

## Demonstrated Experience

Mechanicsville Telephone Company (Mechanicsville) has been in business since 1901 and has supplied its customers with quality telecommunication services ever since. Currently, Mechanicsville serves approximately 430 voice customers and 875 Internet customers. Mechanicsville's ILEC area is transitioning to Fiber to the Home (FTTH) technology through funding from Federal high-cost ACAM support. Mechanicsville provided dial tone to our community and then upgraded to ADSL and Coax cable to ensure customers receive the technology and speed they need to succeed. Although a small rural company with budget constraints, the company has been able to upgrade equipment as needed. Fiber technology was deployed in our serving area in 2014. Federal funding via ACAM support has helped us push forward in these areas. Mechanicsville is seeking assistance with this grant for areas that are outside of our serving territory for customers that need it the most because they are rural and without a service provider who has built a high-speed network.

Mechanicsville has a proven reputation of deploying broadband services and is led by experienced key staff that can manage their established organization to successfully implement and operate the proposed broadband infrastructure.

Mechanicsville is a certified Eligible Telecommunications Carrier (ETC) in the State of Iowa and is in good standing. Mechanicsville has a strong financial background and sustainability, being in business for over 120 years. We are skilled in deploying fiber networks and working with local schools, hospitals and businesses. These relationships are what we depend on just as much as these customers depend on us. We have the know-how and the desire to keep Iowa connected.

The expansion of the FTTH broadband service to this un/underserved area will provide subscribers a high quality and reliable communications infrastructure to expand their educational, economic, and healthcare opportunities. The locations passed will be able to access speeds up to 1 Gbps download / 1 Gbps upload. Completion of this project will offer a viable teleworking experience for any consumer who utilizes this prevalent option. The overall quality of life for these residents will improve with the high-speed offerings, giving them access to web-based education, telemedicine, business commerce, and the agricultural industry.

Mechanicsville will offer discounted services for those in financial need. We plan to apply for Lifeline only ETC status to be able to offer Lifeline services and the Emergency Broadband Benefit program if that program is still funded when construction is complete. Mechanicsville will offer broadband packages that are affordable to all consumers.