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Application

Instructions

Annotations records internal notes/comments that are visible to internal staff only. Feedback appends a new section to the bottom of the application that is visible to the applicant and anyone viewing the application.

Application Details

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390478 - Empower Rural Iowa Emergency Broadband Expansion Program (NOFA # 005) - Final Application

395900 - Hastings IA
Broadband Grant Program - Empower Rural Iowa

Status: Submitted

Submitted Date: 02/25/2021 3:31 PM Submitted By: Kevin Reid Skinner

Applicant Information

Primary Contact:

AnA User Id	WESTIANET@IOWAID		
First Name*	Kevin <small>First Name</small>	Reid <small>Middle Name</small>	Skinner <small>Last Name</small>
Title:	CFO		
Email:*	kskinner@westianet.com		
Address:*	Breda Telephone Corp. 112 East Main St. PO Box 190		
City*	Breda <small>City</small>	Iowa <small>State/Province</small>	51436 <small>Postal Code/Zip</small>
Phone:*	712-673-2311 <small>Phone</small>	<small>Ext.</small>	
Program Area of Interest*	Broadband Grant Program - Empower Rural Iowa		
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		
Phone:	Breda <small>City</small>	Iowa <small>State/Province</small>	51436 <small>Postal Code/Zip</small>
Fax:	712-673-2311	<small>Ext.</small>	
Benefactor	712-673-2800		
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.

Name* Kevin Skinner
Title CFO
Organization BTC, Inc.
Address 112 East Main St.

City/State/Zip Breda Iowa 51436
City State Zip
Telephone Number 712-673-2311
E-Mail kskinner@westianet.com
County(ies) Participating, Involved, or Affected by this Proposal* Mills County
Congressional District(s) Involved or Affected by this Proposal* 3rd - Rep Cindy Axne
[Congressional Map](#)
Iowa Senate District(s) Involved or Affected by this Proposal* 12
[District Map](#)
Iowa House District(s) Involved or Affected by this Proposal* 23
[District Map](#)

Business Organization - NOFA #005

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

Please name and upload file "Application Number - Applicant Name - Business Organization". File can be a PDF or Word Document.

* **Additional company information - BTC Inc.pdf**

Public Redacted Broadband Additional Information

Is the Applicant a Communications Service Provider as defined by Iowa Code chapter 8B, including but not limited to private sector carriers, local governments, utilities, and other entities that provide or intend to provide Broadband service.

Communication Service Provider* Yes

Executive Project Summary NOFA #005

This section requires an 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), and a general overview of how Applicant has/will comply with the terms, conditions, and requirements of this NOFA #5. Please explain why CARES Act funds are necessary for the Project to proceed and how the Project will or will not proceed if the requested funds are not ultimately Awarded. Finally, please explain the current status of the Project, including the phase it is in, such as pre-planning, planning, or that building has commenced Name and upload this file "Application Number - Applicant Name - Executive Project Summary". This can be a PDF or Word Document.

Executive Project Summary* **BTC Executive Project Summary - Hastings Iowa.pdf**

The section requires Applicant to affirm whether or not federal funds are necessary for the Project to proceed.

Are federal Funds Necessary for the Project to proceed?* Yes

This section requires an Applicant to describe how the Project will or will not proceed if State funds requested are not ultimately awarded.

Describe how the Project will or will not proceed if federal funds requested are not ultimately awarded.*

Like many rural areas, it will be very difficult or even impossible to make a business case for serving this proposed area with a future-proof technology like FTTP, without funding assistance. Without the state grant funding, this project will need to either be delayed, downsized, or placed on hold indefinitely.

Project Status

Project Milestone	Estimated Completion date	Costs Incurred
Project staking	05/31/2021	\$57,641.94
Construction	10/31/2021	\$364,299.60
Splicing and testing	10/31/2021	\$14,779.98
Wiring and installs	11/30/2021	\$19,370.00

Demonstrated Experience NOFA #005

This section requires information about Applicant's demonstrated experience in provisioning Broadband across the State of Iowa. Applicant shall include relevant information about their experience that has prepared them to deploy their Project, such as, for example, community partnerships and services; number of years in business; number of years of experience providing the types of services sought by this NOFA #005; if the Applicant is a relatively new provider/market entrant, an explanation of the benefits, if any, of being a newer provider/market entrant; the level of technical experience in providing the types of services sought by this NOFA #005; or any other information that would aid the Office in assessing whether Applicant is a Responsible Applicant.

Demonstrated Experience* **Demonstrated Experience.pdf**

References

Name	Drees Company - Sara Drees
Telephone Number	712-792-2863
Reference Letter #1	Drees Company Letter of Support.pdf
Name	Mid-Iowa Insurance and Real Estate - Terry Axman
Telephone Number	712-792-4324
Reference Letter #2	Mid-Iowa Insurance and Real Estate Letter of Support.pdf
Name	Stone Printing and Office Supply - John Weber
Telephone Number	712-792-3901

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 #005.

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 1.25.1.5 of the NOFA #005, the Office shall be relieved from any responsibility for maintaining the confidentiality of the application pursuant to 1.25.5 of the NOFA #005.

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 #005, 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_NOFA005 - Hastings.xlsm](#)

Public Redacted Copy

Overflow Materials Exhibit C

[Schedule C Overflow Materials - Hastings Application.pdf](#)

Applicants may provide evidence of need support for their Project by uploading materials through the Iowa Grants System, which materials demonstrate how communities, households, businesses, schools, or hospitals are hindered in their ability to respond to the challenges of COVID-19 due to a lack of at least 25/3 Broadband ("Supplemental Materials of Need"). Such evidence, by way of example only, may include letters signed and endorsed by community officials, including but not limited to the mayor, city administrator, county supervisor, superintendent, hospital administrator, etc.

Supplemental Materials of Need

[Supplemental Materials of Need - Hastings Application.pdf](#)

Broadband Grants Program Grant Agreement - Exhibit E

Exceptions to Broadband Grants
Program Grant Agreement*

[Exhibit E - acceptance of grant agreement terms.pdf](#)

Certification, Authorization, and Release of Information - Exhibit F

Certification Letter (Public)*

[exhibit_f_-_certification_letter_nofa_005.pdf](#)

Request for Confidentiality or Form 22 - Exhibit G

Form 22 (Public)*

[exhibit_g_-_request_for_confidentiality_-_form_22_nofa_5.pdf](#)

Federal Identification Documentation

DUNS Number*

60308462

Label upload as "Application Number - Organization Name - SAM".

SAM Registration Upload*

[BTC Inc proof of SAM registration status.pdf](#)

Project Budget

Category	Description	Total Estimated Cost \$ (Exhibit D)	Total Estimated Cost \$ (Exhibit D1)	Total Estimated Project Budget (D+D1)	Requested Grant Support % (enter percentage here)	Grant Request (Est. Cost * Request %)
Conduit	Conduit for project	\$4,182.00	\$3,915.60	\$8,097.60	75.0	\$6,073.20
Fiber/Copper	Fiber for project	\$19,815.00	\$62,916.00	\$82,731.00	75.0	\$62,048.25
OSP Engineering	Engineering firm estimated billed charges	\$22,574.29	\$35,067.65	\$57,641.94	75.0	\$43,231.46
Design Engineering		\$0.00	\$0.00	\$0.00	0	\$0.00
Construction Mgmt.		\$0.00	\$0.00	\$0.00	0	\$0.00
Tower		\$0.00	\$0.00	\$0.00	0	\$0.00
Antenna		\$0.00	\$0.00	\$0.00	0	\$0.00

Boring	Boring conduit	\$58,080.00	\$54,380.00	\$112,460.00	75.0	\$84,345.00
Trenching		\$0.00	\$0.00	\$0.00	0	\$0.00
Knifing	Plowing fiber mainline and installing drop fiber	\$20,800.00	\$88,545.00	\$109,345.00	75.0	\$82,008.75
Switching		\$0.00	\$0.00	\$0.00	0	\$0.00
Equipment		\$0.00	\$0.00	\$0.00	0	\$0.00
Routing Equipment		\$0.00	\$0.00	\$0.00	0	\$0.00
Optical Equipment		\$0.00	\$0.00	\$0.00	0	\$0.00
Customer Premise	NID cane & ground, ONT, Gigaspire router	\$12,870.00	\$0.00	\$12,870.00	75.0	\$9,652.50
Equipment						
Other	Customer wiring, pedestals, vaults, splicing, fiber markers, splitter cabinet	\$48,918.28	\$24,027.70	\$72,945.98	75.0	\$54,709.49
Totals		\$187,239.57	\$268,851.95	\$456,091.52		\$342,068.65

Minority Impact Statement

Does the proposed grant program or policy have a disproportionate or unique **positive impact** on minority persons? *

No

Could the proposed grant program or policy have a disproportionate or unique **negative impact** on minority persons? *

No

I hereby certify the information above is complete and accurate to the best of my knowledge.*

Yes

*

CFO

Kevin

Skinner

Title

First Name

Last Name

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