

Prepared By:
Joseph D. Fail Engineering Co., Inc.

Joseph D. Fail Engineering Company, Inc. - Engineering

Joseph D. Fail Engineering Company, Inc. (JDFEC) was established in 1967 by Joseph D. Fail, a BSEE graduate from Louisiana State University and a registered professional engineer in several states, to provide consulting engineering services to local operating telephone companies participating in the Rural Utilities Service loan program (REA) and has provided telecommunications, engineering consulting service continuously since inception. JDFEC is licensed in over 30 states and territories and has extensive experience in all facets of telecommunications including, but not limited to, engineering, design and supervision of construction covering the areas of inside and outside plant, CATV systems, broadband delivery, wireless (cellular and internet systems), private networks, etc. for RUS telephone and broadband loan participants (ILECs, CLECs, CATV, IXC, ISPs, etc.) and to similar clients outside the RUS program for over 40 years. Marion Randall Bowman of JDFEC is also a founding member of the Association of Communications Engineers (ACE) and actively participates in its annual joint meetings and training schools, as well as, cooperative projects with RUS to assist in development of standards and contract forms.

Joseph D. (Jody) Fail, P.E. Owner - Chairman of the Board/President

Jody began his engineering career with the Bay Springs Telephone Company in 1961 after he graduated from Louisiana State University with a Bachelors of Science degree in Electrical Engineering. Jody has been very active in the Independent Telephone Industry, as well as, the Electrical Engineering profession. He served as a director and President of the Alabama-Mississippi Independent Telephone Association and is a member of the National Society of Professional Engineers, Mississippi Engineering Society, Association of Communication Engineers, and the Independent Telephone Pioneer Association. He serves a board member for various companies, colleges, and other associations.

Marion R. (Randall) Bowman, P.E. - Senior Engineer

Randall joined Fail Engineering in 1986 as President. Previously, he was President and CEO of Cottrell & House, Inc., of Nashville, Tennessee. While at Cottrell & House Randall both worked on, and was responsible for, all phases of project development and corporate development. Randall has more than fifty years of engineering experience and holds a Bachelors of Science Degree in Electrical Engineering from the University of Tennessee; in addition he has completed a four year program in Mechanical Engineering at the Tennessee Polytechnic Institute. Randall is a registered licensed Professional Engineer in thirty-three states and has the ability to obtain a license in the other states as required. He is a member of the National Society of Professional Engineers, the Tennessee Society of Professional Engineers, the Professional Engineers in Private Practice, and the Independent Telephone Pioneer Association, and is an active member of the Association of Communication Engineers and of several other trade associations. Randall, though having retired from the position of President at Fail Engineering at the end of 2003, continues to serve with Fail Engineering in the capacity of Senior Engineer.

Revision Date: **March 20, 2014**

Bob Fenlason – General Manager

Bob has been with JDFEC since 2011 and is a self-motivated, self-starting individual who is able to adapt to any work environment. He is a results oriented professional with exceptional skills in problem resolution Project Management and goals attainment, recognized for consistently going beyond expectations. He has successfully completed as project manager over 200 million dollars' worth of Stimulus (BIP) projects in the last three years. In this he has prepared contracts, bids, engineering packages, reviewed materials, set up project timelines, set up installations, inspections, and closeouts for these projects. Prior to coming to Fail Engineering, he worked at Jaguar Communications for seven years as General Manager. He has worked with fiber design, contractors, material vendors, regulatory filings, RUS contracts and reporting, outside plant construction, transport, access networks and wireless networks.

Donny Smith - Senior Communications Consultant

Since 1974 Donny has been in and out of the telecommunications, network design, programming, and data processing industries. He has a career spanning over thirty-five years with the US Army, E.F Johnson, Casio, IBM, Local Link, Jaguar Communications and now Fail Engineering. Donny's military experience includes two years of active army, four years in the Army Reserve and four more years in the Army National Guard. Donny's career in communications started as a tester on the fledgling network system called the ARPANET (the precursor of the modern day internet) in Decorah, IA before entering the army where he worked on missile guidance and tracking systems. Since then he has worked on database systems, wireless communication systems, internet systems, and all facets of fiber optic systems. Donny is familiar with most facets of regulatory procedures including interactions with Environmental Assessments and State Historical Agency reports, and government grant and loan Applications. He is also versed in all aspects of both Inside and Outside Plant design, evaluation, mapping (including GIS), implementation and testing. Donny is also the Chairman of the Ripley Town Board in Dodge County MN, is on the Planning and Zoning Commission, and is on the Hayfield Fire Department Board, all of which he has served for numerous years, giving him a unique perspective on municipal involvement with broadband networks. Donny holds a bachelor's degree in Computer Science and International Business from Mankato State University with an MBA from the Simon Graduate School of Business, University of Rochester in Rochester, NY.

Jimmy Gray - Outside Plant Manager

Jimmy started with Fail Engineering in 1977. Beginning as a draftsman, he has since held the positions of Asst. Design Engineer, as is currently the Manager of the Outside Plant Group. During his thirty-eight years of experience, Jimmy has had the responsibilities of preparing schematics, area maps, permits (state, county, city and environmental), outside plant bid documents, circuit assignments, cut sheets, and many RUS (Rural Utility Service) documents. His department is responsible for all designs, GIS information, drawings, permits, circuit assignments, contracts for FTTH, FTTN, and FTTP project designs for all Fail Engineering clients.

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Nicholas Pena - Senior Communications Consultant

While pursuing his Bachelors in Computer Science, Nicholas Pena began his work as an Accounting Systems Developer in 1999 implementing and customizing accounting system platform for small and medium size businesses. In 2002, Nicholas joined Socket Telecom, LLC and until 2009, helped manage Socket's Tech Support, Sales, and Customer Service departments. From 2009 to 2014, Nicholas helped manage planning and construction of Socket's new BIP Funded FTTH network until joining Joseph D. Fail Engineering in July of 2014.

Mark Jones - Senior OSP Consultant

Mark has been with Fail Engineering since 2000; his experience covers all phases of outside plant field engineering and construction projects. He has worked as field inspector and as a resident engineer in the field. He has experience with both aerial and underground construction. Extensive experience with permits and public and private easements. He is also versed in several methods of staking and reviewing needs for "make-ready" He is able to work with clients, contractors, local officials.