

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.

Lehigh Valley Cooperative Telephone Association (Lehigh Valley) has over 100 years of proven history of providing exceptional telecommunication services. Lehigh Valley's continuous goal is to provide members and communities with the best technology available.

In regards to its awards from the Empower Rural Iowa, Emergency Broadband Expansion Grant – NOFA #003 and NOFA #004, Lehigh Valley has nearly completed all construction needed and has started turning up customers in the project areas.

The proposed Rural Fort Dodge Project complements the Lehigh Valley's previous Empower Rural Iowa, Emergency Broadband Expansion Grant Program – NOFA #003 and NOFA #004 awards.

Lehigh Valley currently has 9 employees and the resume of CEO James Suchan is included to provide further evidence of Lehigh's ability to successfully implement the proposed Rural Fort Dodge Project.

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

JAMES SUCHAN

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Professional Summary

Results-driven Executive with 40 years of progressive experience in the Telecommunications Industry. Exceptional leader, change manager and complex problem solver. Proven skills in operations oversight, policy development and process improvements. Telecommunications Manager focused on leading day-to-day operations and major projects. Quality-minded, decisive and persistent in following through with objectives. Excellent communication, organizational and budget administration skills.

Skills

- Policy development and optimization
- Financial leadership
- Shareholder accountability
- Market strategies
- Business planning
- Contract Management
- Business administration
- Negotiation
- Project Management
- Cash Management
- Business Development
- Policy Development
- Relationship Management
- Account management
- Program Management
- Risk Assessments
- Process improvements
- Financial Oversight
- Product development and expansion
- Business alliances
- Corporate leadership
- Strategic Planning
- Capital expenditures
- Profit & Loss
- Budgeting
- Operating budgets
- Staff Management
- Organizational leadership
- Market understanding
- Risk management
- Financial Management
- Productivity performance
- Operations management
- New market penetration
- Market research and analysis
- Business Management
- Operational Oversight

Work History

- CEO** 01/1998 to Current
Lehigh Valley Cooperative Telephone Association – Lehigh, IA
- Led operational oversight and budgetary supervision for all broadband projects.

- Devised new promotional approaches to boost customer numbers and market penetration while enhancing engagement and driving growth.
- Maintained effective staff and resource utilization rates to balance financial and operational obligations.
- Monitored use of best practices at all levels and implemented corrective actions to bring employees into compliance.
- Determined vision and strategic direction for broadband deployment and coordinated resources to achieve targets within optimal timeframes.
- Built productive relationships with industry partners and competitors to support strategic business objectives.

Telecommunications Technician

01/1980 to 01/1998

Webster Calhoun Telephone – Gowrie, IA

- Diagnosed and resolved complex integrated customer issues for implementation, add-on, maintenance and support of voice, data, VoIP and CTI applications.
- Planned layouts and ran cable into buildings and through walls, attics and crawl spaces.
- Analyzed user-generated trouble tickets to determine causes of problems and took appropriate action for resolution.
- Read blueprints and schematics to correctly place equipment.
- Responded to service requests during and after business hours.
- Developed expertise in communication systems cabling, circuitry and wiring through various projects for public utility companies.
- Maintained excellent attendance record, consistently arriving to work on time.