

STATE OF INDIANA

INDIANA UTILITY REGULATORY COMMISSION

IN THE MATTER OF THE EXPANSION )  
OF THE DESIGNATED SERVICE AREA )  
OF DAVIESS-MARTIN COUNTY RURAL ) CAUSE NO. 41052 ETC 30-S1  
TELEPHONE CORPORATION AS AN )  
ELIGIBLE TELECOMMUNICATIONS )  
CARRIER IN THE STATE OF INDIANA )

**DIRECT TESTIMONY OF LYLE MACVEY IN SUPPORT OF THE EXPANSION OF  
THE DESIGNATED SERVICE AREA OF DAVIESS-MARTIN COUNTY RURAL  
TELEPHONE CORPORATION AS AN ELIGIBLE TELECOMMUNICATIONS  
CARRIER**

**Q1. PLEASE STATE YOUR FULL NAME AND TITLE.**

A1. My name is Lyle MacVey. I am the chief operating officer of Daviess-Martin County Rural Telephone Corporation ("RTC").

**Q2. WHAT ARE YOUR JOB RESPONSIBILITIES FOR RTC?**

A2. As the chief operating officer of RTC, I make major corporate decisions, oversee the overall operations and resources of the company and report directly to the company's chief executive officer and the Board of Directors.

**Q3. PLEASE PROVIDE INFORMATION ON YOUR PROFESSIONAL BACKGROUND.**

A3. I have a degree in electronics technology, as well as 37 years of experience in the technology and telecommunications industries. I have held various telecommunications positions, including engineering and design, construction, installation and repair, as well as general manager, CTO, COO and CEO. I currently maintain membership in the IEEE organization for technical professionals.

**Q4. PLEASE PROVIDE BACKGROUND INFORMATION ON RTC, INCLUDING THE SERVICES IT PROVIDES.**

A4. RTC is an Indiana rural communications cooperative organized under Ind. Code § 8-1-17-1 *et seq.* and registered with the Indiana Secretary of State. A copy of RTC's Certificate of Existence is attached hereto as **Exhibit LM-1**. Its principal place of business is located at 244 N. Main Street, Montgomery, IN 47558. RTC often operates under its registered assumed business names of Intelecyn and RTC Communications and will offer services within the Expanded Service Area, as defined in the Verified Petition in this Cause, using these assumed business names. RTC is a competitive local exchange carrier ("CLEC") and has been offering internet access service since 1995, beginning with dial-up internet. The management team then oversaw the transition to Digital Subscriber Line ("DSL") service to increase the internet speeds that RTC was offering to customers. In 2006, with the help of its capable management team, RTC oversaw the fiber build within its current service area, which further increased offered speeds up to 1GB symmetrical. Today, RTC continues to offer broadband service up to 1G symmetrical to businesses and residents with fiber-to-the-home ("FTTH").

**Q5. WHAT CERTIFICATIONS DOES RTC CURRENTLY HOLD FROM THE INDIANA UTILITY REGULATORY COMMISSION ("COMMISSION")?**

A5. On June 2, 1966 in Cause No. 23146, RTC was granted a Certificate of Territorial Authority ("CTA") by the Commission to provide telephone service in all or portions of the Montgomery, Plainville, Alfordsville-Glendale, and Trinity-Williams telephone exchanges in Indiana. On May 2, 1979 in Cause No. 33601, RTC's CTA was expanded to include to remaining areas of these exchanges. On February 3, 2005 in Cause No. 9906-1, RTC's CTA was expanded to include the resale of WATS and/or interexchange

service in Indiana. On October 22, 2009 in Cause No. CSP0909-8, RTC's CTA was expanded to include telephone service in zip code 47562, which generally encompasses the town of Odon, Indiana. On June 15, 2015 in Cause No. CSP1505-4, RTC's telephone service area boundaries were revised to add a small portion of Daviess County, Indiana. On November 8, 2018, RTC's CTA was expanded to include telephone service in all exchange service areas held by CenturyLink, TDS, AT&T and Frontier. Finally, on August 15, 2019, RTC's CTA was expanded to include the provision of broadband service in the Montgomery, Plainville, Alfordsville-Glendale, and Trinity-Williams telephone exchanges. On February 3, 2021, RTC filed a Notice of Change to its CTA to become authorized to provide broadband and interconnected VoIP as a telecommunications service throughout the state of Indiana, which will encompass the Expanded Service Area.

Additionally, by order approved on December 16, 1997 in Cause No. 41052 ETC 30, the Commission designated RTC as an ETC in its entire ILEC service area, which was comprised of all or parts of Daviess, Lawrence and Martin counties in Indiana. In addition to the Expanded Service Area requested in the Verified Petition, the original designated ETC service area of RTC is identified on **Exhibit A** attached to the Verified Petition.

**Q6. PLEASE SUMMARIZE RTC'S REQUEST IN THIS PROCEEDING.**

A6. Pursuant to Section 214(e)(2) of the Communications Act of 1934 (the "Act") and Section 54.201 of the FCC's rules, RTC requests the Commission's approval of the Expanded Service Area in which RTC seeks to be designated as an ETC in order to receive federal support from the Rural Digital Opportunity Fund ("RDOF") Phase I. RTC

was provisionally awarded RDOF Phase I support on December 7, 2020 through its participation in the FCC's Auction 904. RTC will be eligible to receive this support subject to completing certain requirements, such as being designated as an ETC in the Expanded Service Area. Pursuant to Section 54.101(d) of the FCC's rules, any ETC, including an ETC designated to receive high-cost support, must offer Lifeline service in its designated service area. Accordingly, to the extent necessary, RTC also requests designation as a Lifeline provider within the Expanded Service Area. RTC respectfully requests that the Commission grant this petition on or before June 7, 2021 to ensure that RTC meets the FCC's June 7, 2021 deadline for designation as an ETC in the Expanded Service Area in order to receive the RDOF Phase I support awarded to RTC.

**Q7. PLEASE PROVIDE A BRIEF OVERVIEW OF THE RDOF PHASE I AUCTION.**

A7. On August 2, 2019, the FCC proposed the RDOF to provide an additional \$20.4 billion in support through a reverse auction to bring broadband service to areas that lack access to both fixed voice and 25/3 Mbps broadband services.<sup>1</sup> The minimum supported speed under RDOF is 25/3 Mbps, but the auction rules gives priority to faster broadband speeds of up to a gigabit per second and lower latency service. RDOF Phase I support recipients must offer the required voice and broadband service to *all* eligible homes and small businesses within the awarded areas. RDOF Phase I support will be disbursed over a 10-year period. While RDOF Phase I targeted census blocks that are *wholly* unserved with broadband at speeds of 25/3 Mbps, the FCC reserved some of the funding for Phase II,

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<sup>1</sup> *In the Matter of Rural Digital Opportunity Fund et al., Notice of Proposed Rulemaking*, 34 FCC Rcd 6778 (August 1, 2019) ("Rural Digital Opportunity Fund NOPR").

which will target census blocks that are only partially served, as well as census blocks unawarded in the Phase I auction.<sup>2</sup>

The FCC used a two-step application process for the RDOF Phase I auction. Potential bidders, including RTC, were required to submit a short-form application to establish eligibility to participate in the auction. The Bureau of Wireline Competition reviewed the short-form applications and approved bidders, including RTC, as qualified to participate in the auction. Winning bidders in RDOF Phase I must file a long-form application that demonstrates the bidder is legally, technically and financially qualified to receive support. The long-form application includes ownership disclosure, financial and technical capability certification, public interest obligations certification, an extensive description of technology and system design, available funds certification and ETC eligibility and documentation.<sup>3</sup> Winning bidders must also provide an irrevocable standby letter of credit to ensure that awarded funds can be recovered if the recipient does not comply with the RDOF Phase I deployment and service requirements.

**Q8. PLEASE DESCRIBE RTC’S SHORT-FORM APPLICATION FOR THE RDOF PHASE I AUCTION.**

A8. Following the procedure established in the Auction 904 Notice,<sup>4</sup> RTC submitted its FCC Form 183 short-form application prior to the July 15, 2020 deadline. This application provided identification, operations and financial information of RTC and described its proposed network using RDOF Phase I funding. Specifically, RTC’s proposed deployment in the Expanded Service Area consists of a fiber-to-the-home (“FTTH”)

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<sup>2</sup> *In the Matter of Rural Digital Opportunity Fund et al., Report and Order*, 35 FCC Rcd 686 (January 20, 2020) (“*Rural Digital Opportunity Fund Order*”).

<sup>3</sup> *See, generally, Rural Digital Opportunity Fund Order*, 35 FCC Rcd 686.

<sup>4</sup> *In the Matter of Rural Digital Opportunity Fund et al., Rural Digital Opportunity Fund Phase I Auction Scheduled for October 29, 2020, Notice and Filing Requirements and Other Procedures for Auction 904*, 35 FCC Rcd 6077 (June 11, 2020) (“*Auction 904 Notice*”).

network with symmetrical gigabit speeds, which will allow RTC to utilize various technologies, such as active ethernet, gigabit passive optical network (“GPON”) and other next-generation technologies. For initial implementation, RTC will deploy GPON technology by leveraging Calix’s GPON management solution and Calix E7-2 modular carrier access switches, which will allow for the delivery of voice and data services across the broadband access platform. Based upon its Form 183 short-form application, the FCC determined that RTC met the legal, technical and financial qualifications to participate in Auction 904 and to meet the service requirements associated with the performance tier and latency combination(s) on which RTC bid during Auction 904.

**Q9. PLEASE DESCRIBE RTC’S AUCTION 904 WINNING BIDS.**

A9. On December 7, 2020, the FCC announced the winning bidders of Auction 904, including RTC, which was awarded \$3,565,039 in RDOF Phase I funding over 10 years for 1,371 locations within the 34 census block groups identified in **Exhibit B** to the Verified Petition.<sup>5</sup> RTC is committed to provide voice and internet fiber optic service with 1G symmetrical speeds in these census block groups. The benefits to the community include residents being able to access almost anything at their fingertips. It will allow for e-learning, telecommuting and telehealth, to name a few. The deployment of the network will begin the engineering stage upon the designation of the Expanded Service Area as an ETC.

**Q10. PLEASE DESCRIBE RTC’S SUBSEQUENT AUCTION 904 LONG-FORM APPLICATION.**

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<sup>5</sup>Rural Digital Opportunity Fund Phase I Auction (Auction 904) Closes; Winning Bidders Announced; FCC Form 683 Due January 29, 2021, AU Docket No. 20-34; WC Docket No. 19-126; WC Docket No. 10-90 (December 7, 2020) (“Winning Bidders Announcement”).

A10. Winning bidders of Auction 904 were required to submit the FCC Form 683 long-form post-auction application for support by no later than January 29, 2021 in order to become authorized by the FCC to receive the support awarded during Auction 904.<sup>6</sup> RTC submitted its Form 683 long-form application within the timeframe prescribed by the FCC and will make portions of said application available to the Commission upon request as the Commission considers the Verified Petition and in accordance with the Commission's rules on confidential filings, if applicable. As part of the long-form application, RTC acknowledged that it must be designated by the Commission as an ETC for all of the eligible census block groups allocated to it. RTC has 180 days from the release of the Auction 904 closing public notice (until June 7, 2021) to obtain ETC designation in the Expanded Service Area and to provide documentation of the same to the FCC.<sup>7</sup> RTC will not be authorized to receive RDOF Phase I support, nor will any such support be released to RTC, if it does not obtain the appropriate ETC designation in the Expanded Service Area.

**Q11. PLEASE DESCRIBE THE SERVICES AND PLANS THAT RTC INTENDS TO OFFER IN THE SERVICE AREA USING RDOF PHASE I SUPPORT.**

A11. RTC will offer service plans within the Expanded Service Area that include voice and broadband services that meet the RDOF Phase I tier/latency requirements of RTC's winning bids. The voice and broadband service plans to be offered by RTC include the following:

Intelecyn 50	50/50 Mbps	\$64.95/month
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<sup>6</sup> Auction 904 Notice, 35 FCC Rcd 6077.

<sup>7</sup> Auction 904 Notice, 35 FCC Rcd 6077. The FCC indicated that if a long-form applicant is unable to obtain the necessary ETC designation within the 180-day timeframe, it would be appropriate to waive the 180-day timeframe if the long-form applicant is able to demonstrate that it has engaged in good faith efforts to obtain an ETC designation, but the proceeding is not yet complete. The FCC will presume that a long-form applicant acted in good faith if it files its ETC application with the state commission within 30 days of the release of the Auction 904 closing public notice.

Intelecyn 100	100/100 Mbps	\$74.95/month
Intelecyn 1G	1G/100 Mbps	\$145.95/month
Unlimited Voice		\$34.95/month

**Q12. IS RTC MANAGERIALLY, FINANCIALLY AND TECHNICALLY CAPABLE OF PROVIDING THE SERVICES TO BE PROVIDED USING RDOF PHASE I SUPPORT?**

A12. Yes. The Board of Directors and management team of RTC are familiar with the managerial, financial and technical needs of a communications company. Specifically, RTC has been offering internet access service since 1995, starting with dial-up internet. The management team then oversaw the transition to DSL service to increase the internet speeds that RTC was offering to customers. In 2006, with the help of its capable management team, RTC oversaw the fiber build within its current service area, which further increased offered speeds up to 1GB symmetrical. Today, RTC continues to offer broadband service up to 1G symmetrical to businesses and residents with FTTH.

RTC's management team has already overseen the construction of and currently maintains FTTH networks in its current service area. That RTC has already accomplished the build-out of a large FTTH broadband project proves that it has the resources, expertise, community connections and capabilities to handle the proposed project. RTC's key officers and employees include the following:

Kirk Lehman, Chief Executive Officer  
 Lyle MacVey, Chief Operating Officer  
 Sheila McCracken, Director of Finance  
 Stacy Webber, Director of Operations  
 Clay Begley, Director of Engineering  
 Becky Smith, Director of Marketing  
 Angie Lagle, Director of Customer Experience and Sales

A more detailed Statement of Experience is attached hereto as **Exhibit LM-2**. In addition, RTC owns and operates various network facilities and back office, billing and



customer support functions to provide the services required as an ETC. Additionally, RTC will provide to the FCC, pursuant to the Auction 904 procedure, audited financial statements, including balance sheets, net income and cash flow, which have been audited by an independent certified public accountant. As evidenced by the FCC's selection of RTC as a winning bidder in Auction 904, the FCC is satisfied, based upon the financial information provided, that RTC is financially capable of providing the required services.

**Q13. WHAT IS THE SERVICE AREA IN WHICH RTC SEEKS DESIGNATION AS AN ETC IN THIS PROCEEDING?**

A13. In the *Winning Bidders Announcement*, RTC was named the winning bidder for 1,371 locations in Indiana for a total of \$3,565,039 in RDOF Phase I funding for the census block groups identified in **Exhibit B** to the Verified Petition. Thus, RTC is requesting designation as an ETC in the associated census block groups in Indiana listed in **Exhibit B** attached to the Verified Petition. A map of the Expanded Service Area was attached as **Exhibit A** to RTC's Verified Petition. All of the awarded census block groups are within the ILEC study areas of CenturyTel of Odon (Study Area Code 320801), Indiana Bell Telephone Co. (Study Area Code 325080) and Frontier North, Inc. (Study Area Code 320779), which are not rural telephone companies as defined in 47 CFR § 51.5.

**Q14. IF DESIGNATED AS AN ETC, WILL RTC PROVIDE THE REQUIRED VOICE AND BROADBAND SERVICES THROUGHOUT THE ENTIRE EXPANDED SERVICE AREA?**

A14. Yes. RTC intends to provide all of the required services in the Expanded Service Area. RTC will provide state-of-the-art broadband services via an FTTH network with symmetrical gigabit speeds, specifically using GPON technology, to all locations within the eligible census block groups awarded to RTC as part of the RDOF Phase I auction. This technology provides carrier-grade internet over a fiber optic cable network. RTC

will provide voice grade access to the public switched telephone network by using redundant ethernet uplinks from the proposed FTTH electronics to its existing softswitch (“Metaswitch”) to facilitate voice services.

**Q15. IS RTC A COMMON CARRIER PURSUANT TO 47 USC § 153(11)?**

A15. Yes. The term “common carrier” includes any person engaged as a common carrier for hire in interstate or foreign communication by wire or radio.<sup>8</sup> RTC will offer communication services for sale to the public by wire and transmits communications both interstate and intrastate, making it a “common carrier” for purposes of being designated at an ETC and receiving universal service support.

**Q16. WILL RTC PROVIDE SERVICES REQUIRED TO BE PROVIDED BY AN ETC USING ITS OWN FACILITIES OR VIA RESALE OF ANOTHER CARRIER’S SERVICES?**

A16. Consistent with the requirements of Section 214(e)(1) of the Act and sections 54.101 through 54.207 of the FCC’s rules, RTC will provide all services required in order to be eligible for high-cost universal service support using its own facilities. Specifically, RTC will use its own FTTH facilities and redundant ethernet uplinks therefrom to its own softswitch to provide services to end users in the Expanded Service Area. It will use its existing data network routers, internet uplinks and internet service provider services to support new customers within the allocated census block groups.

**Q17. WILL RTC PROVIDE VOICE GRADE ACCESS TO THE PUBLIC SWITCHED TELEPHONE NETWORK OR ITS EQUIVALENT?**

A17. As set forth in the Verified Petition, RTC will provide voice grade access to the public switched telephone network or its equivalent by using redundant ethernet uplinks from the proposed FTTH electronics to its existing Metaswitch softswitch.

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<sup>8</sup> 47 USC § 153(11).

**Q18. WILL RTC PROVIDE MINUTES OF USE FOR LOCAL SERVICE AT NO ADDITIONAL CHARGE TO END USERS?**

A18. As part of the voice grade access to the public switched telephone network, an ETC must provide minutes of use for local service at no additional charge to end users.<sup>9</sup> The FCC has yet to specify a minimum amount of local usage to be offered by an ETC, but RTC will offer rate plans that provide subscribers with minutes of use for local service at no additional charge.

**Q19. WILL RTC PROVIDE ACCESS TO EMERGENCY SERVICES?**

A19. RTC will provide access to emergency services for its customers in the requested ETC service area, including access to both 911 and enhanced 911 service from local public service answering points (“PSAPs”). Specifically, RTC currently provides 911 and enhanced 911 services as shown on the interconnection diagram shown in **Exhibit LM-3** attached hereto. Additional interconnections will be established as required to support the Expanded Service Area.

**Q20. WILL RTC PROVIDE TOLL LIMITATION SERVICES TO QUALIFYING LOW-INCOME CUSTOMERS?**

A20. RTC will offer toll limitation to qualifying low-income customers at no additional charge within the Expanded Service Area. With a service application, an applicant must provide documentation showing proof of income or proof of participation in a Lifeline-qualifying assistance program. Only one Lifeline discount is available per household. It may be applied to either a landline or wireless telephone or broadband internet with speeds of 20/3 Mbps or greater. If 20/3 Mbps is not available, then the customer must take the highest speed that is at least 4/1 Mbps or greater. Some exceptions may apply for a

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<sup>9</sup> 47 CFR § 54.101(a)(1).

broadband internet service discount. If a household receives more than one Lifeline discount, it must select a single provider or be subject to penalties.

**Q21. WILL THE BROADBAND SERVICES PROVIDED BY RTC IN THE SERVICE AREA BE CAPABLE OF TRANSMITTING AND RECEIVING DATA FROM ALL OR SUBSTANTIALLY ALL INTERNET ENDPOINTS?**

A21. Pursuant to 47 CFR § 54.101(a)(2), RTC will provide broadband services with the capability to transmit data to and receive data from all or substantially all internet endpoints, including any capabilities that are incidental to and enable the operation of communications service, but excluding dial-up service. RTC will not prioritize among endpoints, and there is no plan or intent to limit connectivity within or outside the network.

**Q22. HOW WILL RTC ADVERTISE THE AVAILABILITY OF THE VOICE AND BROADBAND SERVICES REQUIRED TO BE PROVIDED BY AN ETC?**

A22. RTC will advertise the availability and rates for the voice telephony and broadband access services to be offered within the Expanded Service Area using media of general distribution, as required by Section 54.201(d)(2) of the FCC's rules.<sup>10</sup> Specifically, RTC will advertise these services on its internet website, in printed materials submitted to local agencies serving Lifeline customers, and within its telephone directory. For Lifeline services, RTC will advertise the availability of these services and charges through media of general distribution in a manner reasonably designed to reach potential Lifeline customer and make them aware of such offers. RTC intends to follow the FCC's Lifeline advertising guidelines in establishing an advertising program for its Lifeline services to reach eligible households that do not currently receive service.

These guidelines suggest posting notices at public transportation stops and agencies,

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<sup>10</sup> 47 CFR § 54.201(d)(2).

shelters and soup kitchens; running public service announcements; providing information booths at central locations; providing customer service to disabled program participants on an equal basis by using telecommunications relay services (“TRS”), text telephone (“TTY”), and speech-to-speech (“STS”) services; and providing outreach materials in Braille. Additionally, the guidelines suggest developing advertising that can be read by members of any sizeable non-English speaking populations and coordinating outreach efforts with governmental agencies that administer relevant government assistance programs.

**Q23. WHAT INFORMATION HAS RTC PROVIDED THE FCC THAT SATISFIES THE REQUIREMENTS OF A FIVE-YEAR IMPROVEMENT PLAN WITH RESPECT TO THE SERVICES PROVIDED USING RDOF PHASE I SUPPORT?**

A23. In accordance with the ETC designation requirements applicable to winning bidders in Auction 904 adopted by the FCC, RTC requested in its Verified Petition that the Commission waive the requirement in the Commission’s General Administrative Order 2019-5 that RTC file a five-year improvement plan.<sup>11</sup> As an Auction 904 winning bidder, RTC will provide the FCC with audited financials, cost estimates and descriptions of proposed improvements to its network throughout the Service Area. In addition, as part of its Form 683 long-form application, RTC will provide the FCC with a project schedule describing the major milestones associated with the project and defining a plan to complete the network deployment within the timeframe prescribed by the FCC.

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<sup>11</sup> General Administrative Order of the Indiana Utility Regulatory Commission 2019-5 (December 27, 2019) (“GAO 2019-5”); *WCB Reminds Connect America Fund Phase II Auction Applicants of the Process for Obtaining a Federal Designation as an Eligible Telecommunications Carrier*, WC Docket Nos. 09-197, 10-90 (July 10, 2018) (“*Federal ETC Procedural Guidance*”). The Federal ETC Procedural Guidance was released during the CAF Phase II Auction and provided guidance for CAF Phase II recipients seeking federal ETC designation. However, the Federal ETC Procedural Guidance was re-released during the RDOF Phase I Auction, and its justification for waiving the five-year plan requirement remains true with respect to RDOF Phase I recipients. *See* RDOF Phase I (Auction 904) releases: <https://www.fcc.gov/auction/904/releases>.

**Q24. EXPLAIN THE CAPABILITY OF RTC TO REMAIN FUNCTIONAL IN EMERGENCY SITUATIONS.**

A24. RTC provides access to a reasonable amount of back-up power to ensure functionality without an external power source, the ability to reroute traffic around damaged facilities, and the capability of managing traffic spikes resulting from emergency situations. In its Verified Petition, RTC described its capabilities of remaining functional in emergency situations for the Expanded Service Area.

**Q25. EXPLAIN HOW RTC INTENDS TO COMPLY WITH APPLICABLE CONSUMER PROTECTION AND SERVICE QUALITY STANDARDS WITH RESPECT TO THE SERVICES PROVIDED USING RDOF PHASE I SUPPORT.**

A25. RTC commits to satisfying all applicable state and federal requirements related to consumer protection and service quality standards with respect to the services provided using RDOF Phase I support. In its Verified Petition, RTC described its planned compliance with applicable consumer protection and consumer quality standards.

**Q26. HOW WILL RTC'S SERVICE OFFERINGS RECEIVING RDOF PHASE I SUPPORT BENEFIT INCREASED CONSUMER CHOICE?**

A26. The Expanded Service Area is generally considered unserved or underserved by communication providers. RTC's service offerings will provide services to some customers who currently do not have access to such services. To the extent some customers within the ETC areas already have access to some level of service, RTC's service offerings in the requested Expanded Service Area will promote increased competitive choice, thereby increasing innovation and incentivizing other carriers to improve their existing networks to remain competitive. This will ultimately result in greater access to high-speed broadband and voice services, as well as improved service quality for customers in the requested ETC service area.

**Q27. PLEASE EXPLAIN THE UNIQUE ADVANTAGES OF RTC'S SERVICE OFFERINGS RECEIVING RDOF PHASE I SUPPORT.**

A27. As fully set forth in the Verified Petition, RTC's use of the RDOF Phase I support in the awarded census block groups will directly advance the Act's principal goals of securing lower prices and higher quality services for consumers and encouraging the rapid deployment of new technology to all citizens regardless of location or income.<sup>12</sup> Not only will RTC's service offerings in the Expanded Service Area provide critical high-speed and reliable connectivity to consumers and promote economic growth and competition, it also has been determined by the FCC, in awarding RDOF Phase I support to RTC, that said service offerings would promote the public interest. Customers in these areas will be able to receive up to 1G symmetrical service installed and maintained by local employees.

**Q28. PLEASE EXPLAIN HOW RTC'S USE OF RDOF PHASE I SUPPORT WILL IMPACT THE UNIVERSAL SERVICE FUND.**

A28. As set forth in the Verified Petition, the funds awarded to RTC pursuant to Auction 904 have already been set aside by the FCC for that specific purpose; thus, RTC's use of said funds will have no *per se* impact on the Universal Service Fund. The use of Auction 904 to award the funds ensured that funding went to bidders who could provide services to unserved or underserved areas for the lowest possible cost to the Universal Service Fund. Additionally, as set forth in the Verified Petition, permitting RTC to provide services in previously unserved areas will increase the contributions that RTC makes to the Universal Service Fund based upon a portion of its revenues.

**Q29. IS THE DESIGNATION OF RTC AS AN ETC IN THE EXPANDED SERVICE AREA IN THE PUBLIC INTEREST?**

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<sup>12</sup> *Telecommunications Act of 1996*, Pub. L. No. 104-104, 110 Stat. 56.

A29. Yes. As explained herein, RTC's designation as an ETC in the Expanded Service Area and subsequent provision of services in this area would benefit increased consumer choice, provide unserved and underserved areas with critical communications infrastructure and promote economic development without having a detrimental impact upon the Universal Service Fund. Such designation furthers the goals of the Act and subsequent FCC rules.

**Q30. PLEASE DESCRIBE RTC'S PLANNED LIFELINE SERVICE OFFERINGS IN THE EXPANDED SERVICE AREA.**

A30. RTC will provide Lifeline voice and broadband service throughout the Expanded Service Area to qualifying low-income consumers pursuant to the Lifeline program rules.<sup>13</sup> The terms and conditions of RTC's Lifeline offering will be posted on RTC's website at [www.rtccom.com](http://www.rtccom.com). They include details on the number of minutes provided as part of the plan, additional charges (if any) for toll calls, and rates for each plan. Customers will be provided with these terms after completion of enrollment. RTC will complete income verifications based on information provided by Lifeline.

**Q31. HOW WILL RTC ADVERTISE AND DISCLOSE THE TERMS OF ITS LIFELINE SERVICE OFFERINGS TO QUALIFYING CUSTOMERS?**

A31. RTC will advertise the availability of Lifeline services and charges through media of general distribution in a manner reasonably designed to reach potential Lifeline customers and make them aware of such offerings, as required by 47 CFR § 54.405(b), including by disclosing RTC's name, that the service is a Lifeline service, that it is a government assistance program, that the service is non-transferable, and that it is available only to eligible consumers and limited to one discount per household.

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<sup>13</sup> See 47 CFR §§ 54.101(c), (d); 54.405(a); 47 CFR Subpart E; *Lifeline and Link Up Reform and Modernization et al.*, Third Report and Order et al., WC Docket No. 11-42 et al., 31 FCC Rcd 3962 (2016).



Specifically, RTC will advertise the availability of Lifeline services using the same media outlets as described herein for the advertisement of telephone and internet services and including all required statements pertaining to the availability of Lifeline services.

Guidelines for participation in Lifeline will be available on RTC's website and printed materials.

**Q32. DOES THIS CONCLUDE YOUR TESTIMONY?**

A32. Yes.

**VERIFICATION**

I, Lyle MacVey, chief operating officer of Daviss-Martin County Rural Telephone Corporation, affirm under penalties of perjury that the foregoing representations are true to the best of my knowledge, information and belief.

Dated: 02/03/2021

  
\_\_\_\_\_  
Lyle MacVey  
Chief Operating Officer  
Daviss-Martin County Rural Telephone Corporation

### **CERTIFICATE OF SERVICE**

I hereby certify that a copy of the foregoing Direct Testimony of Lyle MacVey in Support of the Designated Service Area of Daviss-Martin County Rural Telephone Corporation as an Eligible Telecommunications Carrier has been electronically served upon the following this 3rd day of February, 2021:

Indiana Office of Utility Consumer Counselor  
115 W. Washington Street, Suite 1500 South  
Indianapolis, Indiana 46204  
infomgt@oucc.in.gov

/s/ James A.L. Buddenbaum  
James A.L. Buddenbaum (14511-49)  
PARR RICHEY FRANDSEN PATTERSON  
KRUSE LLP  
251 N. Illinois Street, Suite 1800  
Indianapolis, Indiana 46204  
Telephone: (317) 269-2500  
Facsimile: (317) 269-2514  
Email: jbuddenbaum@parrlawcom

1609430

**State of Indiana  
Office of the Secretary of State**

**CERTIFICATE OF EXISTENCE**

To Whom These Presents Come, Greeting:

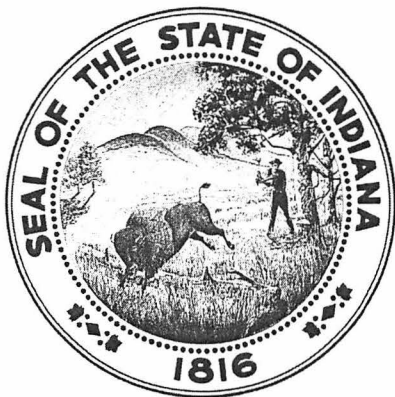
I, CONNIE LAWSON, Secretary of State of Indiana, do hereby certify that I am, by virtue of the laws of the State of Indiana, the custodian of the corporate records and the proper official to execute this certificate.

I further certify that records of this office disclose that

**DAVIESS-MARTIN COUNTY RURAL TELEPHONE CORPORATION**

duly filed the requisite documents to commence business activities under the laws of the State of Indiana on October 27, 1949, and was in existence or authorized to transact business in the State of Indiana on February 02, 2021.

I further certify this Domestic Nonprofit Corporation has filed its most recent report required by Indiana law with the Secretary of State, or is not yet required to file such report, and that no notice of withdrawal, dissolution, or expiration has been filed or taken place. All fees, taxes, interest, and penalties owed to Indiana by the domestic or foreign entity and collected by the Secretary of State have been paid.



In Witness Whereof, I have caused to be affixed my signature and the seal of the State of Indiana, at the City of Indianapolis, February 02, 2021

*Connie Lawson*

CONNIE LAWSON  
SECRETARY OF STATE

194171-153 / 20211843118

All certificates should be validated here: <https://bsd.sos.in.gov/ValidateCertificate>

Expires on March 04, 2021.

## Exhibit LM-2

### **STATEMENT OF EXPERIENCE**

#### **RTC MANAGEMENT EXPERIENCE**

RTC leadership encompasses significant management, technical and communications depth, expertise and experience. The following section provides bios and resumes for the RTC team spearheading the implementation and execution of this grant and network for the following team members:

- Kirk Lehman
- Lyle MacVey
- Dave Lewis
- Stacy Webber
- Becky Smith
- Clay Begley
- Tim Burris
- Burgess Harrison

Led by an award-winning CEO with over 20 years industry experience, RTC has transformed from a stagnant, highly subsidized rural telco into an aggressive, advanced network, telecommunications enterprise.

For example, Kirk Lehman, RTC, CEO, has initiated discussions with the Daviess-Martin County Rural Electric Membership Cooperative (DMREMC) on the formation of an innovative strategic community partnership with the explicit goal of providing residents, business, educational and governmental institutions in the Daviess and Martin counties with access to reliable, high speed, fiber-based communications not currently in RTC service areas. He meets regularly with each set of county commissioners to update them on the progress of the company's network expansion plans and gain their support. Mr. Lehman is working with Lawrence County commissioners on initiatives that will help bring broadband to under-served populations in the area not currently served by RTC.

The Indiana Office of Community and Rural Affairs (OCRA) has set the goal of increasing broadband access within communities in rural Indiana. Mr. Lehman is working closely with OCRA officials to ensure that they are up to date on RTC broadband expansion plans and projects.

RTC's 8.6% ownership of IFN (Indiana Fiber Network, valued at \$12M) is also a valuable tool in fostering public/private partnerships, economic development and quality of life across the region. This investment contributes to the overall financial health and strength of RTC and helps position the company for future growth.

## **Kirk Lehman, CEO & EVP**

Kirk Lehman is CEO and EVP of RTC Communications, serving 4,500+ premise locations in three counties in southern Indiana with over 20 years of communication experience. As CEO, Lehman is responsible for the overall leadership, management, strategy, and financial success of a leading southern Indiana communications cooperative.

Lehman is an experienced leader who began his communications career as a commercial call center representative. This hands-on dedication to quality customer service laid the foundation for Lehman's success within the industry. Progressing, assuming, and increasing responsibility as Alternate Channel Manager, Account Executive, General Manager, and Director of Operations at a Fortune 500 communications company, Lehman has proved himself as an effective manager and leader. Lehman managed \$200+ million in annual revenue, teams of 24 to 400 people, and service areas covering multiple counties in southern Indiana to 33 exchanges spanning across Indiana with more than 140,000 customers. With a vision to move the company from its dependency on subsidies, the board of directors selected Lehman from a large candidate pool to lead RTC Communications as its CEO.

In a compressed timeframe, Lehman conceived and managed a complete rebranding of a telco, launched a sales and marketing department, launched a commercial division, secured \$15 million in funding for CLEC expansion, and reduced reliance on subsidized revenue. The CLEC expansion accounts for an additional 5,500 residential premise locations and 500 commercial locations.

Lehman consistently performs in the top 10% of his peers with a leadership style focused on operational proficiency, employee relations, community relations, competition, and customer ownership. He successfully navigates challenging political environments, as evidenced through the negotiation of multi-million-dollar public/private network partnerships. Lehman is recognized for fostering innovation and working cross-functionally to drive performance and deliver results through employee motivation, customer retention and growth, and community involvement. Because of his leadership style, skill sets, and accomplishments, NTCA recently named Lehman their 2019 Management Innovation Excellence Award winner.

Lehman is a believer in life-long learning on a personal and professional level including, successful completion of the Frontier GM Certification Program, Leadership in Action, Advanced-Data Application, Wireless Data Application, DSL Applications, and Overview, Overcoming Objection, Top-Down Selling, Nortel Networks Training (Key Systems, BCM, PBX), 2000, Frontier Communications (Telephony, Windows98).

Lehman has always had an affinity for public and community service, as evidenced by his service in the United States Army. Other activities include election to the New Prague Police Commission, New Prague Planning Commission, and Scott County Board of Advisors Government Re-Organizational Committee. Lehman takes pride in his participation in the New Prague Rotary, Chicago Lakes Chamber, Wyoming Area Business Association-Ely Chamber, Two Harbors Chamber-International Falls Chamber, and the Milaca Chamber-Garrison Commercial Club, to name a few.

On a personal level, Lehman enjoys the out-of-doors, including boating and fishing, coupled with spending quality time with his blended family.

Lehman can be found on LinkedIn at <https://www.linkedin.com/in/kirklehman/>.

8453 E 450 S  
Oakland City, IN  
47660

**KIRK D. LEHMAN**

612-816-0916 Cell Phone  
kirkdouglasslehman@gmail.com

## **SUMMARY**

Experienced CEO responsible for leading telecommunications organizations in rural and Fortune 500 company settings, managed annual revenues of \$7 million to \$12 million. Managing teams of 24 to 150 people with service areas covering multiple counties in southern Indiana to 33 exchanges spanning northern Indiana. Delighted customer bases of 4,000 to 140,000.

Conceived and managed complete rebranding of a telco, launched a commercial division, secured \$12 million in funding for CLEC expansion, and in a short period of time, reduced reliance on subsidized revenue.

Consistently performed in the top 10% of my peers with a leadership style that focused on Operational Proficiency, Employee Relations, Community Relations, Competition, and Customer Ownership. Successfully navigated challenging political environments as evidenced through the negotiation of multimillion-dollar public/private network partnerships. Recognized for fostering innovation and working cross-functionally to drive performance and deliver results through employee motivation, customer retention and growth, and community involvement.

- Accountable for direct P&L responsibility and identifying new revenue opportunities.
- Manages to and improves all key performance indicators
- Participate in and lead community organizations and local community events.
- Lead an operational workforce of supervisors and field technicians that install and maintain advanced telecommunication solutions.
- Responsible for driving cultural change to create a customer-focused competitive workforce.
- Led an inter-departmental team representing Frontier with the FCC mediation board in Washington, DC and secured a successful decision.
- Lead cross-functional teams with sales, marketing, and regulatory to evaluate new revenue opportunities and associated positive net margins.
- Successful Sales/Management Professional with strong B2B background and a history of sales/marketing achievements and long-term customer retention.
- Highly effective project manager with a record of successful business development.
- Spearheaded the partnership between Frontier and NESC in forming a 900 mile, \$53 million middle-mile fiber build throughout Northern MN.
- Articulate communicator with well-developed written, verbal, and analytical skills.
- Accountable for achieving profitability through recurring revenue streams that come from sustainable customer relationships.

## **EXPERIENCE**

### **RTC COMMUNICATIONS**

**Montgomery, IN**

**Chief Executive Officer, August 2017 to Present**

- Appointed to a leadership role of a rural telco to make it competitive.
- Total rebrand of the organization.

- Total revamp of residential and commercial product lines.
- Total reorganization of staff.
- Increased top-line revenue and profit and reduced expenses year over year.
- Completed a \$15 million fiber network project.
- Negotiated a new \$12 million loan facility for a CLEC expansion project.
- Manages RTC ownership of IFN valued at \$12 million.

## **FRONTIER COMMUNICATIONS**

### **Director of Operations, April 2016 to Present**

#### **Fort Wayne, IN**

- Lead a state FIOS territory representing 1 of Frontier's "Super 7" markets, which combined represents 78% of residential revenue produced within the Frontier footprint. Responsible for meeting P&L goals and driving capital and expenses budgets.
- Develop and Lead 10 Local Managers, 200 Install & Repair and Central Office technicians, 30 Construction Technicians, 40 FIOS Fiber Technicians, and three retail centers.
- Responsible for leading a team of diverse employees to meet and exceed operations metrics and goals.
- Lead day to day Operational support in pursuit of improving all processes, procedures, and systems impacting field teams, including training and all skill development for both craft and central office employees. Additional activities include; coordinating all field workforce resource planning, producing key performance scorecard results, and vendor selection for outside plant functions.
- Responsible for hiring and retaining talent and fostering a customer-focused workgroup while creating a positive work environment to eliminate attrition.
- Drive all senior leadership and employee communications, including daily, weekly, and monthly face-to-face meetings and market performance results.
- Lead monthly partnership meetings with two Union partners (IBEW and CWA) to ensure and mitigate any possible grievance issues and ensure a positive working relationship is maintained.

## **FRONTIER COMMUNICATIONS**

### **General Manager, May 2007 to April 2016**

**McGregor, MN**

#### **OPERATIONS & SALES**

- Manage a \$60 million revenue budget.
- Led internal teams to develop and deploy multimillion-dollar FCC CAF 2 projects throughout Northern Minnesota.
- Responsible for P&L and responsible for displaying a comprehensive understanding of the business within my assigned district of Northern Minnesota.
- Responsible for developing, driving, and executing tactical sales & marketing strategies.
- Operational responsibility within a district with 47 field technicians and 2 Technical Supervisors handling all residential and commercial customer-related installs and repair tickets.
- Identifies and develops capital projects to meet current and future customer needs.
- Demonstrates the ability to clearly set, communicate, and deliver against goals that drive results.
- Collaborates with regional staff to improve processes and customer experience.
- Drives local engagement model through the leadership of cross-functionally working with Engineering, Marketing, Sales, and Provisioning.
- Strategic at hiring and retaining employees.



## **LEADERSHIP**

- Engaged in holding the team accountable for achieving results via coaching and performance management.
- Motivating ability to lead and manage a diverse workforce.
- Consistently provides feedback and direction to staff to ensure employee development, engagement, and business knowledge.
- Leverages all employee communication vehicles and opportunities (weekly/monthly/quarterly/one-on-ones) to obtain feedback on departmental goals, gain input on action plans, and modifies direction as necessary to engage and hold employees accountable to overall business results.
- Considerate in utilizing and leveraging existing employee recognition programs to reward key contributions while positively impacting employee morale.
- Collaborates with Human Resources to ensure firm, fair, and consistent application of HR practices/policies and labor agreements and responsible for negotiations of several labor contracts with IBEW in advance of set deadlines.
- Ensures employee advocacy and a positive work environment by listening and responding to employee feedback, issues, and concerns on time.

## **COMMUNITY, GOVERNMENT & PUBLIC RELATIONS**

- Responsible for positively representing the Company and communicates the Company vision, product portfolio, and direction through social media such as LinkedIn, Facebook, and Twitter, as well as to lead active engagement and involvement in the community.
- Led a partnership team to secure nearly \$57 million in State and USDA grants to build a 900-mile middle mile fiber build throughout Northern Minnesota and 52 new fiber rural remotes to serve nearly 3,000 customers.
- Leveraged community relationships to retain business & identify future business opportunities.
- Ensured continuous education and awareness of community issues/developments via involvement in local market community boards and civic organizations.
- Approachable in cultivating and strengthening relationships with key politicians and local community decisions makers via community involvement.
- Trusted point person with Frontier for the community, local media, press, and state representatives related to rural broadband expansion.

### **Regional Alternate Channel Manager, October 2005 to May 2007**

**Burnsville, MN**

- Developed a team of sales coordinators responsible for recruiting and managing retail partnerships, including Radio Shack and Ace Hardware and nearly 100 channel partners.
- Developed and implemented a partnership with Dakota Electric that provided measurable value to their cooperative members.
- Identified and recruited Community Connections/Affinity Program partners (501(c) 3 nonprofits, churches, schools) to have 300 partnerships in place by the end of 2006; signed up 50 such organizations in 4Q05.
- Responsible for scheduling, promoting, and participating in public forums, delivering keynote remarks to audiences of up to 150 members of prospective affinity organizations.
- Exceeded in driving nearly 20% of all new Minnesota residential activations through alternate channel programs in 2006.

### **Alternate Channel Manager, February 2004 to October 2005**

**Burnsville, MN**

- Developed strategic relationships with select retail stores/chains to sell and distribute Frontier products; accounts included Ace Hardware and Radio Shack.

- Pioneered and developed processes, promotional, and marketing materials, and launched the company's first channel distribution program, successfully developing 75 strategic partners in Minnesota.
- Recruited sales agent coordinators and administrative support staff to manage process flow.
- Organized and held 25 public data seminars across the state, focusing on high-speed Internet and general data applications.

#### **Major Account Executive, April 2000 to February 2004**

**Burnsville, MN**

- Earned Council of Leadership recognition for ranking as top Account Manager for 2003 in the Central Region
- Managed a \$2.5 million account base (100+ accounts), consistently exceeding annual 6% growth objectives while retaining all but one major account (lost due to bankruptcy). Ranked #1 for 2002 Sales for Central Region, earning Citizen's Outstanding Leadership Award (COLA).
- Executed selling digital, telecommunications, and integrated data services to medium and large sized companies; products included Nortel Digital Business solutions, integrated data service/products, VPN products, and VoIP applications. [Pioneered Frontier's VoIP sales in Minnesota.]
- Successfully completed a six-month study project to convert the City of Mound from a Centrex-based system to a standalone customer-owned phone system (highly competitive open bid process).
- Assisted with the design and development of a full spectrum of client-specific data solutions, including frame relay services, T1, long-distance and dedicated Internet.
- Trusted to conduct field research; made and implemented recommendations that directly led to the recovery of 19 out of 20 lost business accounts (exceeded first-year sales quota by 100% or \$312,000).

#### **Commercial Call Center Representative, December 1999 to April 2000**

**Burnsville, MN**

- Responsible for handling inbound commercial calls throughout the Central Region by providing customer service support.

#### **EDUCATION**

- **NORMANDALE COLLEGE – Law Enforcement**

#### **AWARDS**

##### **NTCA 2019 Excellence in Leadership Award**

Recognized by the 900-member rural telecommunications association for exceptional leadership innovation for the transformation of RTC from a highly subsidy-reliant telephone cooperative culture to one ready compete. Improved financial position and business performance, including:

- increasing revenue by 10% year over year
- keeping operating expenses flat
- generating a 50% increase in net income
- launched a commercial sales division

#### **CONTINUING PROFESSIONAL EDUCATION:**

Frontier GM Certification Program, Leadership In Action, Advanced Data Application, Wireless Data Application, DSL Applications and Overview, Overcoming Objection, Top Down Selling, Nortel Networks Training (Key Systems, BCM, PBX), 2000, Frontier Communications (Telephony, Windows 98)

**COMMUNITY SERVICE**

United States Army-New Prague Police Commission-New Prague Rotary- New Prague Planning Commission-Scott County Board of Advisors Government Re-Organizational Committee-Chisago Lakes Chamber-Wyoming Area Business Association-Ely Chamber-Two Harbors Chamber-International Falls Chamber-Milaca Chamber-Garrison Commercial Club.

## **Lyle MacVey, Chief Operating Officer**

MacVey is a well-known, highly experienced Senior Technology Leader and Executive with extensive hands-on experience over a wide span of Information Technology and Telecommunications. MacVey currently focuses on delivering economic sustainability and solutions through the new construction of next-generation advanced fiber solutions to home networks in rural communities.

MacVey, is a solution-oriented, problem solver, utilizing industry best practices methodologies to address the complex issues that face telecommunications and their customers and communities.

MacVey's business and technology expertise encompass conceptualization, development, and implementation of ideas and solutions combined with costs analysis that drives revenue growth. Networker and relationship builder results in strong public- private partnerships. He brings a unique but well-grounded strategic vision with a tactically sensible mindset that supports the creation of scalable and customizable technology solutions positioned for success. Strong entrepreneurial instincts identify and capitalize on opportunities. Mentoring of high-performing teams delivers projects on time and budget.

His business acumen spans a lifetime dedicated to the design, development, and deployment of successful telecommunications and information technology systems. A proven leader, MacVey, can achieve success within rapidly changing organizational environments while keeping his team focused on the goal. From start-ups to established organizations, MacVey's skills and capabilities allow him to maximize success. MacVey is the quintessential Chief Operating Officer with the right mix of technical, business, financial, and business background to help develop and execute winning plans.

While a strong leader, MacVey works closely with the CEO to formulate and execute organizational objectives. His success can be attributed to his ability to mentor, plan, direct, and manage teams as part of a leadership team. While the CEO sets the train's course, the COO keeps the train running optimally. MacVey delivers in this area.

As a highly skilled, hands-on, Network Architect and Subject Matter Expert with a track record of conceptualizing and executing effective, scalable solutions to tackle complex challenges, MacVey consistently improves customer satisfaction, capitalizing on enterprise opportunities, building strong working relationships, and implement process improvements to drive revenue growth.

Over the course of his career, MacVey has held roles as Head of Broadband Development, Chief Technology Officer, Chief Information Officer, to name a few. In all positions, he has successfully completed the mission on time and within budget.

A Minnesota native, MacVey earned his degree in Information Technology from DeVry University. In his personal life, MacVey enjoys spending time with his wife, Grace. They spend their leisure time traveling and motorcycling.

MacVey can be found on LinkedIn at <https://www.linkedin.com/in/lmacvey/>.

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**CHIEF OPERATIONAL OFFICER***20+ years of success strengthening information technology and telecommunications*

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With a lifetime of experience within the telecommunication and information technology industries, I bring to the table a proven ability to achieve exciting organizational change and growth in today's highly competitive environment. Whether building a company from a startup state to targeting challenges facing existing organization, I bring a strong set of finely tuned skills that are critical to achieving timely goals and organizational success. As an ideal candidate seeking a Chief Operational Officer position, I leverage deep technical expertise, strong organizational knowledge, and strategic vision to align technology and business solutions. To accomplish organizational objectives, I excel in providing leadership and mentoring, in planning, directing, and managing teams; engineering, finance and operations, marketing and sales, technical teams and enterprise architects.

As a highly skilled, hands on, Network Architect and Subject Matter Expert, with a track record of conceptualizing and executing effective, scalable solutions to tackle complex challenges, I consistently improve customer satisfaction, capitalizing on enterprise opportunities, building strong working relationships, and implement process improvements to drive revenue growth.

**HIGHLIGHTS OF EXPERTISE**

- Telecommunications Service and Operations
- Finance - Grant and Proforma Development
- Market and Competitive Analysis
- Network Management Systems
- Project Lifecycle Management
- Customer Service & Technical Support
- Team Building & Leadership
- Capacity & Strategic Planning
- IT Infrastructure & Virtualization Network Design, Architecture & Security
- Software Defined Networking and Network Function Virtualization.
- Cloud based Solutions
- Troubleshooting & Maintenance

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**RECENT CAREER SUMMARY**

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**RTC COMMUNICATIONS, Montgomery, IN**

*Recruited by RTC Communications to provide C-Level leadership under the direction of the CEO, with the primary role of leading the execution of corporate strategies including; designing and implementing business process and operations, establishing policies that promote company culture and vision, and overseeing operations of the company and the work of directors.*

**CHIEF OPERATING OFFICER (2020 – Present)**

Provides c-level planning and execution expertise to ensure the successful five to ten year expansion of the organization within the telecommunications industry based on growth orientated goal structures.

**FOND DU LAC BAND OF LAKE SUPERIOR CHIPPEWA, Cloquet, MN**

*Recruited by Fond du Lac and USDA to ensure the successful completion of the initial \$8.2M fiber to the home Community Connect awards as they transitioned over to the tribal community.*

**HEAD OF BROADBAND DEVELOPMENT (2015 – 2020)**

Provided entrepreneurial leadership during the startup development for Fond du Lac's "Last Mile" fiber to the home "green field" initiatives, steering fiber optic network expansion into tribal nation communities. Developed and directed \$12.4M construction of fiber to the home projects to fulfill the goal of 100% coverage within the boundaries of the reservation.

- ◆ Lead the "Last Mile" community connect initiative, steering fiber optic network expansion into tribal nation communities.

- ◆ Serve in a variety of key mentoring roles; engineering, operations, finance, planning, marketing, where I work to build new organizational teams, and leverage existing resources using shared resource management models.
- ◆ Coordinated the successful finished the on time and on budget (\$8.2M) construction of the initial projects.
- ◆ Directed new grant development and the secured 50-85% grant funding for three additional fiber to the home projects to a total of \$4.2M; that are currently under construction with scheduled completion at the end of 2021.
- ◆ Secured FCC reverse auction funds and established ETC authority for the new corporation, Fond du Lac Communications Inc.
- ◆ Launched new market branding “Aaniin” and service development, that resulted in a >60% take rate within the first six months of operational startup.

**NORTHEAST SERVICE COOPERATIVE, Mountain Iron, MN**

*Recruited as the Director of Information Technology and later promoted to the CTO role, providing executive-level leadership in overseeing technology and business management. Successfully launched the green field startup of a publicly held eligible communications carrier, Minnesota Telecommunications to provide middle and last mile services to over 300 government and publicly held locations. In addition to the startup, developed public/private partnership wholesale services to allow private communication carriers and ISP's to cost effectively service the private business and consumer sectors.*

**CHIEF TECHNOLOGY OFFICER (2011 – 2015)**

Provided C-Level leadership in the development and execution of technical solutions across communications, networking, data center, and cloud-based services. Fostered strong relationships with 300+ school districts, cities, counties, and government agencies while negotiating 10-year service contracts to over 370 sites throughout Northeast Minnesota.

- ◆ Took on the role of Lead Designer and Grant Writer, maintaining an impeccable success rate in obtaining funding for technology fiber network, telemedicine, and distance learning initiatives, totaling \$57M.
- ◆ Spearheaded construction and project management for a 1000+ mile optical fiber backbone and projected 3 to 10-year strategic outlook for long-term pro forma financial planning.
- ◆ Expanded the customer base, steering contract management and service delivery while onboarding major healthcare providers and local and national carriers, including negotiating a 23-year partnership with Frontier Communications.
- ◆ Improved network security and quality of service, guiding staff members in identifying, monitoring, and implementing technical and CRM solutions.
- ◆ Managed a \$56M investment in executing an over 1,500-mile fiber network. Contributed to planning SDN and NFV implementation for future network expansion and updates.
- ◆ Increased annual telecommunication revenues by 341%, reduced operational costs, and secured 10-year term contracts for over 90% of prospective clients.
- ◆ Designed a 3 to 10-year long-term strategic direction and operational plan and facilitated negotiations to establish public and private partnerships with total term value of \$46M.
- ◆ Consistently met deliverables outlined in the Community Connect project, drawing on strong business and project management as well as business and systems analysis to ensure effective planning, budgeting, engineering, and resource management.

**DIRECTOR OF INFORMATION TECHNOLOGY (2000 – 2011)**

Headed IT operations to transition into an operational regional carrier telecommunications network. Designed LAN, WAN, and VoIP networks throughout the region, including an ISP serving schools and libraries. Headed virtualization initiatives for network resources and maintained network security.

- ◆ Rolled out a new regional fiber based network utilizing ATM technology in conjunction with the state's first integration of H.323 IP video.
- ◆ Played an integral role in forming Minnesota Telecommunications (CLEC) under NESC, establishing NESC as a Competitive Local Exchange Company (CLEC).

*Additional prior Experience as a Senior Network Engineer, Owner of an ISP Entrepreneurial Venture, Consultant, Preproduction Engineer, and Manufacturing Supervisor.*

**EDUCATION & CREDENTIALS**

ASSOCIATES IN ELECTRONICS AND COMPUTER TECHNOLOGY ▪ DeVry Institute of Technology, Phoenix, AZ

**AREAS OF TECHNICAL EXCELLENCE**

<b>Telecommunications &amp; Security</b>	Network Design and Construction (All OSI Layers), Carrier and Enterprise Equipment (CWDM, DWDM, ROADM, VPN, DSL, VoIP, Security, Optical Switching, ATM, TDM, Sonet)
<b>Cloud and Data Center Virtualization</b>	Virtualization Solutions (VMware vSphere, Microsoft Hyper-V), Microsoft Server/Desktop Technologies (Active Directory/LDAP, DNS/DHCP, SharePoint, DHCP, DNS, Microsoft Exchange, Network Services (DNS, DHCP) Unix/Linux OS (Ubuntu, Redhat, SUN), Storage Solutions (SAN, iSCSI, VSAN), SQL Technologies (MySQL, MSOL)
<b>Network Engineering LAN/WAN/Wireless</b>	IPv4/6, MPLS/VRF-lite, BGP4/6, VRF-lite, IEGRP/OSPF/Others, VPN/DMVPN, STP/RSTP/PVST+/MSTP, VTP, HSRP/VRRP/GLBP (V6), Anyconnect, Cisco IOS/XE/XR/NX-OS, Metro Ethernet Forum 2.x, TDM, Copper/Fiber, Packet Switching, Wireless 802.11(x)
<b>Design and Project Management</b>	USDA Rural Utility Service, Project Management Institute
<b>Geographic Information Systems</b>	ESRI, OSPI Insight

## **Dave Lewis, Chief Financial Officer**

Dave Lewis serves as RTC Communications acting CFO. Dave has over 30 years of experience in the telecommunications industry, and has served in a range of senior regulatory, operational and financial roles. Dave began his career with the Illinois Commerce Commission where he served in the agency's Policy and Planning group providing expert testimony on telecommunications and energy matters, as well as overseeing a diverse range of docketed proceedings. During his tenure Dave also served as an assistant to Commissioner Lynn Shishido Topel where he directly advised Commissioners on matters of policy and provided support to the agency's consideration of regulatory policy and rate case proceedings.

From the ICC, Dave joined GVNW, a consulting firm offering regulatory, financial, and strategic consulting to the rural local exchange carrier ("RLEC") community. Upon joining GVNW, Dave acted as the administrator of the Illinois Small Company Exchange Carrier Association, the statewide equivalent of the National Exchange Carrier Association ("NECA"). Concurrently, Dave provided a range of regulatory and financial advisory services to GVNW's clientele. Shortly after his promotion to head the Midwest Division for firm, Dave participated in the acquisition of the practice with 6 of his VP peers where he participated in the successful expansion of the firm's practice.

In conjunction with a client engagement while a partner with GVNW, Dave wrote the business case for and launched the business of, Associated Network Partners Incorporated ("ANPI") a company providing telecommunications solutions to the RLEC Community including Long-Distance, SS7, Spam/Virus filtering, Tandem, and Unified Communications Services. As founding CEO, Dave was responsible for the Company's corporate vision, product roadmap, capitalization, and overall growth strategies. Under his stewardship, Dave grew the company to serve over 400 telecommunications customers with annual revenues exceeding \$100M, lead multiple successful rounds of fundraising, established a nationwide next generation network with switching centers in New York, Atlanta, Chicago, Dallas and Los Angeles, and established the company's IT innovation development group in Chennai, India.

From ANPI, Dave joined JSI, a consulting firm providing financial, regulatory, and strategic consulting to the RLEC community. Since joining JSI, Dave has provided a range of services to JSI's clients including outsourced CFO services, strategic planning, product positioning, pricing, and innovation strategies, as well as management of numerous complex infrastructure deployments.

Dave is a graduate of the University of Illinois where he received a Bachelors in Political Science with a minor in Economics.

Lewis can be found on LinkedIn at <https://www.linkedin.com/in/dave-lewis-41582766/>.



## **DAVE LEWIS RESUME**

### **Consultant**

Vice President - Product Innovation - John Staurulakis, Inc. October 2015 - Present (5 years 2 months)

### **ANPI**

#### **Chief Executive Officer**

October 1996 - May 2015, Springfield, Illinois

Founding CEO, responsible for all aspects of the company's growth and product strategies as well overall tactical execution. Leading provider of diverse communications services to Independent Telephone Companies throughout the country as well as numerous Tier 1 providers. Product suite included traditional network services such as long-distance transport, SS7 and Tandem services, as well as formulation, design, and deployment of next generation cloud-based communications solutions through integration of internally developed systems in concert with externally procured platforms. Secured significant market share through the company's wholesale deployment of cloud solutions securing over 100 carriers in just over 1 year. Fastest midsize carrier to achieve 10,000 deployed seats via the Broadsoft platform. Oversaw multiple rounds of equity funding as well as the deployment of nationwide next generation network with facilities in New York, Chicago, Atlanta, Dallas, Las Vegas, and Los Angeles, and commercial offices in Springfield Illinois, Frisco, Texas, Santa Clara, California and Chennai, India.

### **GVNW Consulting**

**Vice President and Partner** 1993 - April 2005

Midwest Regional Manager and Partner. Responsible for overseeing all operations including business and client development, and personally consulting with clientele across a range of disciplines including regulatory, financial, product/product marketing and M&A based engagements. Achieved significant growth in both clientele and billed revenues

### **Education**

University of Illinois - Champaign

Bachelor's degree, Political Science and Government · (1981 - 1985)

## **Stacy Webber, Senior Director of Operations**

Stacy Webber is the Senior Director of Operations for RTC Communications. In this position, he is responsible for directing the complete internal operations pertaining to service and engineering products for RTC. Webber utilizes potential new opportunity requirements and develops a winning proposal strategy while identifying potential risks involved. He evaluates the costs, pricing, and delivery to create a proposal that meets customer requirements while achieving project goals and internal objectives. Webber oversees the training and development of daily operations, the engineering team, and service technicians.

Webber began his telecommunications career after leaving the military. A former Petty Officer in the US Navy with service in our nuclear fleet, Webber has led various management, coaching, technical and motivational training sessions for hundreds of naval personnel. Webber brings decades of data and telecommunications experience from large and small companies to the RTC team. He has held senior-level roles with an operational focus at Direct Line Communications, Davey Resources Group, Frontier Communications, Verizon, and Time Warner Cable. Specifically, Webber's experience encompasses OSP construction, emergency response, material billing, and customer relations. Webber was responsible for the placing, splicing, turn up, testing, and turnover of all copper and fiber communications lines for construction, all installs and repairs for POTS, Circuits, and DSL for service. He was responsible for central office installs, repairs, and preventive maintenance for southern Indiana. His expertise includes productivity improvement, quality control, and personnel efficiency. Webber is hands-on and, as such, has managed all-pole transfer work, crew scheduling, meeting project deadlines, and OSHA compliance activities.

A long-time Indiana resident, Webber lives with his wife and children in Jasonville, IN, where he enjoys the outdoors, boating, fishing, and hunting. Webber's oldest daughter is a mother to his two grandsons, and his son is currently in boot camp for the Air Force.

Webber can be found on LinkedIn at <https://www.linkedin.com/in/stacy-webber-34317b52/>.

**Mr. STACY WEBBER**

**7077 E County Road 500 N**

**Jasonville, IN 47438**

**(812) 699-1800 (home)**

**(812) 223-6076 (cell)**

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**JOB OBJECTIVE:** A position as a Director.

## **WORK EXPERIENCE**

### **RTC Communications**

**2020 - Pres**

Senior Director of Operations, responsible for all operations and engineering functions for the business.

### **Direct Line Communications**

**2019 - 2020**

Manager over the Indianapolis office, responsible for all OSP construction for various companies. Responsible for all OSP construction, clean up, emergency response, material billing, red lines, and customer relations.

### **Davey Resource Group**

**2018 - 2019**

Project manager over Duke Energy and DP&L double wood projects. Managed and billed all pole transfer work, scheduled crews and ensured safe work practices.

### **Frontier Communications**

**2010 - 2018**

Construction manager for Frontier Communications over central and southern IN. Responsible for the day to day operations of the business which include but are not limited to budget, productivity, quality, schedules, discipline, coaching, training, time approving and customer escalations/complaints.

### **Verizon Communications**

**1999 - 2010**

Construction Manager for Terre Haute, Brazil, Princeton, Petersburg, Jasper and Corydon areas. Responsible for the completion and quality for all copper and fiber lines placed within these areas. Supervise 13 employees and several contractors. Also, in charge of construction for the state of Indiana during the first 8 months after the Frontier merger. Over four years as a CZT II service tech, responsible for the installation and repair of copper and fiber lines. Worked as a special circuit's technician installing and maintaining High Cap Circuits, Lottery Circuits, and Digital and Analog 56k Circuits.

### **Time Warner Cable**

**1996 - 1999**

Four years of experience as a communications technician, Responsible for the maintenance and upgrade of a new fiber optic cable system in Oxford OH.

### **United States Navy**

**1986 - 1996**

Over nine years of documented experience as a communication's technical expert, and instructor on the operation and maintenance of submarine communications equipment.

## Technical Knowledge

\*Operated, maintained, instructed, and repaired through component level troubleshooting using schematics and technical manuals various transmitters, receivers, electrical/mechanical teletype systems, trunk amplifiers, line extenders, direct current power supplies, and fiber optic and laser systems.

### Specifically maintained

VLF and ELF receiver systems

Fiber Optic/Laser equipment

Antenna patch panels

Satellite communications systems

Automated data networks

Cryptographic equipment

VHF transmit/receive systems

Teletype/Paper tape punch

## Management and Training

\*Conducted a 30-month overhaul of a 637 Nuclear Submarine. Specifically in charge of the extraction, overhaul, grooming, re-installation and testing of all communication equipment, patch and power panels and cabling.

\*Scheduled, planned, coordinated and managed the preventive and corrective maintenance program, ensuring that all documentation was entered correctly and in a timely manner.

\*Instructed and supervised, using hands-on training, over 140 students a year on the operation, preventive and corrective maintenance of a VLF/ELF receiver system and teletypewriter system.

\*Supervised and directed over 360 Navy personnel, responsible for their evaluations, pay, personnel appearance, discipline and transfers.

\*Leading Petty Officer/Work Center Supervisor for the radio division of a 637 nuclear submarine. Supervised the work of 5 personnel and the operation, administration and maintenance of the communications center.

\*Conducted an 8-month upgrade of the Oxford cable system, Responsible for quality control, contractor labor and fiber optic and laser equipment installation.

\*Manage 28 employees, service, central office, and construction tech's along with several contractors in all matters including budget, productivity, job completions, quality, discipline, safety, training, coaching, time approving and evaluations.

Responsible for the placing, splicing, turn up, testing and turnover of all copper and fiber communication lines for construction, all installs and repairs for POTS, Circuits, and DSL for service and all central office installs, repairs, and preventive maintenance in my area of southern Indiana.

\*Managed various contract employees for double wood projects and OSP projects throughout the state of Indiana. Responsible for meeting project deadlines and safety practices for all employees and contractors.

## WORK HISTORY

2020 – Pres	RTC Communications	Senior Director of Operations
2019 - 2020	Direct Line Communications	Manager OSP
2018 - 2019	Davey Resource Group	Project Manager

2010 - 2018	Construction Manager	Frontier Communications
2004 - 2010	Manager Construction	Verizon, Terre Haute IN.
1999 - 2004	CZT II Verizon Service Tech.	Verizon, Oxford OH.
1996 - 1999	Technician/lineman	Time Warner Cable, Eaton OH.
1992 - 1996	Instructor	Naval Submarine School, Groton, CT.
1989 - 1992	Radioman/LPO	USS Pintado, Pearl Harbor, HI.
1988 - 1989	Radioman	USS Darter, Sasebo Japan
1986 - 1988	Student	Naval Submarine School, Groton, CT.

### **Additional Qualifications:**

\*Held a Top-Secret security clearance.

\*Familiar and comfortable with WINDOWS, EXCEL, LOTUS NOTES, POWER POINT, MICROSOFT WORD, SAMETIME, OUTLOOK, LYNC, CATS, NPR, EWANT and various legacy systems. Will provide references upon request.

## **Becky Smith, Director of Marketing, Product Development & Special Projects**

Becky Smith is the Director of Marketing, Product Development, and Special Projects at RTC Communications. In this multi-faceted role, Smith is responsible for developing and implementing the strategies and tactics for all marketing, advertising, social media, public relations, product development, and special projects. Her duties include researching and developing pricing strategies and marketing plans by gathering, investigating, and summarizing market data and trends. Smith recruits, trains, schedules, coaches, and manages RTC's marketing team to assist and enable the sales team in exceeding sales and marketing goals and quotas. She plays a versatile role in covering marketing, evaluation, and restructuring products, studying market trends to pursue new company growth opportunities, analysis, and various integrated special projects, such as grant writing and expansion efforts. Smith and her team grow the company's brand and drive unique marketing strategies to increase product awareness by observing the market, competitors, and industry trends, thereby providing advantages to RTC in the market. Her duties also include developing and deploying systems and process flows, achieving corporate and marketing goals, and developing the organization's web presence.

Throughout her career, Smith has been vital in supporting the CEO's efforts in transforming the regulated phone company into a competitive, self-sustaining enterprise. Under Smith's leadership, RTC was rebranded from top to bottom – with new logos, slogans, website, collateral, and publicity events. She has overseen and deployed numerous systems to assist the team's growth and to manage accountability better. With her versatility and adaptability, Smith has played a crucial role in standing up RTC's marketing, commercials, sales, and product development departments. She represents RTC as a Board Director of the Daviess County Economic Development Corporation, member of the Daviess County Digital Advisory Team, member of the Develop Daviess-Broadband Action Team. She has been nominated to serve as Board Director of Daviess County Chamber of Commerce as well.

Before RTC, Smith directed corporate digital media for a regional media company where she created, maintained, and optimized digital marketing campaigns along with various other duties. She assisted and coached sales meetings, trained a team of Marketing Specialists, and deployed dashboard reports.

With the highest distinction, Smith graduated from Indiana University East as the top student in the Kelley School of Business. She received the Chancellor's Scholar award and was inducted into the campus' honors program, a national leadership society, and a prestigious international business society for her achievements.

Smith was born and raised in southern Indiana, and outside of work, she enjoys spending time with her family, being outdoors, fishing, camping, hiking, and taking photographs. She flexes her entrepreneurial spirit by co-owning and operating a food truck with her spouse, tutoring college and high school students in mathematics, business, marketing, and English, and advising SOHOs in marketing initiatives. As an animal rights advocate, Smith volunteers at the local animal shelter.

Smith can be found on LinkedIn at <https://www.linkedin.com/in/becky-smith-75b49617b/>.

# Rebecca S. Smith



280 SW J St. Linton, IN 47441



(812) 698-2549



makeafide@gmail.com

## PROFILE

Creative, results-focused business professional with extensive expertise in digital marketing and content development. Expertise extends to all aspects of business development, special projects, and customer experience. Proficient in successfully driving revenue sales growth while providing visionary sales leadership in highly competitive markets. Tenacious in building new business, securing customer loyalty and identifying new opportunities. Well-recognized as a creative team leader who implements sales initiatives and projects that cater to improving company profits. More than prepared to offer skills in market analysis, operational logistics, and business sales strategy to see projects from inception to completion.

## CORE SKILLS

- Marketing Strategy & Consulting
- Digital Marketing
- Sales Techniques
- Project Management
- Pricing Strategies
- Brand Growth
- Budget Management
- Public Relations
- Grant Writing
- Market & Data Analysis
- Product Development
- Process Flow
- Systems Integrator

## EDUCATION

Bachelor of Science, **Chancellor's Scholar, highest distinction**,  
Business Administration  
**Indiana University | MAY 2018**  
GPA: 4.0

**Member,**  
IUE Honors  
Delta Mu Delta  
Sigma Alpha Pi

## AFFILIATIONS

**Board Member,**  
Daviess County Economic  
Development Corporation

**Member,**  
Develop Daviess-Broadband Action  
Team  
Daviess County Digital Advisory Team

**Nomination,**  
Daviess County Chamber of Commerce,  
Board Member

## PROFESSIONAL EXPERIENCE

### RTC Communications

**Sept. 2018 - PRESENT**

#### Director of Marketing, Product Development, & Special Projects

Responsible for the development and implementation of the strategies and tactics for all marketing, advertising, social media, public relations, product development, and special projects. Duties include researching and developing pricing strategies and marketing plans by gathering, investigating, and summarizing market data and trends. Responsible for recruiting, training, scheduling, coaching, and managing RTC's marketing team to assist and enable the sales team in exceeding sales and marketing goals and quotas. This position plays a very versatile role in covering marketing, evaluation, and restructuring of products, studying market trends to pursue new company growth opportunities, analysis, and various integrated special projects, such as grant writing and expansion efforts. Along with growing the company's brand and driving unique marketing strategies to increase product awareness by observing the market, competitors, and industry trends, thereby providing advantages to RTC in the market. Other duties also include developing and deploying systems and process flows, achieving corporate and marketing goals, and developing the organization's web presence.

### The Original Company - Direct Media

**Mar. 2018 – Sept. 2018**

#### Corporate Digital Media Coordinator

Maintained and optimized digital marketing campaigns, supporting marketing specialists daily along with creating and distributing reports on a daily, weekly, and monthly basis. Produced a finalized report detailing the life of a campaign. Aid in copywriting, recording, and production, serving as a Vici liaison between our partnered company. Further trained and educated coworkers on digital marketing

### Rhonda J. Deckard, CPA

**Mar. 2014 – Apr. 2018**

#### Administrative Assistant

Provided administrative support to ensure efficient operation of the office, supporting managers and employees through a variety of tasks related to tax returns. Carried out duties such as filing, typing, copying, binding, scanning. Managed, filed and organized confidential tax material.

### BloomBank

**June 2015 – Mar. 2018**

#### Customer Service Representative

Performed customer service and financial transactions, reconciling bank accounts and completing financial reports. Responded to customers, processing wire transactions, and resetting passwords. Handled all card issues or discrepancies and mobile deposits. Located, corrected, and verified work of other employees, serving as a member of numerous departments and working in the front and back office.

## **Clay Begley, Director of Engineering**

Clay Begley is the Director of Engineering for RTC Communications. He brings a great deal of skill and talent to RTC as we finish our member fiber to the home project and prepare for future builds. Growing up in rural Morgan County, Indiana, Begley understands the struggles of connectivity in rural America. He began his telecommunications industry career as an outside plant technician for a local phone company in 1978. Begley moved his way up the ladder to hold his current position. He was always looking forward to the next change in telephony throughout the years, and it was a pleasure for him to be a part of ever-changing designs, from copper cable loop changes to the fiber to the home.

Begley worked to build and maintain outside plant aerial and buried plant for TDS Telecom as an outdoor plant technician/construction for ten years while performing some switching functions. He managed projects for cable builds for TDS Telecom, with the largest build being 212 miles. Begley then transitioned to more installation/maintaining switching, business systems, and computer platforms at the local Telco offices for 13 years. He trained and supervised local technicians on outside plant functions, installed multiple remote switch sites from start to finish, including cable design, power, ROW, concrete pads, conduits, layout, and cutover. Begley became a contract engineer for Versicom for seven years working for ATT, Alltel, and TDS, designing and managing remote site builds, road moves, and various other projects. He worked for TDS Telecom for another seven years as an Outside Plant Engineer, designing and managing copper and fiber builds. Begley oversaw projects ranging from routine to multimillion-dollar fiber to the home projects. His latest build was \$12,000,000 for 205 miles fiber, 28 regular FDHs' and 18 designed as distributed split.

Begley graduated from Monrovia High School and holds certifications in NEC, Nortel, EWSD, and various other electronic platforms. He enjoys being outdoors with interests in fishing, boating, hiking, hunting, and merely enjoying mother nature's beauty.



## CLAY BEGLEY

**OBJECTIVE** Manage various projects from simple to complex keeping open communications between all business partners, teams, vendors, and contractors. To promote open dialogue when any roadblock/conflicts arise to quickly address and remove them. Helping all to keep their respective roles within their timelines to ensure the success of each project. Stay within scope, budget and timeline.

**ATTRIBUTES** Ability to motivate and work well with others to provide a quality product and services. Always objective and fair in any given situation.  
Quick to adapt to changes that are needed to provide successful outcome for the company. Able to work on multiple major and minor projects at same time. Always staying on top of telecommunication industry standards and platforms.

**EXPERIENCE** **Director of Engineering** **Daviess Martin County Rural Telephone Co.**  
2019 to Date

Design FTTH to remaining 40 mile of ILEC area. Design 2 mile for FTTH to Town Odon 5 mile to the town of Loogootee. Design FTTH to the Town of Washington Indiana consisting of 28 mile of Transport and 76 mile of that have been build and under budget for year leaving 20% of build left for next year. Washington was projected to be 2 year build

**OUTSIDE PLANT CONSTRUCTION** **TDS TELECOM**  
2012-March 2019

Designing copper routine projects, FTTC & FTTH field engineering and completing in CAD pulling all units/cost to provide budget overall cost for project including any permits or ROW that will be needed. Submitted projects for funds approval to move forward with construction. Inspection of project keeping track of materials throughout project from beginning to end. Ensured construction stays within scope, budget and timeline. Have some background on Arc GIS platform.

**OUTSIDE PLANT ENGINEER** **VERSICOM**  
2004-2011

Designing copper routine projects, FTTC & FTTH field notes and submitting to CAD pulling all units/cost to provide budget overall cost for project including any permits or ROW that will be needed. Filling out RR

and State County permits that were needed. Working for ATT, Windstream and TDS Telecom and their various software programs.

Inspection work for projects to insure quality and accuracy of build and material.

**FIELD SERVICE TECHNICIAN /CENTRAL OFFICE TECHNICIAN**

**TDS TELECOM**

1981-2003

Maintaining and installing all aspects of telephone aerial and buried cables, services and switching products needed to supply customers with quality service for the time. Maintain Switching, Computer equipment, Fiber Systems, Remotes. Designed and Installed 8 Remotes from start to finish Alcatel 1218, SLC5, SLC2000, AFC cabinets. Utilizing fiber mux protocols DDM2000, Fujitsu, FMT150. Installing Key Systems Certified Nortel Meridian Option 11, as well as smaller Nortel, NEC products

**FIELD SERVICE**

**MONROVIA TELEPHONE CO**

1978-1981

Install and maintaining service and OSP plant. Certified and Maintained NX2A crossbar switch and all trunks the last year.

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**EDUCATION**

**MONROVIA HIGH SCHOOL DIPLOMA**

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**LEADERSHIP**

**TDS TELECOM**

Lead and Managed multiple projects varying from routine to major. Managing various construction contractors and inspection crews across multiple states. Training and mentoring various members of our team to help with standardizing our processes and procedures.

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**REFERENCES**

MATT MYERS	765-309-7580
TIM JONES	270-676-2586
DAVID WILSON	931-510-8958
BARRY MOORE	865-206-9525
KEVIN BURNETTE	270-590-0131

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## **Tim Burris, Network Engineer**

Tim Burris has been in the IT industry for the last 20 years and now serves as a Network Engineer for RTC Communications. Burris started his career at RTC, serving as a technician in the Help Desk for Internet services, including dial-up, fixed-wireless, and DSL. He was responsible for servicing RTC's internal networks, including all end-user devices such as PCs, printers, peripherals, switches, servers, firewalls, and software applications. In addition, Burris performed the same functions for RTC's Technology Services to small businesses in the surrounding area. He became a proficient troubleshooter with his experience in such a wide array of duties.

Near the end of 2004, Burris left RTC and Indiana to live closer to family in Illinois. There he served as a Help Desk and Customer Service Associate for a short time at an internet company called Neon Internet. The company quickly saw his experience and value and promoted him into their sister company, SchoolCenter, as a Remote Systems Administrator. Burris managed Linux servers for K-12 School Districts in nearly all 50 states. He quickly became comfortable in the Linux environment and with command-line administration. In a little over four years, he gained great Linux experience and some great friends as well.

The beginning of 2009 brought Burris back to RTC Communications. He jumped back into a similar position that he had left and reacquainted himself with the Microsoft Windows world. After a couple of years, Burris was promoted to manage the Internet and Video Systems for RTC. This promotion brought him back into the Linux world that he loved. He started with a great network and worked hard to make it even more remarkable. Using VMWare, he virtualized most systems. Burris implemented cloud solutions for better support services, guided the company and customers through email migrations, supported customers through IPTV retirement, and helped evolve the voice service into a modern IP-based service. Burris also got involved withstanding up a Commercial Business Department, including developing new products and rebranding the business name. He has since settled into a Network Engineer position, helping to grow and evolve RTC Communications Broadband, Voice, and Managed IT services.

Burris attended Indiana University, where he studied Computer Science and Education. He currently holds certificates in VMWARE VCP-DCV, MEF-CECP, NTCA CyberRisk Manager Recognition 2018, MCSE 2003, MCSE 2003 +Security, Comptia A+ GFL, Comptia Security+ GFL.

Burris enjoys spending time with his wife of 23+ years and their three children and family vacations at the beach. Burris loves the fantastical and fictional side of life's movies, books, audiobooks, comic books, and lots of games! His favorite music is Hyper pop and K-pop, and he has thrown himself entirely into the worldwide BTS phenomena. However, his all-time famous artist is Prince.

Burris can be found on LinkedIn at <https://www.linkedin.com/in/tim-burris-210803159/>.

# TIM T. BURRIS

5975 N State Road 57  
Petersburg, IN 47567

Home: (812) 486-9852

E-mail: [tburris@rtccom.com](mailto:tburris@rtccom.com)

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## Information Technology PROFESSIONAL

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Information Technology Professional with experience in information and application systems at both the operational and administrative levels. Experienced in design, implementation, installation, support, and maintenance. Knowledge and experience includes:

- |  |   |
|--|---|
| ▶ Dell Servers & PC's, Apple Devices   | □ MS Office 365, Windows Server, Windows 10 |
| ▶ Brocade Routers and Switches         | □ Metaswitch Metasphere, Avaya IP Office    |
| ▶ Cisco Routers and Switches, IOS      | □ Calix CMS, EXA, Cloud, E7, C7             |
| ▶ Sonicwall Firewalls, Ubiquiti AirMax | □ Linux OS, DNS, DHCP, Radius               |
| ▶ Ubiquiti Unifi, Barracuda Backup     | □ VMWare ESXi, Vcenter, DCV                 |
| ▶ VLAN, VRF, OSPF, VRRP, BGP           | □ Cacti, Nagios, PHPMyAdmin                 |
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## PROFESSIONAL EXPERIENCE

RTC COMMUNICATIONS, Washington, IN

2019-

### Network Engineer

- Engineer and Administer Broadband Internet and Voice Services for over 3000 subscribers utilizing Cisco NCS IOS-XR series routers for 100Gbps layer 2 transport network.
- Design and install special circuits for customers including MetroE.
- Manage last mile end-user access to network including FTTH and DSL CPE.
- Manage, maintain, and support all Internet Systems, Voice Systems, internal corporate network, and servicing customer IT requests as needed.

RTC COMMUNICATIONS, Washington, IN

2018-2019

### Manager of Technologies and Business Development

- Helped stand up a Commercial Operations division within the company including staff management, logo and uniform development, and product development
- Installed and implemented a Unified Communications System migrating from a Class 5 hardware-based switch to UCS softswitch, including development of SIP and VOIP services and HPBX solutions.

RTC COMMUNICATIONS, Washington, IN

2009-2018

### Internet Systems Manager

- Managed broadband Internet access for 2000 customers, including a Calix access network, Brocade core servers, and Linux application servers.
- Managed company corporate network, including firewall, switches, backups, wifi, and other applications as needed.
- Virtualized nearly all company's server resources both internal corporate network and all core Internet server resources.
- Managed and maintained an IPTV network including Cisco router, Minerva BackOffice software, ADB and Entone STB configuration and implementation, Inca off-air channel transcoders, Sencore receivers, Iplex transcoders, and Trilithic EAS system.
- Serviced business customer IT needs including workstation troubleshooting, printer problem, server installs and migrations, enterprise wifi solutions, firewalls, backups, and most any other IT requests from the customer.

SCHOOLCENTER, Carbondale, IL

2004-2009

**Remote Server Administrator**

- Installed, maintained, and supported Dell PowerEdge Servers with a Gentoo Linux LAMP stack for over 125 K-12 school districts in multiple locations throughout the United States
- Responsible for updating and troubleshooting applications and security on each server.

RTC COMMUNICATIONS, Washington, IN

2000-2004

**Internet Support Technician**

- Maintained and supported Internet applications for approximately 4000 computer users located in multiple cities.
- Investigated and recommended PC configurations as required per user specifications.
- Investigated, recommended and installed user-specific Internet software as required.
- Responsible for troubleshooting and resolving user hardware and software issues in order to allow users to adequately perform their duties.

## EDUCATION AND CERTIFICATES

VMWARE VCP-DCV, MEF-CECP, NTCA CyberRisk Manager Recognition 2018

MCSE 2003, MCSE 2003 +Security, CompTIA A+ GFL, CompTIA Security+ GFL



INDIANA UNIVERSITY, Bloomington, IN

Computer Science and Education coursework

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## **Burgess Harrison, Marketing Executive**

Boasting 25+ years of experience as a senior marketing executive, Burgess Harrison has [driven business, sales, and profits] in SaaS (Software as a Service), education, advertising, marketing, telecom, and healthcare technology sectors [throughout the United States]. From founding and selling start-ups to operating highly successful companies, Burgess has proven himself to be a valuable asset for early-stage companies who are seeking expert assistance with growth, business strategies, and sales challenges. His experiences include co-founding and growing two businesses, one of which sold to a NASDAQ company.

Broad-minded and cross-trained, Burgess' areas of expertise span technology, advertising, sales, marketing, public relations, branding, and business acceleration. Thriving in high-growth, fast-paced B2C and B2B telecom, software, and healthcare technology environments, he generates fresh and bold ideas that lead to the strategic development and promotion of new products, services, and markets. Burgess consistently exceeds business, sales, and profit objectives by sticking to budgets and effectively managing teams and programs.

Burgess holds an MBA in Business Management from the University of New Haven and a BS in Marketing and Distributive Education from The College of New Jersey. In [year], he received an honorable mention for Product Innovation - HomeKey Service from StatChek. Outside of work, Burgess is a member of the Board of Directors of Tradehome Shoes, Inc., a 109-store retail shoe chain operating in 22 states throughout the Midwest.

Currently, Burgess is a freelance marketing consultant (Harrison Marketing) for healthcare and telecom organizations and the chief marketing officer (outsource) for One Byte Data—a DICOM data migration services and software firm. In this capacity, he created an innovative branding strategy (PACS-Man Data Migration Tool Suite) and negotiated a relationship with Microsoft, which positioned One Byte Data (on a fast-track basis) as the only DICOM data partner in the Microsoft Azure Marketplace.

Previously, he co-founded and served as the vice president of sales and marketing for Ankota LLC, a next-generation SaaS firm focused on home care management. The company provides electronic visit verification (telephony, GPS, FOBs, and voice authentication), payroll, billing, and scheduling services. He is also the co-founder/chief marketing officer of Triple Aim Technologies LLC, which merged with Ankota in 2016.

Burgess oversaw communications, marketing, and public relations strategies for the revolutionary population health management company, Triple Aim Technologies. Responsibilities included delivering a patent-pending multi-morbidity intelligent survey system to home health, hospitals, and payers. Before this, Burgess was recruited as the marketing director national-region for Frontier Communications – where he was responsible for marketing to generate \$900M in regional revenue. Throughout his 10-year tenure, Burgess implemented several creative marketing initiatives, including the Great Conversation Tour, FTR Energy, and Tech@Home, in addition to launching regional marketing departments for two regions from scratch.

Before Frontier, Burgess was marketing director for American TeleCare, a telehealth pioneer, COO at The Terrie Williams PR firm in New York City handling entertainment, sports, and others including Destiny's Child, Allen Houston, and Ludacris. At AT&T (formerly Southern New England Telephone) for ten years, Burgess held several marketing, sales, and PR roles of increasing responsibility.

Burgess can be found on LinkedIn at <https://www.linkedin.com/in/burgessharrison/>.

## **BURGESS HARRISON RESUME**

### **Executive Director**

#### **National Minority Health Association**

August 2020 – Present

St. Paul, MN

The National Minority Health Association (NMHA), is a 501c3 not-for-profit organization founded in 1988 by Dr. David L. Dalton, Chairman and CEO of UNIVC Conglomerate Inc. (UNVC). The organization achieved its initial mission of ensuring the establishment of Offices of Minority Health in all 50 states. Today the NMHA is deploying Operation Healthy You™ (OHY), a program that identifies areas of healthcare disparity and works with healthcare providers and community resources to address identified needs. The program is intended to lower the long-term overall cost of healthcare and improve outcomes for minority and underserved communities.

### **LivWorx**

#### **Chief Executive Officer**

August, 2020 – Present

LivWorx develops, designs and deploys healthcare programs to support of the mission, goals and objectives of providers and organizations.

### **Strategic Marketing, Sales, Business Development Advisor and Board Member**

#### **One Byte Data**

Company Name One Byte Data

2020 – Present

St. Paul, MN

Led the marketing effort at One Byte Data™ (OBD) – The Data Migration Experts™ – are leaders in next generation DICOM/Media data migration tools and workflow services. OBD has created a low cost, proprietary hybrid solution (on-premises and/or the Cloud) that offers 100% control, ultra-fast (and error-free) data migration and transparency, coupled with real-time analytics. OBD can also be found in the Microsoft® Azure Marketplace. Created new brand platform, developed partnership relationship with Microsoft as their only SaaS data migration partner.

### **Member Board of Directors**

#### **Tradehome Shoes**

2015 – Present

Cottage Grove, MN

Elected to Board of Directors of 109 store retail shoe chain operating in 20 midwest states. The company has distinguished itself through the consistent delivery of exceptional customer service since 1921. Tradehome Shoes is one of the largest ESOP's in MN. Providing strategic business management and marketing expertise to the board and senior management. [www.tradehome.com](http://www.tradehome.com)

### **Vice President Marketing & Sales**

#### **Ankota LLC**

2016 – Mar 2019

Greater Minneapolis-St. Paul Area

Leads the revenue and marketing efforts for Ankota, an innovative next generation home care management company. Offering leading edge electronic visit verification (telephony, GPS, FOB's and voice authentication), payroll, billing and scheduling. Clients can take advantage of Ankota Care Transitions and remote patient monitoring with Foresight Care. Merged Triple Aim Technologies into Ankota, LLC.

**Cofounder / Chief Marketing Officer**  
**Triple Aim Technologies LLC**

2015 – Sep 2016

St. Paul, MN

Responsible for all communications, marketing and public relations strategies and tactics for a revolutionary population health management company delivering patent-pending multi-morbidity intelligent survey system to home health, hospitals and payers.

Imagine, a world where you can reach out to your patients and monitor them as frequently as you want to and only make nurse visits when the need is indicated.

- Think how many readmissions you could avoid!
- Think how many resources you could conserve!
- Think how many more patients you could manage with the same staff!

This is Foresight Care® from Triple Aim Technologies. A completely new and unique web-based tool that provides you complete patient monitoring at the lowest cost and with the greatest outcomes and improved patient satisfaction. Leave the risk and cost of "care averaging" behind and get Individual Care Planning. with Foresight Care.

**Director, New Product Trials**  
**Frontier Communications**

2014 –2015

Burnsville, MN

- Led the marketing effort for FTR Energy Services, Tech@Home and other new product launches and trials, as well as, jointly supports the local engagement marketing of Frontier Broadband Satellite service.
- Spearheaded and managed (company first) customer video testimonial effort across multiple regions in support of Frontier Broadband Satellite.
- Led interdepartmental implementation project team for new energy service offering including marketing, operations, training, public relations, finance and accounting, reporting.
- Managed day to day operational relationship with strategic energy partner.
- Redesigned Tech@Home trial to harness strengths of field technician in-home service and leverage expertise of Internet Help Desk consultants.
- New redesigned process generated over 50% close ratio on technician referrals.
- Marketing strategy and referral marketing support for new prepaid internet service.

**Project Team Leader**  
**Frontier Communications**

2013 –2014

Burnsville, MN

Temporary assignment: Chosen by Area President to lead development and introduction of new white label offering. Successfully assembled inter-company project team, implementation plan and marketing plan in extremely challenging environment, and time frame. Conceived innovative market positioning and platform as well as multi-channel sales program. Creatively leveraged automation to drive more traffic to new website.



**Marketing Director-National Region  
Frontier Communications**

2011 – 2013

Responsible for all marketing strategies and tactics to achieve success in residential and commercial network services and CPE in newly formed 14 state Frontier National region. As such, I lead a high-performance team of marketing professionals in leveraging our local engagement strategy to achieve revenue, product and service objectives using mass media, integrated marketing, social media, direct marketing, alternate channel sales and event marketing.

**Frontier Communications Solutions  
Central Regional Marketing Director-Residential**

2005 –2011

Burnsville, MN

Managed marketing team for newly configured three state Central Region with 1.2M customers. Conceived and executed 12 stop, 2,500 mile, vendor-supported marketing tour to create awareness of new Frontier brand in 3 states. Negotiated innovative sponsorship relationship with the Minnesota Vikings that leveraged Brett Favre acquisition, reduced churn of control group by 6%. Conceived new approach to events that reduced costs by 50%, created greater customer interaction and tracking. Developed microsite in support of 15 location video-conference on disaster planning. [www.failtoplan.net](http://www.failtoplan.net).

**Marketing Director  
American TeleCare**

2004 – 2005

Created new marketing and sales approaches to transition from equipment vendor to consultative solutions for this pioneer telehealth solutions company. Through new initiatives, moved company focus from hardware sales mentality to a software/recurring revenue model. This change increased margin by over 15% and created significant marketing differentiation.

**COO / CMO  
The Terrie Williams Agency**

2001 – 2004

Designed and managed transition of The Terrie Williams Agency into new marketing communications and advertising component of PGP Communications as well as the development of a non-profit organization and teen youth movement spearheaded by public relations guru and visionary Terrie Williams. Managed start-up process for Recycling Inspiration campaign and The Stay Strong Foundation as well as help orchestrate fundraising, events and national tours. Managed day-to-day agency operations, business/client negotiations, workflow and activities and develop and execute business strategies for growth. Developed marketing and communications strategies for diverse set of clientele including management company for super group Destiny's Child, New York Knick Allen Houston, Johnny Cochran and entertainer-entrepreneur Ludacris.

**Adjunct Professor - Marketing & Sales  
New York City College of Technology**

2002 – 2003

Taught sales and marketing course

**Vice President, Marketing  
RealTech**

1999 – 2001

Recruited as VP Marketing for next generation professional services firm offering

network consulting and professional engineering services for Internet service providers, telecommunications carriers and optical network vendors enabling clients to shorten critical cycles for the design, deployment and management of voice, data and video across Next-Generation communications networks.

Developed “Always On” branding platform for highly-skilled Next Gen network engineering organization.

### **Vice President Marketing - Healthcare automation division**

#### **Infocrossing**

1998 – 1999

Founding executive team of StatChek, Inc., and managed the negotiation and sale to Infocrossing, a publicly-owned New York City technology service provider in 1998. The Company sells and implements ASP-based information management solutions that automate time and attendance to track field sales and service personnel, including paperless billing and payroll data collection, service documentation and automated mileage computation using geo-mapping. Developed and product/project managed comprehensive marketing, sales and public relations plans for national rollout, channel partner relationships, direct marketing and sales programs. The middleware oriented system eliminated paperwork, reduced client operating expenses by over 35%, assured accuracy of reimbursable mileage and reduced days outstanding on receivables. Managed strategic sales to the Cleveland Clinic, and several top ten healthcare providers. Co-authored article for CARING magazine.

#### **President**

#### **StatChek**

1994 – 1998

New Haven, CT

Founding management team. Sold the company to InfoCrossing  
HITS Partnership in Technology Award to StatChek, Inc. and Cleveland Clinic Foundation  
Healthcare Ventures, Inc. Coauthor of patent application related to monitoring time and attendance of remote workers via telephony and interactive voice response. Secured technology investment fund backing.

### **Manager - External Affairs**

#### **Southern New England Telephone**

1982 – 1994

Manager - External Affairs, Employee Communications - Created and managed innovative employee lead-generation channel that generated significant incremental network and hardware sales while reducing sales costs 75%. Featured in Incentive Marketing magazine. Created process and database to track sales and cost effectiveness of program.

### **Senior Advertising and Marketing Communications Manager**

#### **Southern New England Telephone**

### **Manager – Strategic Alliance and Marketing Relations**

#### **Southern New England Telephone**

- Created and developed Connecticut Health Information Network
- Conceived and managed marcom/development of Connecticut Learning Network

### **Staff Specialist – Sales Support**

#### **Southern New England Telephone**

**Senior Account Executive - Network Services**  
**Southern New England Telephone**

Certified Account Executive I and II  
ATT National Sales School graduate – Solutions Selling

Awards

- Advanced Management Development Program
- SNET NOVA Award
- SNET Outstanding Achievement - Marketing Relations
- SNET Volunteer Award
- Quarterly Sales Awards

### Interconnection Diagram

