



Application

255758 - Broadband Grant Program - Connect Every Iowan

298408 - Heartland-Ireton (Rural)

Broadband Grant Program - Connect Every Iowan

Status: Submitted

Submitted Date: 2019-03-06 07:26:17

Signature: Ryan Boone

Submitted By: Ryan Boone

Applicant Information

Project Officer

AnA User Id RYAN.BOONE@IOWAID

First Name* Ryan Boone
First Name Middle Name Last Name

Title:

Email:* rboone@mypremieronline.com

Address:* 339 1st Ave. NE

City* Sioux Center Iowa 51250
City State/Province Postal Code/Zip

Phone:* 712-722-3451
Phone Ext.

Program Area of Interest* Broadband Grant Program - Connect Every Iowan

Fax:

Agency

Organization Information

Organization Name:* Heartland Telecommunications Company of Iowa

Organization Type:* For-Profit ? Privately Held

DUNS: 04-964-3195

Organization Website: www.mypremieronline.com

Address: 339 1st Ave. NE

Sioux Center Iowa 51250
City State/Province Postal Code/Zip

Phone: 712-722-3451
Ext.

Fax:

Benefactor

Vendor

Number

Cover Sheet-General Information

Authorized Official

Name* Ryan Boone

Title* COO

Organization* Heartland Telecommunications Company of Iowa d/b/a Premier Communications
 If you are an individual, please provide your First and Last Name.

Address* 339 1st Ave. NE

City/State/Zip* Sioux Center Iowa 51250
City State Zip

Telephone Number* 712-722-3451

E-Mail* rboone@mypremieronline.com

Fiscal Officer / Agent

Please enter the "Fiscal Officer" for your Organization.

If you are an individual, please provide your First and Last Name.

Name*	Kent Westphal
Title	CFO
Organization	Heartland Telecommunications Company of Iowa d/b/a Premier Communications
Address	339 1st Ave. NE
City/State/Zip	Sioux Center Iowa 51250
	City State Zip
Telephone Number	712-722-3451
E-Mail	kwestphal@mypremieronline.com
County(ies) Participating, Involved, or Affected by this Proposal*	Plymouth County, Sioux County
Congressional District(s) Involved or Affected by this Proposal*	4th - Rep Steve King (R) Congressional Map
Iowa Senate District(s) Involved or Affected by this Proposal*	2, 3 District Map
Iowa House District(s) Involved or Affected by this Proposal*	4, 5 District Map

Applicant Business Information

Business Legal Name* Heartland Telecommunications Company of Iowa d/b/a Premier Communications

Mailing Address

Street * 339 1st Ave. NE

City* Sioux Center

State* IA

Zip* 51250

Alternate Mailing Address (used for warrants and/or payments)

Alternate Street

Alternate City

Alternate State

Alternate Zip

Additional Information

* Applicant Business Information - Ireton.docx

**Public Redacted
Broadband Additional**

Executive Project Summary

This form requires Applicant to summarize, at a high level, its proposed Project, including but not limited to the geographic area in which the Project will occur, the primary deployment model (e.g., wireline versus wireless), the estimated start and completion dates of the Project, and a general overview of how Applicant has/will comply with the terms, conditions, and requirements of this NOFA.

Executive Project Summary*

Executive Project Summary - Ireton.docx

Funding

State the estimated total Project costs (in the form of Allowable Expenditures as calculated in accordance with the terms, conditions, and limitations of the form Budget Plan).

\$2,024,354.00

Add together the sum of column C on Exhibit D and column D on Exhibit D1.

State the total amount of State funds Applicant seeks for the Project (this amount may not exceed fifteen percent (15%) of Applicant's estimated total Project costs).

\$303,653.10

Add together the sum of column E on Exhibit D and column F on Exhibit D1.

Explain why State funds are necessary to initiate/complete a proposed Project, including but not limited to a description of how the Project will or will not proceed if State funds are not ultimately awarded.

Heartland Telecommunications Company of Iowa ("Heartland") has been methodically investing in its network to replace outdated copper facilities with a new, state-of-the-art fiber network architecture since it was purchased by Mutual Telephone Company of Sioux Center, Iowa ("Mutual") in 2016. This includes fiber builds throughout the following exchanges (some town & rural, and some just rural): Sibley, IA; Rock Rapids, IA; Doon, IA; and Rock Valley, IA. Heartland made the decision to build to these four areas first in large part due to the "bang for the buck" Heartland could realize as the average cost to build to customers in those territories was roughly \$6,500 per location. This was important to Mutual because it meant we could provide a fiber network to the greatest number of customers/locations within its serving area very quickly after purchasing Heartland from the previous owner.

However now that the most cost-effective customers are served by a fiber network, that just leaves the costlier territories to serve, which includes the Project area of rural Ireton. This Project area is estimated to cost more than \$10,000 per location, or \$3,500 more than the previous builds on average. Since we embarked on this multi-year, multi-million dollar investment in the Heartland exchanges, it has always been our hope that the Iowa Broadband Grant program would be funded by the time it got to building out rural Ireton due to the 50% higher cost to build to these locations, and even though this project may move forward with or without the grant dollars requested from this program, future projects in the surrounding regions that are tentatively planned today may not occur due to a higher required capital spend in rural Ireton which means at the end of the day fewer customers will be served by Broadband without approval of this Application.

Demonstrated Experience

This form requires information about Applicant's demonstrated experience in the provisioning of Broadband across the State of Iowa. Applicant shall include relevant information about their experience that has prepared them to deploy their proposed Project, such as, for example, community partnerships and services; number of years in business; number of years experience providing the types of services sought by this NOFA; if the Applicant is a relatively new provider/market entrant, an explanation of the benefits, if any, of being a newer provider/market entrant; or the level of technical experience in providing the types of services sought by this NOFA.

Demonstrated Experience* Demonstrated Experience - Ireton.docx

References

Name	Exhibit C 1.3 - Evidence of Local Support
Telephone Number	N/A
Reference Letter #1	Exhibit C 1.3 - Evidence of Local Support (Ireton).pdf
Name	Randy Feenstra
Telephone Number	712-439-1244
Reference Letter #2	Randy Feenstra Letter of Reference.pdf
Name	W. Dale Den Herder
Telephone Number	712-722-4846
Reference Letter #3	Dale DH Letter of Reference.pdf

Minority Impact Statement

Question # 1

1. The proposed grant programs or policies could have a disproportionate or unique POSITIVE IMPACT on minority persons. *

Yes

If YES, describe the positive impact expected from this project

The proposed project will have a unique, positive impact on person's with a disability, specifically those that are currently students in school. We have first hand experience that there are certain students unable to succeed in traditional, in-person classroom training and yet these same students are able to excel utilizing online-training that is made possible by a high-capacity fiber network envisioned in this project. For these particular individuals, and their families, the opportunities that high-speed broadband can provide are truly life changing.

Indicate the group(s) positively impacted.

Person/s with a Disability

Question # 2

2. The proposed grant project programs or policies could have a disproportionate or unique NEGATIVE IMPACT on minority persons. *

No

If YES, describe the negative impact expected from this project.

If YES, present the rationale for the existence of the proposed program or policy.

If YES, provide evidence of consultation with

representatives of
the minority groups
impacted.

Indicate the group(s)
negatively impacted.

Question # 3

3. The proposed
grant project
programs or policies
are NOT EXPECTED
TO HAVE A
DISPROPORTIONATE
OR UNIQUE IMPACT
on minority persons.
*

Not Applicable

If YES, present the
rationale for
determining no
impact.

Certification

I hereby certify that
the information on
this form is complete
and accurate, to the
best of my
knowledge.*

Yes

Name of Person
Submitting
Certification. *

Ryan Boone

Title of Person
Submitting
Certification*

COO

Broadband Grants Core Application - Exhibits B, C, D, and D.1

Applicant requests that the contents of their application remain confidential in whole or in part, pursuant to Section 1.25 of the NOFA.

DISCLAIMER: An applicant requesting confidential treatment of portions of an application must attach a redacted public copy of the application. If the applicant fails to attach a redacted public copy pursuant to Section 1.25.1 of the NOFA, the Office shall be relieved from any responsibility for maintaining the confidentiality of the application pursuant to 1.25.3 of the NOFA.

NOTE: Applicants are ONLY required to submit a Public Redacted Copy IF they are requesting confidential treatment with respect to an aspect of their Application. Further, the mere fact that an Applicant submits a Public Redacted Copy (or otherwise requests confidential treatment) does not ensure the aspects of the Application that are redacted (or for which confidential treatment is otherwise sought) will be treated as confidential; the Office will only afford confidential treatment to the extent requests comply with the terms, conditions, and requirements of the NOFA, and solely to the extent permitted by Iowa Code Chapter 22 and the Office's corresponding fair information practices rules available at 129 IAC 2.

Full Unredacted Copy* Broadband Grants Core Application (Ireton) - CONF.xlsm

Public Redacted Copy Broadband Grants Core Application (Ireton) - PUBLIC.pdf

Broadband Grants Program Grant Agreement - Exhibit E

Exceptions to Broadband
Grants Program Grant
Agreement*

exhibit_e_-_broadband_grants_program_grant_agreement (Ireton).docx

Certification Letter - Exhibit F

**Certification Letter
(Public)***

exhibit_f_-_certification_letter (Ireton) - Signed.pdf

Authorization To Release Information - Exhibit G

**Authorization to Release
Information (Public)***

exhibit_g_-_authorization_to_release_information (Ireton) - Signed.pdf

Form 22 - Exhibit H

Form 22 (Public)*

exhibit_h_-_request_for_confidentiality_form_22 (Ireton).pdf

Application Checklist - Exhibit I

**Application Checklist
(Public)***

exhibit_i_-_application_check_list (Ireton).pdf

Project Area Map

Project Area Map*

Heartland (Ireton).pdf