

Demonstrated Experience - AcenTek

➤ **About**

AcenTek has been providing voice, video, and internet services for over 70 years and is currently in 33 communities throughout northeast IA, southeast MN, and MI. AcenTek has completed rural and city fiber build-outs in eight communities: Rushford, MN; Lanesboro, MN; New Albin, MN; La Crescent, MN; Allendale, MI; Drenthe, MI; Coopersville, MI; and Buckley, MI.

AcenTek is nearly finished with six more fiber-to-the-home buildouts totaling 2,124 locations, with nearly 680 locations in IA. If and when successful with this grant application, the rural portions of Harpers Ferry, Ossian, Clermont, and Ft Atkinson Exchanges FTTH will break ground in the coming months and cover an additional 2,358 locations in IA.

➤ **Leadership and Organizational Structure**

AcenTek, headquartered in Houston, MN, is led by a nine-member Board of Directors. AcenTek's Chief Officers are Darren Moser, CFO; Todd Roesler, CEO; Mike Osborne, COO; and Ethan Webinger, CTO. The Chief Officers collectively possess over 85 years of experience in the rural telecommunications field. They lead a team consisting of over 100 employees in nine departments: Management, Human Resources, Sales & Marketing Customer Support, Account/Purchasing/Maintenance & Warehouse, Customer Service, Installation/Repair, Engineering & Central Office, IT & Network Operations, and Outside Plant. Ace Telephone serves over 22,700 broadband customers.

➤ **Partnerships**

AcenTek, a member and owner of Aureon of Des Moines, regularly partners with other telecommunication companies to comprise the North East and North East Iowa Networks, LLCs, (NEN and NIN fiber rings) which enable advanced telecommunication services in northeast IA.

AcenTek's collaboration with other providers in MN has fostered opportunities in video with Broadband Visions (BBV), middle-mile transport in Southern Minnesota Broadband (SMB) Network, and Fiber Minnesota. Additionally, in 2008 Cooperative Network Services (CNS) was founded by 20 cooperatives to provide engineering, video, HR, and Marketing consulting. AcenTek has partnered with Cities, Counties, and States on all FTTH projects.

AcenTek has been a longstanding donor and partner of Community and Economic Development Associates (CEDA), a 501(c)3 organization that empowers rural communities throughout IA, MN, and WI. CEDA has authored, assembled, and submitted the application on behalf of and in partnership with AcenTek, the primary applicant.