



## Application

### 255758 - Broadband Grant Program - Connect Every Iowan

301002 - Proposed Fiber Optic Construction of the 195th Street Corridor Near Glenwood, Iowa  
Broadband Grant Program - Connect Every Iowan

<b>Status:</b>	Submitted	<b>Submitted Date:</b>	2019-03-14 03:00:45
<b>Signature:</b>	Kevin Skinner	<b>Submitted By:</b>	Kevin Reid Skinner

### Applicant Information

#### Project Officer

**AnA User Id** WESTIANET@IOWAID  
**First Name\*** Kevin Reid Skinner  
First Name Middle Name Last Name

**Title:** CFO  
**Email:\*** kskinner@westianet.com  
**Address:\*** Breda Telephone Corp.  
 112 East Main St.  
 PO Box 190

**City\*** Breda Iowa 51436  
City State/Province Postal Code/Zip  
**Phone:\*** 712-673-2311  
Phone Ext.

**Program Area of Interest\*** Broadband Grant Program - Connect Every Iowan  
**Fax:** 712-673-2800  
**Agency**

#### Organization Information

**Organization Name:\*** BTC, Inc.  
**Organization Type:\*** For-Profit ? Privately Held  
**DUNS:** 04-964-3195

**Organization Website:** http://www.westianet.com/  
**Address:** 112 East Main St.  
 PO Box 190

**City** Breda Iowa 51436  
City State/Province Postal Code/Zip  
**Phone:** 712-673-2311  
Ext.

**Fax:** 712-673-2800  
**Benefactor Vendor Number**

### Cover Sheet-General Information

#### Authorized Official

**Name\*** Jeff Roiland  
**Title\*** CEO  
**Organization\*** BTC, Inc.  
If you are an individual, please provide your First and Last Name.  
**Address\*** 112 East Main St

**City/State/Zip\*** Breda Iowa 51436  
City State Zip

**Telephone Number\*** 712-673-2311  
**E-Mail\*** jroiland@westianet.com

**Fiscal Officer / Agent**

Please enter the "Fiscal Officer" for your Organization.

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

<b>Name*</b>	Kevin Skinner
<b>Title</b>	CFO
<b>Organization</b>	Breda Telephone Corp.
<b>Address</b>	112 East Main St
<b>City/State/Zip</b>	Breda Iowa 51436
	City State Zip
<b>Telephone Number</b>	712-673-2311
<b>E-Mail</b>	kskinner@westianet.com
<b>County(ies) Participating, Involved, or Affected by this Proposal*</b>	Mills County
<b>Congressional District(s) Involved or Affected by this Proposal*</b>	3rd - Rep Cindy Axne (D) Congressional Map
<b>Iowa Senate District(s) Involved or Affected by this Proposal*</b>	12 District Map
<b>Iowa House District(s) Involved or Affected by this Proposal*</b>	23 District Map

***Applicant Business Information***

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**Business Legal Name\*** BTC, Inc.

**Mailing Address**

**Street \*** 112 East Main St  
**City\*** Breda  
**State\*** IA  
**Zip\*** 51436

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

Alternate Street

Alternate City

Alternate State

Alternate Zip

***Additional Information***

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\* Additional company information - BTC Inc. (FULL CONFIDENTIAL VERSION).pdf

Public Redacted  
Broadband Additional

## Executive Project Summary

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*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\***

BTC Executive Project Summary - 195th St Glenwood Corridor.pdf

## Funding

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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).

Confidentiality requested by applicant

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).

Confidentiality requested by applicant

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.

Although rural Iowa needs better broadband to help bridge the digital divide and spur economic development across our state, it is difficult to invest in projects where the cost per location is so much higher than more populated areas. Without additional funding like this, it can be difficult or even impossible to make a legitimate business case to provide the services needed in the area, with a reasonable payback period or return on investment. We are committed to serving the area identified in this project, however without added funding from the Connect Every Iowan Grant Program, it will make our project deployment difficult, and could potentially delay it or even stop it.

## Demonstrated Experience

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*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.pdf

## References

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<b>Name</b>	Kreg Lensch
<b>Telephone Number</b>	712-659-3411
<b>Reference Letter #1</b>	Glidden Ralston Community Schools Letter of Support.pdf

Name	John Weber
Telephone Number	712-792-3901
Reference Letter #2	Stone Printing Letter of Support.pdf
Name	Michael Schwabe
Telephone Number	712-673-2328
Reference Letter #3	Toyne Inc Letter of Support.pdf

## Minority Impact Statement

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### Question # 1

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

No

If YES, describe the positive impact expected from this project

Indicate the group(s) positively impacted.

None

### 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.

None

### Question # 3

3. The proposed grant project programs or policies are NOT EXPECTED TO HAVE A DISPROPORTIONATE

Yes

**OR UNIQUE IMPACT  
on minority persons.**

\*

**If YES, present the  
rationale for  
determining no  
impact.**

The proposed area to be served contains a very small percentage of minority residents. Regardless, all residents in the area, including any minorities, will have access to the same high quality service at an affordable and reasonable price.

**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.\***

Kevin Skinner

**Title of Person  
Submitting  
Certification\***

CFO

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

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*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\*** 195th St Glenwood Broadband Grants Core Application.xlsm

**Public Redacted Copy** 195th St Glenwood Broadband Grants Core Application - Public Redacted Version.pdf

***Broadband Grants Program Grant Agreement - Exhibit E***

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**Exceptions to Broadband  
Grants Program Grant  
Agreement\***

Exhibit E - acceptance of grant agreement terms.pdf

***Certification Letter - Exhibit F***

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**Certification Letter  
(Public)\***

exhibit\_f\_-\_certification\_letter - BTC Inc signed 3-14-2019.pdf

***Authorization To Release Information - Exhibit G***

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**Authorization to Release** exhibit\_g\_-\_authorization\_to\_release\_information - BTC Inc signed 3-14-2019.pdf

**Form 22 - Exhibit H**

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**Form 22 (Public)\***      exhibit\_h\_-\_request\_for\_confidentiality\_form\_22 - BTC Inc signed 3-9-2019.pdf

**Application Checklist - Exhibit I**

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**Application Checklist  
(Public)\***      exhibit\_i\_-\_application\_check\_list - 195th St Glenwood project.pdf

**Project Area Map**

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**Project Area Map\***      Project Area Map - Proposed Fiber Optic Overbuild of 195th St Glenwood.pdf