

### **416731 – Marne and Elk Horn Telephone Company - Demonstrated Experience**

Marne & Elk Horn Telephone Company began business in 1903 in Elk Horn Iowa. In 2016 Marne and Elk Horn Telephone Company acquired Walnut Telephone Company who had also been in business since 1915. Today we serve the rural Iowa communities of Elk Horn, Kimballton, Marne, Brayton, Exira, Walnut, Avoca, Shelby, Minden, Neola, Persia and Underwood with telephone, internet and cable TV service.

To date we have deployed fiber to 8 of those communities and will continue to do so every year until every community we serve has fiber. We have been overseeing fiber buildouts annually since 2012 and have extensive knowledge and experience to oversee a fiber buildout from start to finish.

At this time we serve approximately 3050 customers with internet. Those numbers include serving 3 school districts, 11 city offices, libraries and fire departments. We pride ourselves on providing reliable fast broadband to all customers whether they are a small residence or a large nationwide franchise. Customers currently served by fiber have the ability to obtain speeds up to 1 Gigabit per customer. One of the communities we serve is 21 miles east of downtown Omaha and it is not uncommon for us to be paid the compliment of being able to provide better broadband service than some in the Omaha metropolitan area can receive.

All of our employees live locally and are committed to bringing the very best in communications to our small corner of southwest Iowa, we believe in giving back to our communities and have worked tirelessly with our local school districts since the beginning of the COVID pandemic to ensure all students in our service areas have access to broadband regardless of their ability to pay. This is one of the countless ways we support our communities.

Last fall we participated in NOFA004 and were pleased to be awarded funds to build to 19 rural residents in Avoca who did not have fiber broadband prior to the NOFA and who struggled to receive a reliable fast internet connection. This project was completed ahead of deadline and on budget and we have already connected 9 of the 19 homes to Marne Elk Horn fiber.

As you will see by our letters of reference we value our community partnerships and are committed to seeing our communities thrive for years to come.