

**Executive Project Summary**

**For**

**Proposed Fiber Optic Construction Project**

**Of the 195th St Corridor  
Near Glenwood, IA**

**Proposed By**

**BTC, Inc.**

**a Subsidiary of**

**Breda Telephone Corp. d/b/a Western Iowa Networks**

## **Executive Project Summary**

### ***BACKGROUND***

Over the past several years, the Telecommunications industry in the United States and Iowa has undergone tremendous change in the regulatory environment, the level of service customers demand from their providers, and the technologies used to provide those services. Due to the demographics in some of Iowa's rural areas, the larger corporate service providers who have served these areas for many years are either unable or unwilling to invest in improvements to their networks. As a result, many of these areas have lagged behind in terms of the broadband services and technologies available. Many refer to this lagging behind the more urban areas of the country as the 'digital divide'. This digital divide has also caused rural areas to lag behind in terms of economic development opportunities. To help bridge this divide, BTC, Inc. d/b/a Western Iowa Networks (or WIN) proposes the construction of a fiber-to-the premise (FTTP) network along the 195<sup>th</sup> Street Corridor to the west of Glenwood, Iowa, from U.S. Highway 34 on the south, to the Mills County line on the north.

WIN is headquartered approximately 110 miles away in the City of Breda, Iowa and is incorporated in the State of Iowa. WIN also has an office less than 10 miles away in Pacific Junction, Iowa. WIN is a Communications Service Provider as defined by Iowa Code chapter 8B. The company is owned by the shareholders of Breda Telephone Corp. and has been in business since 1905. It is the mission of WIN to be the leading communications provider in Iowa.

The WIN management team consists of the following seven individuals:

Jeff Roiland, CEO  
Kevin Skinner, CFO  
Chris Nieland, Director of Operations  
Mike Ludwig, Plant Manager  
Amy Hatterman, Accounting Department Manager  
Stephanie Thomsen, Human Resources Manager  
Wes Treadway, Customer Service/Marketing Manager

WIN's management team has over 110 years combined experience in the telecommunications industry and contributes to numerous industry boards and committees.

WIN provides a wide variety of services to residential and business customers in communities throughout western Iowa, including voice, broadband, television, managed IT, hosted PBX, key systems equipment, email hosting and web hosting.

Over the last 10 years, WIN has deployed a FTTP network in each community it serves. This network, combined with knowledge and expertise, gives WIN a distinct advantage over competitors, allowing it to provide cutting edge service to all customers in the WIN serving area for many years to come. While there are providers with somewhat similar service offerings in WIN's existing markets, none of them provide services over a FTTP network. This advanced, state-of-the-art network deployed by WIN is able to provide reliable high bandwidth and low latency broadband services which the other providers simply cannot match.

## *PROJECT SUMMARY*

This project includes the 195<sup>th</sup> Street Corridor to the west of Glenwood, Iowa, from U.S. Highway 34 on the south, to the Mills County line on the north, and would be a complete overbuild of the area with a FTTP network. Within this area, there are 60 targeted service areas (TSAs) covering approximately 4.14 square miles. These TSAs include 31 housing units and 5 businesses, with a population of 76. WIN estimates the project will begin in the summer of 2019 and will be completed by the end of 2019. After construction is completed, WIN plans to aggressively build our customer base through various forms of advertising and promotional offers. As is the case in all of our communities, future plans for this community would include edging our FTTP network out into surrounding areas wherever it is feasible to do so. This area is ideally located near both Interstate 29 and U.S. Highway 34, approximately 15 minutes from Omaha, Nebraska and Council Bluffs, Iowa. Mills County is actively working to attract new businesses to this area. Google has built a data center just north of this proposed area in Pottawattamie County, and has plans to build an additional data center to west, on the Nebraska side of Interstate 29. This area is poised for economic growth in the near future, which will create a need for broadband and other communications services over this fiber network. In turn, this network would aid in further development, by attracting businesses hungry for fast and reliable broadband. Our company's long term plans are to continue building out to residential and business locations all around this area along both the I-29 and the Highway 34 corridor. To that end, the funding being offered through the Connect Every Iowa Broadband Grant Program is critical and necessary.

Based on the size and number of targeted service areas included, WIN has estimated a cost for this project as detailed in Exhibit D of the Core Application. WIN is requesting grant funding for this project equal to 15% of the total projected costs.

## *CONCLUSION*

Through the application and other supporting documentation provided, WIN aims to demonstrate how this project will comply with all the requirements of the Notice of Funding Availability, while effectively bridging the digital divide in this area. WIN has the experience, facilities, equipment, processes, staff, third party relationships and internal systems in place to support the successful completion of this project. The advantages of a FTTP network over other networks are well documented in terms of speed, reliability and long-term utility. Having access to this network will be a valuable tool to help keep residents in this area, draw new residents, and foster economic development for potential new business. WIN strongly believes this project will be a very worthwhile investment in the future of Broadband for this community and for all of rural Iowa.