

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, Stratford Mutual Telephone Company (Stratford) has a proven history of fiber broadband project success and implementation. Stratford serves 5 communities including Stratford, Gilbert, Roland, Jewell, and Story City. Stratford strives to provide its communities with the best technology available. All of Stratford's ILEC communities are served by fiber.

The resumes of key Stratford team members are included to provide further evidence of Stratford's ability to successfully implement the proposed Central Iowa Broadband Expansion. Combined, they bring nearly 90 years of experience to the table.

Stratford is a financially viable organization with the capability to meet all financial requirements outlined in this project. Stratford has a history of continued business success and meeting financial obligations within the communities they serve.

Stratford Mutual Telephone Company Key Personnel

Steve Frey – General Manager

- 9 Years ISP experience. Consulted on Municipal FTTX Project in Princeton, IL. Oversaw CAF II builds and turnups in Northern IL. Oversaw FTTX overbuild in Story City, IA.
- 10 Years Financial Management and Lending Experience
- With SMTC since 2019

Scott Henderson – Install and Repair Manager

- 21 Years ISP Experience
- Worked with Stratford Mutual Telephone for FTTX Project in Stratford, IA (RUS Project)
- Involved with OSP design and turnups on Story City, IA FTTX Overbuild
- With SMTC since 2001

Jim Berry – Network Operations Manager

- 9 Year ISP Experience
- Fiber Splicing and Service Installation Experience with Iowa Communications Network
- Oversees inside plant for Stratford and Story City FTTX Operations
- With SMTC Since 2020

Jennifer Frank – Office Manager

- 16 Years ISP Experience
- Performs all NECA/FCC/IUB Reporting
- A/P and Budget Responsibilities for Story City FTTX Project
- With SMTC since 2004

Clark Conklin – Master Electrician

- 34 Years Electrical Experience
- AC/DC Power Conversions
- Emergency Generator Installation and Maintenance
- With SMTC since 2019