments from Board of Directors
- Negotiator for unexpected or difficult endeavors requiring diplomacy
- Writer for business proposals, grants, newsletters, product brochures, and company website
- Experienced as Corporate Manager, Publisher, Personnel Supervisor & Department Manager
- Respected for the ability to plan successful strategies that target and develop new accounts while consistently expanding the customer base and increasing revenues

PROFESSIONAL EXPERIENCE**CEO/General Manager**, Minburn Telephone Company d/b/a Minburn Communications, Minburn, IA.

June 2008 – present. Currently manage the day to day operations, plan and execute the short and long range business objectives of 4 telecommunication companies serving 3 rural Iowa communities. Analyze new services, the market and prepare financial projections. Evaluate personnel requirements, review public relations and customer service policies and practices. Represent the company interests in business partnerships, regulatory agencies, legislative bodies and industry associations.

Assistant General Manager, Minburn Telephone Company d/b/a Minburn Communications, Minburn, IA February 2006 – May 2008. Worked in conjunction with the General Manager in managing, planning, directing, coordinating and controlling the company. Worked with the General Manager and the Board to develop a succession plan for GM position.

Marketing/Sales Manager, Breda Telephone Corp d/b/a Western Iowa Networks, Breda, Iowa.

December 1998-February 2006. Managed marketing, sales and customer relations for five telecommunication companies serving 33 communities. Track sales, review market analyses, determine customer needs, establish goals, and manage sales distribution.

Coordinate public relations activities;

maintain relationships with community leaders/representatives; provide public speaking locally and nationally; and grant writing.

Present company-wide training; and supervise a department with eleven employees. Serve as a member of the Management Team, and provide vision, strategies, and executive decisions for the entire organization.

Publisher, Valley News Today, Shenandoah, Iowa, 1998.**Advertising Manager**, Daily Times Herald, Carroll, Iowa, July 1990-November 1997.**Business Owner**, Das Kuchen Haus, Glidden, Iowa, 1977-1990.**COMMUNITY & INDUSTRY SERVICE****Current:**

- Governor Reynolds Empower Rural Connectivity Taskforce
- Perry Industries Group (Past Board President/Director)
- Woodward Economic Development Associations (Director)
- Perry Lutheran Home and Assisted Living (Director)
- Des Moines Area Community College Telecommunications Advisory Group

Past:

- Iowa Communications Alliance (Director)
- Iowa Telecommunications Assoc./Rural Iowa Independent Telecommunications Association Unification Committee (Co-Chair)
- Leadership Iowa Graduate – Class of 2013/2014
- Rural Iowa Independent Telecommunications Association (RIITA) (Past President /Director)
- National Exchange Carrier Association Average Schedule Task Group