

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.

Established in 1902, Central Scott Telephone Company (Central Scott) has an extensive history of providing broadband and telecommunication services and excellent customer service to the North Scott community. Central Scott invests in the North Scott schools, local organizations and charities while also volunteering at many functions and granting many sponsorships.

As an example of Central Scott's experience with Fiber to the Premises (FTTP) builds, Central Scott successfully completed an overbuild of their Cuba City exchange. This project consisted of approximately 150 miles of mainline and drop construction to serve approximately 640 subscribers.

The resumes of key Central Scott team members are included to provide further evidence of Central Scott's ability to successfully implement the proposed North Scott Rural Broadband Expansion. CEO Donn Wilmott oversees all Iowa and Wisconsin subsidiaries of LICT Corporation.

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

Donn Wilmott

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Career Objective

Primary role will focus on allowing the listed qualifications and an entrepreneurial spirit to benefit a success driven customer facing organization in an atmosphere conducive to challenge; where there is no one right way but many through individual contributions.

Summary of Qualifications

- **General Management**, finance, operations, technical, sales and marketing.
- **Community representation**, public speaking, written, and oral communications.
- **Financial** and **Strategic** business acumen.
- **Capital Budgeting** with full **P&L responsibility** and reporting.
- **Product development**, positioning, **pricing**, and new product launch
- **Contract Management**, Customer and vendor **negotiations**,
- **M&A** due diligence
- HR, Public Relations, Disaster Recovery Planning.
- Engineering, technical field services, OSP, support, and **Customer Care**.
- Lobby activities, public hearings, regulatory filing and compliance.

Professional Experience

Central Scott Telephone / CS Technologies – Quad Cities, IA 2/10 – Present
Chief Executive Officer and General Manager

- Tasked by Board of Directors to provide executive direction, develop five-year strategic plan to refocus both RLEC and CLEC operations. Implement actionable specifics to turnaround declining EBITDA. Inflection point hit in late 2010 as EBITDA now grows allowing accelerated investment and the commitment to long term FTTH. 2019 EBITDA more than double the inflection point in 2010.
- Expanded responsibilities to include executive oversight for combined companies. In October of 2011 assumed responsibilities to integrate Iowa and Wisconsin operations. Two separate financial entities with disparate billing systems, operational realities and general management histories brought together to share strengths and grow as one combined team.
- Successful Acquisition and Integration of Dixon Telephone Company in 2015. Personally, negotiated transaction with Board of Dixon Telephone Company.

Alaska Communications Systems – Anchorage, AK
Vice President, Business Sales and Service

9/08 – 4/09

- **Represented ACS to the business community** while leading the Sales and Service organizations in the Alaska communities of Anchorage, Kenai, Fairbanks, and Juneau. Immediately became active in the Anchorage Chamber, Alaska Alliance, and Regional Development Council.
- Prior to re-org in January of 2009 managed and mentored the Business Sales, Sales Operations Support, Complex Services, and Strategic Opportunity Management groups.

San Diego Diocese - San Diego, CA
Technology Instructor - St. Mary's School

08/06 – 08/08

- Classroom instruction for the Catholic schools in San Diego focusing on Technology. Shared experiences gained from 25 years of working in a high-technology environment.
- **A two-year commitment made early in life** to mentor, coach, develop and motivate young people as my way of giving back. Commitment has been honored with no regrets. This time to give back to my community and our future while my children were young will never be forgotten.

Time Warner Telecom - San Diego, CA
Vice President / General Manager
Director, Sales and Marketing

09/94 - 6/06

05/97 – 06/06

09/94 – 04/97

- **Strong top and bottom-line results!** Full Capital Budgeting and P&L responsibilities over San Diego; at times this also included Irvine, Los Angeles, Santa Barbara, and San Luis Obispo.
- Led cross-functional team that **sold and implemented largest enterprise account** in the history of Time Warner Telecom (2005 and 2006). Managed MSA and SLA negotiations. Partnered with legal, regulatory, engineering, operations, marketing, and finance on both the sale and implementation of revenue.
- **Life to date capital spending exceeded 200 million** with combined **annual P&L budgets in excess of 50 million**. Developed business plans to support capital spending and responsible for P&L budgets satisfying the return on investment (ROI).
- Duties included planning and installation of 165 route miles of metro fiber optic network in San Diego, two Central Offices, and 10 LEC collocations, together with 310 route miles of inter-city long haul fiber optics. Other markets included extensive metro fiber optic networks including both deployment and acquisition under the direction of this role.
- Managed a team of 35 in the areas of sales, finance, operations, engineering, support, and administration. Remote location management included 9 direct reports with employee teams totaling 60 to 200 including a call center.
- Began at the start-up level **new business development** of commercial services in San Diego including **strategic business plan** and launch of services. Network planning, route selection, and implementation based on market studies. **Product development**, lobby activity, public hearings, **regulatory filings** and compliance, staffing, business development, **metric development**, sales

processes, and transactional procedures. Complete start-up of a Competitive Local Exchange Carrier (CLEC).

- **Integral part of Due Diligence team for GST acquisition** from May 2000 thru November 2000. Teamed with Regional Operations Director to verify assets and business practices at locations thru-out California. Responsible after acquisition for integration of San Luis Obispo and Santa Barbara markets for two years, January 2001 acquisition date thru January 2003, in addition to San Diego. During this period held management responsibilities for upwards of 200 people thru 9 direct reports.
- **Managed start up activities in Los Angeles and Irvine** including **strategic business plan** submittal in October of 1998. From 1999 thru late 2000 managed the build out of the Irvine Central Office and Metro Network to include a downtown LA presence and Central Office. Established staff of 60 plus. Put in place process, procedures, training, leadership development, and brought on GM to take over the operation in late 2000.
- During the period from September of 1994 thru May of 1999 functioned in a dual role with Time Warner Cable; first as a Director and starting in May of 1997 as a Vice President. **Much of that early role was helping the President move a cable only culture** towards internet and telecom services as a bundled product with traditional broadcast.
- **Business development and strategic planning** of Cable Modem services, **financial review**, and launch in San Diego. **Case was made for a 40% plus penetration against a 10% consensus.** Over 200K homes passed now have well over 100K homes served by Road Runner Cable Modem. The earliest part of this role included participation on the national Time Warner multi-location cross-functional corporate team of 12 who completed the first national business plan for Road Runner services. This ultimately led to San Diego's early cycle launch of Cable Modem services.

LDDS / METROMEDIA / ITT – San Diego, CA

08/88 – 09/94

Branch Manager	10/93 – 09/94
Senior District Sales Manager	03/93 – 10/93
District Sales Manager II	02/92 – 03/93
District Sales Manager	11/89 – 02/92
Senior Major Account Executive	08/88 – 11/89

- Responsibilities included all aspects of sales and service in a high transactional environment, selling activities, and maintaining customer bases in the competitive telecommunications marketplace.
- Territory included San Diego and operational start-up of Las Vegas, Riverside, and south Orange County. Local staffs ranging from 12-30 in sales, customer support, operations, administration, and training, together with hiring managers in start-up locations.
- **Major achievements include three consecutive years (1991-1993) of placement into Metromedia's Presidents' Club with Inner-circle Honors.** Noted for having the most members of sales team in attendance. During this period only three managers nationwide achieved this consistency; most memorable was the

opportunity to personally meet with John Kluge in private quarters for recognition of ongoing consistency and overachievement.

- **Training of managers** at the corporate level on data and private line products; development of nationwide LDDS Account Executive compensation plans.

Allnet Communications - San Diego, CA

06/87 – 08/88

Major Account Executive

- San Diego's first Major Account Executive for Allnet.
- Consistently over 120% of quota. President's Club honors.

Starnet / American Network - San Diego, CA

05/85 – 06/87

Major Account Executive

- Consistently over 120% of quota. President's Club honors.
- Sold first DS1 to enterprise account in San Diego.
- Left in 1987 and was hired back in 1988 as an ITT employee.

National Telephone Exchange / Budgetel

03/83 – 05/85

Regional Director

11/83 - 05/85

Sales Manager

03/83 - 11/83

- Start-up of three marketplaces; San Diego, El Centro, Yuma.
- Responsibilities included marketing, pricing, Telco negotiations and switch implementation together with all sales and operational duties.

Paul Walton, INC - San Diego, CA

06/82 -03/83

- Traveled nationwide promoting Western Union's Metrophone product as an independent contractor. Developed direct transactional sales teams in several key markets.

Education

San Diego State University - San Diego, CA

09/78 – 05/82

Graduated with a Bachelor of Science in Applied Arts and Sciences; major in Business Administration, Finance with a **Distinction in Finance and a minor in Sociology**.

San Diego State University College of Extended Studies - San Diego, CA

Professional Certificate Program in Telecommunications was completed.

Additional Information

- Obtained the rank of **Eagle Scout** within the Boy Scouts of America.
- Board Member, Classroom of the Future Foundation, San Diego County Office of Education (1999–2006)
- School Board Member, North Scott Community School District, Scott County Iowa (2013 – Present)
- Finance Committee member for Scott County Family YMCA (2014 – Present)

KENT A. DAU, CPA

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Summary of Qualifications

Seasoned financial executive with several years of strategic planning
Diverse experiences within the telecommunications field, including competitive threats
Related experience with regulatory filings of FCC, USAC, and the State of Iowa

RELATED EXPERIENCE**Central Scott Telephone Company, CFO/Comptroller, February 1998 to Present.**

Responsible for all tax and accounting functions for the company and subsidiaries. Preparation and review all monthly, quarterly and annual consolidated financial statements. Responsible for the annual audit process, preparation of financial statements and coordination with outside auditors. I am responsible for the annual financial budgeting process. Responsible for the filing of all tax forms including sales tax, use tax, payroll taxes, and excise taxes for three companies. I also comply with all regulatory filings for the Company and subsidiaries. I work with other members of the management team on new service offerings' business plans and projections.

I manage the day to day activities of four Customer Service Representatives, an assistant Controller and the office Manager

I served on the Technologies Task Force of the Iowa Society of CPAs. I served on the Industry Relations Committee of the Iowa Telecommunications Association.

Wapsi Wireless, LLC, Secretary/Treasurer of the Board of Directors, April 1999 to April 2015

I served as the Secretary/Treasurer on the Board of Directors of Wapsi Wireless LLC, a PCS carrier in Clinton and Jackson Counties in Iowa. I was the Secretary/Treasurer from the company's inception until it's dissolution by sale to another entity.

Iowa Network Services, Manager of Taxes and Audits, April 1992 to February 1998.

My duties included all tax responsibilities, such as the preparation of Federal and Multi-State Consolidated Income Tax returns, and estimated tax payments. I created the tax accrual program that I used for the monthly tax accrual. I prepared payroll tax payments and returns. I was responsible for the maintenance of property tax records for over 30 counties. I prepared sales tax returns and Federal excise tax returns. I also determined the tax effect of miscellaneous transactions.

Monthly general ledger work included maintenance of financial statements, maintenance of general ledger accounts and preparation of journal entries. I was responsible for the preparation and review of monthly financial statements. I was the liaison with external financial auditors and prepared the consolidated financial statements for the audit. Some of my other duties included the processing of payroll, and determination of taxable benefits.

I served on the Technologies Task Force of the Iowa Society of CPAs.

Kiesling Associates, Senior Accountant, July 1989 to April 1992.**Kiesling Associates, Staff Accountant, September 1987 to July 1989.**

My duties included assisting in all areas of audit, review and compilation services from the planning of the engagement to the issuance of the report. I was promoted to Senior Accountant and given in-charge responsibilities, including supervision of staff and completion of work papers. I also obtained experience in financial statement presentation, corporate tax return preparation for non-profit and C corporations, as well as monthly general ledger work for clients and prescribed form reports.

EDUCATION

Bachelor of Arts, May 1987
University of Northern Iowa
Cedar Falls, Iowa
Major: Accounting
Minor: Spanish

References available upon request