

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, IAMO Communications (IAMO) has a proven history of fiber broadband project success and implementation. IAMO serves 10 communities including Coin, Northboro, Braddyville, Shambaugh, and Blanchard, IA as well as Burlington Junction, Clearmont, Elmo, Westboro, and Wilcox, MO.

IAMO strives to provide its communities with the best technology available. All of IAMO's ILEC communities are served by fiber. The proposed College Springs East FTTP Project would bring state-of-the-art fiber network infrastructure to the project area.

The resume for CEO/General Manager Tim Toepfer is included to provide further evidence of IAMO's ability to successfully implement the proposed College Springs East FTTP Project. Bios are included for IAMO's Board of Directors' President, Secretary and Treasurer as well. Combined, they bring over 125 years of broadband experience to the table.

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

Timothy P. Toepfer

109 S. Washington St ♦ Neosho, MO 64850 ♦ (417) 389-5929 ♦ ttoepfer@iamo.tel

EXPERIENCE**IAMO Communications, Inc.**
*CEO/General Manager***Coin, IA***Sep 2020 - Present***AT&T INC.**
*Senior Service Executive***Bentonville, AR***May 2008 – Sep 2020**Fortune 500 Customers: Walmart (#1) □ Phillips 66 (#7) □ ConocoPhillips (#51) □ Tyson Foods (#83) □ Hertz (#264)*

- ♦ Partnered with sales in raising Walmart revenue 19% over the course of 2016 (+\$67M), 8.8% in 2017 (+\$13.8M), 2.8% in 2019 (+\$10M)
- ♦ AT&T Service Excellence Award - 2012
- ♦ Service Management Journey Award - 2012
- ♦ Project Managed Service Delivery for 3 Top 100 Customers with 100% Accuracy and Satisfaction
- ♦ Developed and led weekly Mentoring Program
- ♦ Special Projects:
 - *DST Systems*: Managed Outside Plant copper delivery project for Data Center expansion
 - *Hertz*: Provided Technical and Operational support to customer and vendor for AT&T Voice Trunking
- ♦ Resulting in error free implementation of Cisco ACD Environment

Service Executive*April 2004 – May 2008**Fortune 500 Customer: Walmart (#1)*

- ♦ AT&T Signature Service Legends Award - 2004
- ♦ Partnered with sales in increasing revenue 42%/\$79M (\$56M to \$135M)
- ♦ Achieved 100% On-Time Completion for 280 New Construction Stores per year
- ♦ Special Project:
 - Managed conversion of 2,200 remote T1 circuits and 20 OC3 connections into the AT&T MPLS Network

Business Manager*October 2000 – April 2004**Fortune 500 Customer: Walmart (#1)*

- ♦ AT&T Signature of Excellence Account Team Award - 2003
- ♦ Increased revenue 60%/\$21M (\$35M to \$56M)
- ♦ Developed New Store Implementation process to move from 63% to 100% On-Time Completions ♦ Special Project:
 - Managed service implementation across new diverse SONET rings

PIONEER TELEPHONE COOPERATIVE**Kingfisher, OK****Supervisor Special Services***September 1994 – October 2000**Supervisor responsible for training and performance of 10 Field Technicians and 4 Billing Specialists*

- ♦ NECA Tariff & Billing Coordination
- ♦ Special Project:
 - Designed, Implemented and Delivered 100% On Time 50+ school DS3 Video Network enabling teacher sharing and Higher Ed classes

Local Services Technician/ Foreman Special Services - \$38,450*January 1981 – September 1994*

- ♦ Special Project:
 - Developed DACS network presence in 11 locations allowing much needed network grooming
 - Implemented Nortel Passport for new and growing Internet Network

INTERESTS/SERVICE

Interests: Golf □ Softball □ Soccer □ Wrestling □ Football
 Player/Coach – Central Semi-Professional Football League (Joplin Crusaders) EMT &
Volunteer: Firefighter – Kingfisher, OK (15 years)
 Coach – SouthWest Christian Athletes – Home School (High School & JR High)

EDUCATION**SOUTHERN NAZARENE UNIVERSITY****Bethany, OK***January 1981***Major:** *Elementary Education/Art/Athletics*

- ♦ 96th Percentile **National Security Agency** applicant and offer recipient

James Quimby
13018 State Hwy O
Westboro, MO 64468
660-984-5688

james@iamocommunications.com

Experience:

IAMO Communications Board of Director

Elected March 1984

Current Board President

Merlin Swanson

1834 260Th Street

Coin, IA 51636

712-583-3232

merlin@iamocommunications.com

Experience

IAMO Communications Board of Director

Elected 1991

Current Board Secretary

Russell Adkins
201 Oak Street
Elmo, MO 64445
660-742-3434

russ@iamocommunications.com

Experience

IAMO Communications Board of Director

Elected 2003

Current Board Treasurer