

Demonstrated Experience

ACEC has been in the communications business for many years, initially as a DirecTV franchisee and subsequently as a satellite-based internet provider. ACEC has been providing satellite internet services from 2005 to present. Service as initially offered as WildBlue, later Exede, and currently Viasat internet. After several years of experience with satellite internet, we realized some limitations of the service and began looking at alternatives. In 2013, another ISP began providing wireless internet service from a tower in Allamakee county. ACEC began exploring the possibility of providing the same type of wireless service. In 2013, ACEC partnered with Hawkeye Telephone to begin deployment of wireless internet. Currently, ACEC has 1098 internet subscribers. In 2020, ACEC saw a 20% subscriber growth rate, with a 4.7% churn rate.

Furthermore, ACEC deployed fiberoptic cable connecting from a local fiber ring to the cooperative office. ACEC began building wireless internet access points in Allamakee county.

ACEC has much experience in Rural Broadband Experiment grant funds. Since December 1, 2014, ACEC has been working on projects within the Northeast Iowa region. The \$1.1 million project was specifically for Fayette County.

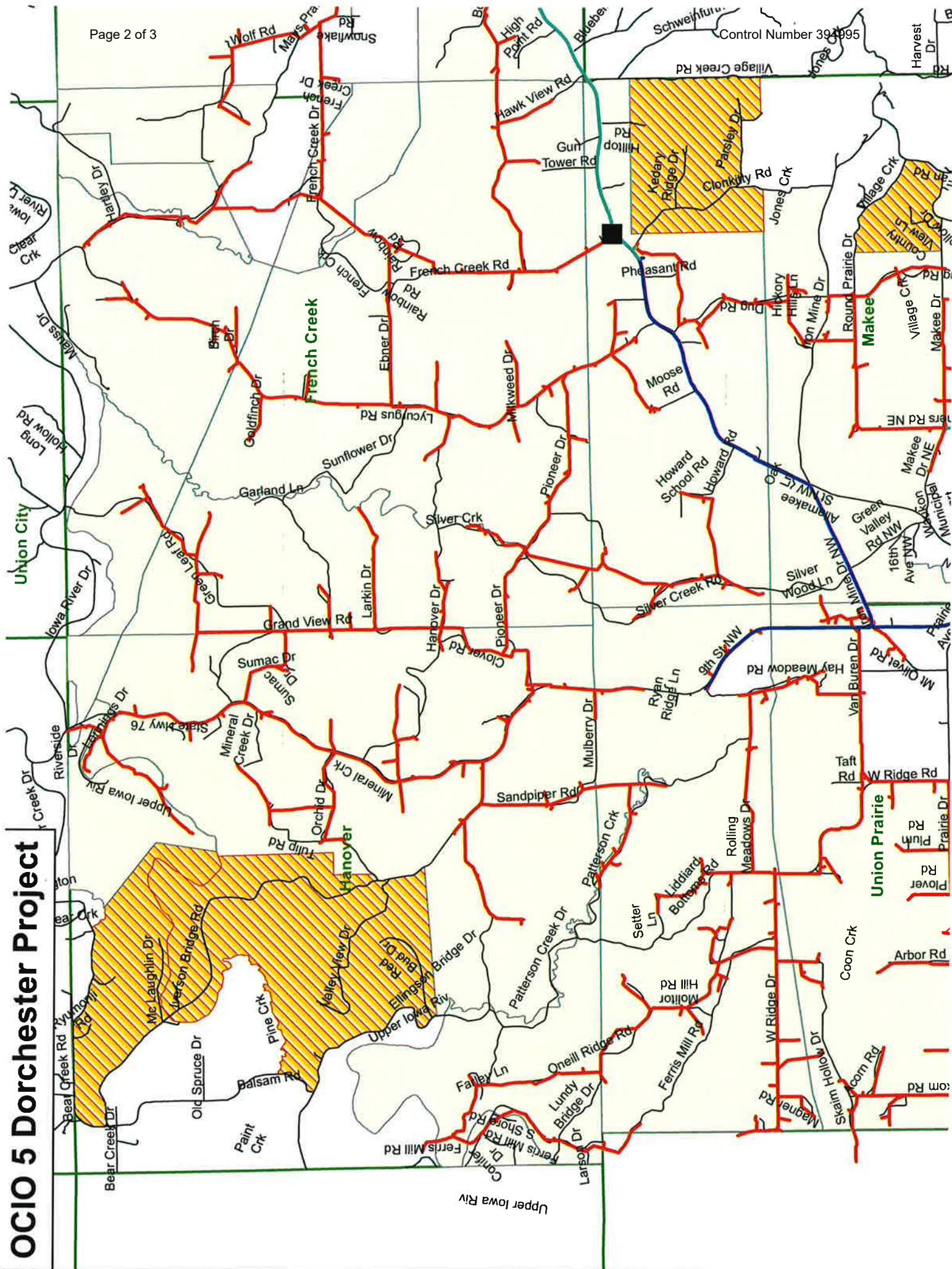
Over the course of the last six years, ACEC has provided service to more than 600 wireless customers in Northeast Iowa.

ACEC has completed extensive planning efforts to deploy their services to TSA's within the region. Part of the plan was for the City of Waukon. With three (3) successful OCIO awards, ACEC is working on providing fiber to 25% of homes and businesses within the city of Waukon. As you can see, ACEC is seen as a resource and partner in many ways within their territory.

ACEC has many partners within the long-range plan, some of those include: Waukon – to provide fiber to 25% more of their homeowners and businesses; West Union – to place wireless equipment on the city's water tower; North Fayette School District – to provide free internet services to their SPARK program; to provide wireless internet access to Allamakee and Fayette County fairgrounds.

ACEC's technical staff in their AC Skyways Department have a combined 20 years of experience with internet applications, installation and deployment. One staff member has an Associates Degree in Networking with a Fiber Optics Certification. ACEC's customer service is second to none when comparing other telecommunication provider's services. ACEC staff lives and works within their territory and are like family to their customers. ACEC seeks professional assistance when needed such as with R&S Fiber Optics Services LLC, an engineering firm which holds a Contractor license according to the Iowa license board and Consortia Consulting, who was founded as a TELECOM Consulting resource in 1991. Consortia helps clients make the difficult financial and operational decisions encountered in today's rapidly changing environment. Their consultants average more than 25 years of telecommunications experience, applying extensive knowledge and expertise to resolve critical issues impacting any company's financial performance.

OCIO 5 Dorchester Project



	Union Prairie	Makee	Hanover	French Creek	Lansing
Number of TSAs	22	23	28	32	17
TSA Households	94	133	68	92	73
TSA Businesses	19	27	11	12	14
TSA Schools	0	0	0	0	0
Total Passings	113	160	79	104	87
Footage of Overhead Electric	259103	135109	173510	243785	183898
Footage of Underground Fiber	11648	57145	0	0	11514
Miles of OH Electric	49.07	25.59	32.86	46.17	34.83
Miles of Underground Fiber	2.21	10.82	0.00	0.00	2.18
Total Proposed Build Miles	51.28	36.41	32.86	46.17	37.01
Proposed Miles of Aerial Build	43.59	30.95	27.93	39.25	31.46
Proposed Miles of Boring	7.69	5.46	4.93	6.93	5.55
Passings per mile	2.20	4.39	2.40	2.25	2.35