

**Gary F. Ballard**  
120 Hever Knoll  
Loch Lloyd, MO 64012

**PROFESSIONAL EXPERIENCE**

**President & Chief Operating Officer, YourTel America, Inc Kansas City, Inc. 2007 – Present**

- Directs, manages and monitors the daily activities of the organization. Ensures that the business operations are efficient and effective in producing profitability.
- Develops and implements annual goals, objectives and strategies which fulfill its mission.
- Responsible for increasing quality, improving efficiency, bettering profit margins, and assure exemplary customer service.
- Coordinates and administers the company's policies; monitors the quality of customer service while ensuring customer satisfaction. Secures and protects the company's assets, including facilities and equipment.

**Chief Operating Officer, Union Station Kansas City, Inc. 2003 – June 2005**

- Directed, administered, and coordinated the activities of the organization in support of policies, goals, and objectives established by the chief executive officer and the Board of Directors by performing the following duties personally or through subordinate managers.
- Directed the preparation of short-term and long-range plans and budgets based on broad corporate goals and growth objectives.
- Created the structure and processes necessary to manage the organization's activities and projected growth.

**Vice President of Sales, Aerial Communications (now T-Mobile) 1996 – 2003**

- Implemented the operational start-up of new PCS wireless technology in the Kansas City/Minneapolis markets, the model for which was replicated on a national basis.
- Hired a strong, capable staff and developed them in a manner that resulted in their ability to launch a new company.
- Successfully teamed with corporate staff in planning the roll-out of a new company with new technology in a new marketplace.
- Developed an organization and a local marketing plan that consistently achieved targeted performance levels.

**Area Vice President of Sales and Distribution, OneComm (now Nextel) 1994 – 1996**

- Established the sales and distribution functions for the greater Kansas City and Oklahoma regions.
- Developed the overall business strategy for major markets, which included subscriber growth, market strategy, staffing, and dealer development.
- Led the corporate acquisition process team in developing strategies for marketing, pricing, and establishing desired service levels to attract new corporate customers.

## APPENDIX G

### **Sales and Marketing General Manager, A McCaw Joint Venture, Hong Kong** 1992 – 1993

- One of a team of select individuals responsible for the start-up and operation of an international cellular joint venture.
- Developed and implemented the sales and business marketing plan.
- Established the sales and marketing organization to deliver planned business results.
- Provided ongoing training and consultation relevant to daily business operations.
- Fostered an environment of teamwork amongst a culturally and experientially diverse group.

### **District Director of Sales, McCaw Cellular One** 1989 – 1994

- Created and implemented a sales strategy that resulted in leading marketplace performance.
- Introduced two new channels of distribution; retail and automobile.
- Directed the leading sales operation in the McGraw organization in 1991 and 1992.

### **Senior Vice President/General Manager, Phoenix Communications (WQQK/WVA)** 1986 – 1989

- Had full accountability for all facets of achievement of the radio business, including fiscal management, personnel management, and business objectives.
- Increased revenues by 72 percent while increasing sales by 33 percent.

### **District Manager, Xerox** 1973 –1986

- Administered all aspects of the human resources function including recruiting, hiring, training, promoting, recognizing, developing, and terminating employees.
- Directed, at a district level, the organization's achievement of operating plans.
- Developed marketing strategies to insure the achievement of both product and profit plans.
- Planned, organized, and implemented new product launches, yearly operating plans, manpower configurations, and job assignments.

#### **EDUCATION:**

University of Nebraska, Omaha, B.S. in Business Administration, 1972.

#### **PROFESSIONAL DEVELOPMENT:**

Wharton School of Business Accounting/Finance for Non-Finance Majors

Xerox Sales Management School

District Managers School

Field Management Action

Leadership Through Quality Seminar

Management Team Effectiveness Seminar

#### **MILITARY SERVICES:**

United States Air Forces, 1966–1970 (Vietnam Veteran)

#### **PROFESSIONAL AND CIVIC ACTIVITIES:**

Chairman – Building Fund at Prince of Peace Missionary Baptist Church

## **APPENDIX G**

Member – Board of Directors of the KU Surgery Association

Past Member – Board of Directors of Kansas City Museum/Science City Project

Past Member – Board of Directors of Junior Achievement of Middle America Inc.

Past Member – Board of Directors for Capper Foundation

# David A. Garza

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Professional Experience	1995–Present	YourTel America, Inc.	Kansas City, MO
	Owner, Founder and Chairman		
	<ul style="list-style-type: none"><li>▪ Company growth to revenues of over \$19 million.</li><li>▪ Product offerings include wireless, Home Phone and Internet.</li><li>▪ Retail store expansion from one location to 19 in three states.</li></ul>		
	2003–Present	ANG, LLC	Kansas City, MO
	Owner and Founder		
	<ul style="list-style-type: none"><li>▪ Developed office and warehouse for YourTel America and DAG, LLC in Kansas City, MO</li><li>▪ Redeveloped 4,000sqft building into modern and efficient coin laundry in Kansas City, KS</li><li>▪ Redeveloped dilapidated facility into regional headquarters in Oklahoma City, OK</li></ul>		
	2006–Present	DAG Heating and Cooling	Kansas City, MO
	Owner and Founder		
	<ul style="list-style-type: none"><li>▪ Heating and cooling distributor for Comfort Star and Westinghouse</li><li>▪ 2009 projected annual revenues of \$1,750,000</li></ul>		
	2004 -Present	WASHBARN	Kansas City, KS
	Owner and Founder		
	<ul style="list-style-type: none"><li>▪ Modern Coin Laundry in underserved neighborhood.</li><li>▪ Focus on cleanliness and customer service</li><li>▪ Annual revenues of \$300,000</li></ul>		

## APPENDIX G

2800 E. 18<sup>th</sup> Street  
Kansas City, MO 64127  
816.388.1069  
phicks@yourtel.com

# Paul N Hicks

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Professional Experience	1996–Present	YourTel America, Inc.	Kansas City, MO
	Owner and CIO		
	<ul style="list-style-type: none"><li>▪ Technical side of ILEC Interconnection management</li><li>▪ Created and implemented the Provisioning and Repair Departments</li><li>▪ Designed and supported Internal Network and Phone System</li></ul>		
	1994-1996	DSD Systems	Kansas City, MO
	Computer Consulting		
	<ul style="list-style-type: none"><li>▪ Owned and operated Computer Sales and Support</li><li>▪ Maintained service contracts for local business</li></ul>		
	1983-1994	Digital Smplicistics Inc.	Lenexa, Ks.
	Head of Research and Development		
	<ul style="list-style-type: none"><li>▪ Wrote and supported software for pharmaceutical companies.</li><li>▪ Managed Support Department for Multi-State company</li></ul>		
Education	1980-1983	DeVry University	Kansas City, MO
	<ul style="list-style-type: none"><li>▪ B.A., Electrical Engineering.</li><li>▪ Novell and Unix Certified</li></ul>		

## Ronald (Ron) L. Medlin

email: rmedlin@yourtel.com  
11815 E. 58<sup>th</sup> Street  
Kansas City, Missouri 64133  
(816) 356-0243

### Work Experience

Accounting Manager/Controller (11/00 – Present)

YourTel America, Inc. f/k/a The Pager Company  
2800 E. 18<sup>th</sup> Street, Kansas City, Missouri 64127

- Coordinate, supervise, oversee, and perform all accounting department functions
  - General Ledger
  - Receivables and Payables
  - Payroll
  - Financial Statement Reporting
  - Internal Auditing

Managing Corporate Officer/General Manager (6/71 – 6/00)

Seven-M Corp. d/b/a Medlin's Colonial Inn  
5100 Blue Ridge Blvd., Raytown, Missouri 64133

- Full management responsibility of 165 seat full service restaurant and cocktail lounge
  - Creation of facility
  - Establishment of business/concept
  - Day to day operations management
  - Product implementation development and quality control
  - Equipment/supplies procurement, placement, maintenance, repair, and replacement
- Complete automated accounting/bookkeeping functions
  - General ledger (data entry through financial statement preparation)
  - Receivables (credit cards) and payables
  - Complete payroll functions
    - Payroll production
    - Federal, state, and local return filings
    - Payroll record maintenance
  - Federal and State income tax preparation
- Complete human resources management for 30+ staff members

- Recruitment and procurement
- Training and supervision
- Performance evaluations
- Side by side performance of duties
- Terminations

## **Education**

B.S., Business Administration (6/71), University of Missouri-Columbia

- Major in Accounting
- Concentration in Management

## **Honors and Leadership**

1992 Business Owner of the Year – ABWA Hawthorne Chapter  
Squire Magazine recipient of “Best Prime Rib” in Kansas City award  
Regular speaker – COE program in Raytown C-2 school district  
President, 1971, Tau Kappa Epsilon fraternity, Beta Theta chapter,  
University of Missouri  
Secretary, IFC, 1971, University of Missouri

## **References**

### **Business**

**G.L. (Tom) Thomas, C.E.O.**  
Blue Ridge Bank and Trust, Co.  
4240 Blue Ridge Blvd.  
Kansas City, Missouri 64133  
(816) 358-5000

**Sal Belfonte/David Belfonte**  
Belfonte Distributing Co./Belfonte  
Ice Cream  
1700 Prospect  
Kansas City, Missouri 64127  
(816) 231-2000

### **Rick Morton**

Sysco Foodservice  
2813 Frontage Road

Olathe, Kansas 66216  
(816) 333-5406

(816) 292-1683 (pager)

**Virgil F. Burry, M.D.**  
4100 SW Hickory Lane  
Blue Springs, Missouri 64015  
(816) 228-3279

**Personal**

**Larry D. Nicotra**  
433 NW Cottonwood  
Lee's Summit, Missouri 64064  
(816) 373-0362

**James S. Rellmann**  
13 Carriage Way West  
St. Peters, Missouri 63376  
(636) 928-4239

**Robert M. Reed**  
10280 Garnett  
Overland Park, Kansas 66214  
(913) 888-0580

**Jeffrey A. Schuster**  
Route Three  
Odessa, Missouri 64084  
(816) 230-3360