

# Exhibit 7



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## Eric N. Votaw

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### Areas of Expertise

Operations; Project Management; Regulatory Compliance; Product Development; Marketing; Customer Relationship Management; Contract Negotiations; Employee Training; Process Development & Implementation

### Professional Experience

#### **Ducor Telephone Company**

*President & CEO*

2017 – Present

- Manage the corporate operations of Ducor while implementing new strategies for construction and revenue growth and reduction of corporate expenses.
- Secure additional funding for network upgrades.
- Drive efficiencies, including new billing software and process improvement, throughout the organization.
- Manage corporate relations with external government agencies and industry trade groups.

*Executive Vice President*

2016 – 2017

- Implemented new accounting software to save over \$60K a year in consulting fees.
- Implement cost savings plans resulting in reduction in operating expenses of over \$200K a year.
- Drive vision of company excellence throughout the organization.

#### **Moss Adams, LLP**

*Senior Manager – Regulatory Compliance*

2013 – 2016

- Oversaw state and federal compliance filings for over 40 telephone, wireless, internet, and cable TV client companies.
- Directly and remotely manage staff to ensure timely and accurate completion of required state and federal filings.
- Developed and implemented client and staff training relating to federal financial reporting, network information reporting, and regulatory compliance.
- Created new revenue products that added \$200K in revenue.
- Provided strategy, marketing and product development support, including IPTV launch, CLEC opportunities, VoIP product launch, business development and international long distance services.

#### **TeleGuam Holdings, LLC (d/b/a "GTA")**

*Vice President – Regulatory*

2010 – 2012

- Directed corporate compliance with local, territorial and federal regulations affecting GTA's telephone, wireless, Internet, and cable TV offerings.
- Oversaw NECA and USF compliance audits.
- Advised key company executives and staff on regulatory compliance matters.
- Represented GTA in contract negotiations concerning equipment vendor/supplier, video content providers, and services agreements.
- Collaborated with external general counsel to develop major negotiations strategies, policy positions, and internal department decisions.
- Collaborated with the Accounting division to save \$300K annually, and gain an additional \$1M in federal subsidy support, and \$240K in federal support.
- Collaborated with human resources and security department to develop and implement employee policies and corporate security procedures.

*Vice President – Marketing & Regulatory*

2007–2010

- Developed and executed marketing plans for products and services for GTA’s wireless, telephone, internet, and cable TV services, ensuring the competitiveness and profitability of GTA products.
- Grew prepaid wireless subscribership by 300%; generated growth exceeding marketing plans for wireless revenue and Internet revenue by over \$2M and \$500K, respectively.
- Launched GTA IPTV product, exceeding subscriber growth projections and maintaining expense budget.
- Created new products and services for wireless, landline, internet, and IPTV.
- Managed all product development and marketing activities including day-to-day operations and ad creation for TV, radio, and print.
- Directed and conducted negotiations for all media buy; TV, radio, and print.
- Developed acquisition and retention strategies.

**John Staurulakis, Inc.***Staff Director of Business Development*

2007

- Provided operational, business development, network management advice to rural independent telecommunications companies.
- Directed and managed business case development, analyses, and feasibility studies for companies seeking to expand upon traditional business models.
- Identified and solved technological, operational, and regulatory issues for regulated and deregulated entities.
- Managed operational preparedness for Rural Local Exchange Companies facing competitive issues in traditional markets.
- Negotiated interconnection agreements on behalf of clients.
- Drafted and developed petitions to governmental agencies on behalf of clients.

**WVT Communications/Warwick Valley Telephone Company***Director – Network Services & Regulatory*

2006 – 2007

- Conducted field operations and corporate planning.
- Managed outside plant, central office, video head end and datanetwork.
- Managed network operations with 6 direct reports and staff of 49.
- Oversaw a \$5.2M budget to upgrade the network.
- Managed revenue stream for carrier billings.
- Upgraded video head end and legacy network from ATM to IP.
- Performed executive-level responsibilities pertaining to merger and acquisition activity.
- Provided overall management in Warwick’s regulatory proceeding, filing, and motions with various regulatory agencies.

*Director - External Affairs*

2004 – 2006

- Performed executive-level responsibilities for regulatory and product management.
- Conducted profit & loss management, managed operations, and developed and deployed the company's CLEC, Long Distance, Video, and Wireless offerings.
- Performed written and oral regulatory advocacy on behalf of the company before the FCC, New York PSC, and New Jersey BPU.
- Made regulatory filings and motions on behalf of the company before the FCC, New York PSC, and New Jersey BPU.
- Managed \$8M revenue streams that included CABS and toll cost studies.
- Negotiated new wireless interconnection agreements and cleaned up CABS to generate an additional \$450K in yearly revenue.
- Oversaw the deployment of Greenfield CLEC opportunity, valued at \$600K.

**John Staurulakis, Inc.***Manager Business Development*

2000 – 2004

- Consulted telecommunication companies on issues of network, regulatory compliance, and business development.
- Negotiated interconnection agreements.
- Provided regulatory and network support for telecommunication companies implementing Local Number Portability.
- Managed network interconnection projects and network design projects between companies.
- Conducted network design, regulatory certification, legal and marketing plan development to facilitate CLEC entry into business.
- Resolved regulatory and operational issues to prepare ILECs for CLEC interconnection.
- Developed interconnection agreement templates for ILECs and CLECs.
- Financially modeled ILEC and CLEC business plan development.
- Developed Carrier-to-Carrier Quality of Service Performance Measurements for use by Puerto Rico Regulatory Utility Board.
- Developed ILEC customer guideline handbook for CLEC Implementation.
- Developed training material and conducted training for all levels of staff on issues relating to Telecommunications Act of 1996 and Local Number Portability.

**Previous Work Experience****Sprint Communications**

Implementation Manager Policy Development and Contract Implementation	1999 – 2000
Support Manager Contract Negotiation & Implementation	1998 – 1999
Local Market Planning Analyst	1997 – 1998
Tariff Analyst (CLEC Division)	1996 – 1997
Analyst (Long Distance Division)	1996
Research Analyst (Corporate)	1995 – 1996
Revenue Analyst (Long Distance Division)	1994 – 1995

**Community Involvement****Make-A-Wish Foundation Guam**

Board Member 2009 – 2013

**Guam Public Library Systems**

Board Member 2009 – 2013

**Education****Friends University (Overland Park, KS)***Business Administration* 1997 – 1999

# Jenifer Vellucci, CPA, CGMA

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## CHIEF FINANCIAL OFFICER

Highly accomplished, results-driven senior accounting and financial management executive with more than 17 years of progressive experience in finance and operations management within mid-sized organizations. Demonstrated ability to streamline business operations that drive growth and increase efficiency and bottom-line profit. Strong qualifications in developing and implementing financial controls and processes in addition to productivity improvements and change management. Possesses solid leadership, communications and interpersonal skills to establish rapport with all levels of staff and management.

### CORE QUALIFICATIONS

- Accounting & Financial Management
  - Controllership & Decision Support
  - Performance Measurement
  - Business Planning & Analysis
  - Growth Strategy Development
  - M&A, Strategic Partnerships, Valuations
  - Operational Efficiencies
  - Financial Analysis & Reporting
  - Resource Management
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## PROFESSIONAL EXPERIENCE

### **Ducor Telephone Company, Ducor, CA**

Apr 2017 – Present

*Rural Incumbent Local Exchange Carrier (RLEC) with service to 3 rural California communities.*

#### **CHIEF FINANCIAL OFFICER/ASSISTANT GENERAL MANAGER**

Leads financial and operational planning to support the CEO and the Board of Directors. Ensures cohesive financial, strategic and operational plans. Leads the allocation of resources, ROI strategies, financial forecasting/analysis and performance measurement. Directs accounting and finance operations including transaction processing, billing and government contracts and subsidies. Directs the operational staff on the construction of fiber, installation of new customer and the implementation of cost saving strategies. Advises the CEO and Board of Directors with development of business strategies and financial models, core competencies capitalization, strategic revenue stream development, business lines, and strategic partnership identification.

#### **Selected Achievements:**

- Led the process of bringing all accounting functions in-house and the training of the current staff on the accounting functions of a telecommunications company.
- Working with the customer service staff to clean up the billing system, to streamline processes and ensure accurate and easy to understand customer invoices.
- Implemented corporate documents, forms, accountability and structure to ensure the company has a good corporate foundation.

### **Tumbleweed Center for Youth Development**, Phoenix, AZ

Nov 2016 – Apr 2017

*Non-profit helping homeless and vulnerable youth grow and thrive in Maricopa, County, Arizona.*

#### **VICE PRESIDENT OF FINANCE/CHIEF FINANCIAL OFFICER**

Directed the finance team encompassing Controllership, Business Operations, Decision Support, Financial Planning and Analysis, and Reporting.

# Jenifer Vellucci, CPA, CGMA

## Selected Achievements:

- Led the company through the Ch. 11 bankruptcy process and vetted local non-profits for the transfer of the company's programs.
- Facilitated and negotiated with the strategic partners for the acquisition of Tumbleweed's programs.
- Partnered with the largest non-profit to acquire Tumbleweed's programs and led the process of transferring and integrating the accounting functions from Tumbleweed into their non-profit accounting systems and departments.
- Directed finance, accounting, contracting staff through the process of cleaning up the books and records, strengthening and designing controls and preparing the company for an over-due audit.
- Prepared financial statements, budgets and projections for strategic partners and funders for the future and transfer of Tumbleweed's programs.

## **Zona Communications**, Phoenix, AZ

Aug 2007 – Nov 2016

*Rural Incumbent Local Exchange Carrier (RLEC) with the first fiber-to-the-Home network in Arizona and the first 1 Gig residential service in Arizona. Zona is the fastest growing RLEC in the country.*

### **VICE PRESIDENT/CHIEF FINANCIAL OFFICER**

Led central financial and operational planning to support the CEO and the Board of Directors. Ensured cohesive financial, strategic and operational plans. Led the allocation of resources, ROI strategies, financial forecasting/analysis and performance measurement. Directed accounting and finance operations including transaction processing, billing and government contracts and subsidies. Directed the operational staff on the construction of fiber, installation of new customer and the implementation of cost saving strategies. Advised the CEO and Board of Directors with development of business strategies and financial models, core competencies capitalization, strategic revenue stream development, business lines, and strategic partnership identification.

## Selected Achievements:

- Increased our customer base by 35% composite annual growth rate (CAGR) over 8 years while simultaneously keeping our discretionary operating expenses at 1% CAGR.
- Built \$26,000,000 of plant including 190 miles of fiber and added over 3000 new customers.
- Reduced installation costs by 67%
- Reduced construction costs by 70%
- Out produced all other rural telecommunications providers in the country
- Led the company through a successful Ch.11 bankruptcy and vetted numerous interested telecommunications companies for the acquisition of Zona.
- Reduced the dependence on government subsidies by 54%

## **Mountain Telecommunications Inc**, Tempe, AZ

Dec 2002 – Jul 2007

*Facilities-based Competitive Local Exchange Carrier (CLEC) who served business, government and educational organizations throughout Arizona. MTI provided superior-quality local voice and data, long-distance, Internet, wireless and private-line transport to customers require optimum performance and reliability.*

### **CORPORATE CONTROLER**

Directed all accounting activities including managing a team of five direct reports and external accountants, financial statement preparation, capital assets, banking, payroll, close, development and documentation of accounting policies and controls, revenue recognition, audits and general ledger transactions.

## Selective Achievements:

- Created and implemented a 5-day close schedule, transitioning from a 15-day close, with accurate and timely financial statements provided to upper management monthly.
- Completed numerous clean financial, payroll, sales tax and government audits, and oversaw the preparation of tax returns.
- Developed accounting systems and processes to streamline the accounting and reporting process.

# Jenifer Vellucci, CPA, CGMA

- Managed government contracts and compliance.
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## **EDUCATION/QUALIFICATIONS**

Certified Public Accountant – 2007

Certified Global Management Accountant – 2012

Master of Business Administration, Baker's College, Flint, MI 2000

Bachelor of Science in Business Administration with a concentration in Finance, College of Charleston, Charleston, SC – 1997

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## **PROFESSIONAL AFFILIATIONS**

American Institute of CPAs

Arizona Society of Certified Public Accountants

President of the Arizona-New Mexico Telecommunications Association 2011-2012