

**EXHIBIT B**

**Biographies of Applicant's CEO and CFO**

**Mark Shaw**

**CEO at OPTK Networks**

***Experience:***

**OPTK Networks**

**10 yrs 6 mos**

**Lincoln, Nebraska Area**

**Chief Executive Officer**

**May 2014 – Present – 7 yrs 10 mos**

**Director of Business Development/Carrier Sales**

**Sep 2011 – Apr 2014 – 2 yrs 8 mos**

**SDN Communications**

**12 yrs 10 mos**

**Director Pricing, Provisioning, and Optimization**

**Dec 2009 – Sep 2011 – 1 yrs 10 mos**

**Sioux Falls, South Dakota Area**

**Senior Manager Pricing and Provisioning**

**Mar 2004 – Dec 2009 – 5 yrs 10 mos**

**Sioux Falls, South Dakota Area**

**OSP Engineer/Project Manager**

**Jun 2001 – Mar 2004 – 2 yrs 10 mos**

**Provisioning Engineer**

**Dec 1998 – May 2001 – 2 yrs 6 mos**

**Sioux Falls, South Dakota Area**

**Network Technician**

**Cable & Wireless USA INC**

**1997 – 1998 - 1 yr**

**Cleveland/Akron, Ohio Area**

**Network Technician**

**MCI**

**1996 – 1997 – 1 yr**

**Cleveland/Akron, Ohio Area**

**Data Communications Specialist**

**US Air Force**

**1992 – 1996 – 4 yrs**

**Fairbanks, AK**

**Honorable Discharge**

**Education:**

**Capella University**

**B.S, Business Administration**

**2002 – 2005**

**Cum Laude**

**Community College of the Air Force**

**A.A.S, Electronic Systems Technology**

**1992 – 1995**

**Licenses & Certifications:**

**Certified Pricing Professional**

**Professional Pricing Society**

**Issued Jul 2014 - no expiration date**

**Project Management Professional / PMP**

**Project Management Institute**

**Issued June 2005 – Expired June 2016**

# TODD M. ROHWEDER

Omaha, NE 68135

trohweder1@cox.net

402.669.7700

www.linkedin.com/in/todd-rohweder/

## FINANCE & ACCOUNTING EXECUTIVE

*Implements Enhancements to Support Financial & Process Efficiency*

Proven leader with broad business knowledge and extensive finance expertise in distribution / wholesale industry. Brings strong functional leadership into well-established and goal-oriented organizations. Known for exceptional work ethic, attention to detail and working well within team environments.

- **FINANCIAL MANAGEMENT:** Leads key accounting / finance functions including review / preparation and presentation of monthly financial statements, annual budget and sales forecast.
- **SUPPORT:** Supports key functions in human resources, information technology, operations, risk / management, safety, credit management and union contract negotiations. Ensures communication through other company teams.
- **TEAM DEVELOPMENT:** Develops key talent and builds highly effective teams that meet / exceed performance objectives. Increased communication within teams by providing process and procedures month-in and month-out.
- **PROCESSES / PROCEDURES:** Improves overall efficiency and internal controls by implementing effective processes and procedures.

## PROFESSIONAL EXPERIENCE

NEBRASKALINK HOLDINGS, LLC DBA: OPTIK NETWORKS, Lincoln, NE

2018-Present

Chief Financial Officer

Report directly to CEO. Direct reports include Accounting Supervisor with staff of 4. 49 total company employees

- Direct, supervise and oversee all financial, accounting and billing functions
- Analyze monthly, quarterly and annual financial reporting and present financial results at quarterly board meetings.
- Develop annual operating budget including balance sheet, cash flow and income statements.

SOUTHERN GLAZER'S WINE & SPIRITS OF NEBRASKA (SGWS), Omaha, NE

2011 - 2018

F/K/A: Sterling Distributing Company, Inc.

\$90M Wine & Spirits Wholesaler

Vice-President and Chief Financial Officer

Reported directly to President / CEO / Owner with Sterling Distributing. \$90M revenue, \$13M operating budget, 100 employees. Direct reports included Controller and Operations Manager with staff of 19.

- Served as both accounting and operations leader creating structure and efficiencies in all areas by implementing new processes and procedures. Reduced month end close to 2 weeks.
- Led software conversion to SGWS systems resulting in all locations on one system within 4 month time frame. Ensured all financial records and reports were recorded accurately, and controls were up to date and followed.
- Oversaw and managed monthly and annual budget results for entire company to ensure company goals were achieved.
- Restructured and aligned accounting and operations personnel to improve productivity and efficiency to meet the challenges of a growing company.

**QUALITY BRANDS OF OMAHA, Omaha, NE**

1995 – 2011

F/K/A: Lawless Distributing Co. / Budweiser of Omaha  
\$75M Beer Wholesaler

**Vice-President and Chief Financial Officer**

2005 – 2011

Reported directly to President / CEO / Owner. Served as finance leader managing staff of 5 with direct oversight of all accounting, payroll and human resources functions. Revenue of \$75M annually and operating budget of \$12M, and 100+ employees.

- \* Managed debt service with lender to ensure adequate financing and manage our interest expense.
- \* Developed and maintain business relationships with banker, outside accountants, Nebraska Liquor Commission, Labor Union, Suppliers and attorneys to enable effective communication.
- \* Restructured accounting and admin team to provide expertise, accountability and efficiencies due to the growth of the company.

**Controller**

1995 – 2005

Oversaw accounting, human resources, risk management, purchasing, training program, budgeting, Information technology, debt management and safety program. Managed gross revenue growth of 10% per year and doubled work force over same time period.

- \* Computerized entire accounting system establishing defined accounting policies, procedures and internal accounting controls.
- \* Implemented computer network infrastructure for entire company.
- \* Negotiated favorable labor contract by reviewing and analyzing company and union proposals as a member of companies' labor negotiation team.

**OMAHA WORLD-HERALD NEWSPAPER, Omaha, NE**

1989 – 1995

**Accounting Manager**

1993 – 1995

Managed \$100M operating budget overseeing general accounting function, payroll, billing and credit department. Supervised staff of 4 managers and department of 16 employees.

- \* Implemented \$3.5M billing and editorial computer systems as key member on project team.

**Credit Manager**

1989 – 1993

Supervised a staff of 6 credit and collection professionals.

- \* Decreased average collection period by 50% and reduced company bad debt expense by 30% each year.

**STRECK LABORATORIES, INC., Omaha, NE**

1985 – 1989

\$20M Biomedical manufacturing company

**Accountant, Accounts Receivable**

Developed written policies and procedures for credit and collection area, resulting in reduction of companies' accounts receivable exposure, company bad debt expense, while improving cash flow.

**EDUCATION**

BA, Business Administration, Economics & Psychology, Hastings College, Hastings, NE  
SAP, AS400, Apprise, MAS 90, ABRA Payroll Software, Sage/Intacct, Paylocity

**BOARD SERVICE**

President, Mt. Michael School Board, 2015 – 2019  
School Board Member, Mt. Michael School, 2009 – 2014  
Customer Advisory Board for HighJump Software Co., 2011 – 2012  
Treasurer, Omaha World-Herald Employees Credit Union Board, 1990 – 1995