



BTC, Inc. Empower Rural Iowa Broadband Grant Program - NOFA #006 Demonstrated Experience Application Form Listing of Similar Completed or to be Completed Projects					
Service Area	Year Completed	Construction Type	Miles Constructed	Sq. Miles Served	Est. Homes Passed
Carroll, IA	2009	FTTP	74.62	5.62	4,357
Breda & Lidderdale, IA	2012	FTTP	197.73	103.70	722
Westside, IA	2013	FTTP	81.28	58.90	322
Mount Carmel, IA	2018	FTTP	2.00	0.28	40
Maple River, IA	2018	FTTP	1.01	0.08	44
Pacific Junction, IA	2019	FTTP	48.20	31.40	330
Macedonia, IA	2019	FTTP	86.27	59.00	298
Farragut, IA	2019	FTTP	70.88	56.40	351
CR 1 service area	2019	FTTP	22.00	11.29	61
Cedar Hills subdivision, Malvern, IA	2020	FTTP	1.50	1.06	24
Hickory Ridge subdivision, Glenwood, IA	2020	FTTP	4.00	1.50	75
South of Glenwood, IA	2020	FTTP	4.50	0.50	63
Auburn, IA	2020	FTTP	6.00	0.28	122
Glenwood CARES (NOFA #003)	2021	FTTP	74.41	16.00	661
Glenwood South (NOFA #005)	2021 (TBC)	FTTP	72.44	25.40	265
Arcadia, IA	2021 (TBC)	FTTP	64.55	29.80	338
TOTAL			811.39	401.21	8,073

WIN has been providing communications service in rural Iowa since 1905. WIN's management team has nearly 120 years of combined experience in the telecommunications industry and contributes to numerous industry partnerships, boards, and committees. Prior to constructing fiber networks, WIN provided service to its communities over copper networks. WIN continues to evaluate areas in or near its existing wireline and wireless service footprint for potential expansion of its fiber network into rural edge out areas and other neighboring communities. Over the last 12 years, WIN has deployed a FTTP network in each community it serves. This network, combined with knowledge and expertise, gives WIN a distinct advantage over its competitors, allowing it to provide cutting edge service to all customers in the WIN serving area for many years to come. While there are providers with somewhat similar service offerings in WIN's existing markets, none of them provide services over a FTTP network. This advanced, state-of-the-art network deployed by WIN can provide reliable high bandwidth and low latency broadband services which the other providers simply cannot match. WIN has also constructed extensive fiber transport networks connecting its serving areas to each other, to other neighboring company's serving areas and to its middle mile transport provider(s), which are not included in the above numbers. WIN now also operates FTTP networks in the communities of Denison, IA and Treynor, IA through the acquisitions of two neighboring companies. WIN has the experience, facilities, equipment, processes, staff, third party relationships and internal systems in place to support the successful completion of this project.



Partnership with Mills County

WIN has a good working relationship with leaders and stakeholders in each County it serves. WIN and Mills County have had an especially productive and mutually beneficial working relationship over the last several years. Below are some highlights of this history:

In 2018, the Mills County Board of Supervisors and the Mills County Economic Development Director, Rick Allely, began working with the engineering firm HR Green, to publish a broadband availability study of Mills County. Prior to this, WIN had developed a good working relationship with many of those involved in the broadband study, assisting Mills County in expanding broadband access in the County and being involved in their area's economic development planning. As a result, WIN pledged to help with Broadband study in any way it could, primarily by providing mapping information to demonstrate what Broadband speeds it could offer and where it could offer them.

During 2018, while WIN was participating in a joint fiber build with another communications provider along U.S. Highway 34, WIN was in discussions with Mills County regarding their need for higher Broadband speeds and more reliable service at their locations in Glenwood, Iowa. Mills County assisted financially in a fiber build in 2019 to the Mills County Engineer's office where WIN activated a 250/250 Mbps Broadband service, and the County was then able to distribute this connection on its internal fiber network, to the rest of its offices.

WIN has applied for and been awarded to funds to assist with building out other areas in Mills County, namely in NOFA #002 (the Cedar Hills subdivision north of Malvern, Iowa), NOFA #003 (the Glenwood CARES project north and west of Glenwood), NOFA #004 (the Glenwood rural project west of the NOFA #003 project) and NOFA #005 (the Glenwood South project). In each project, Mills County has offered their full support and has even assisted with promoting the availability of this service to residents and businesses in the area, both during construction and after the areas have been built.

In 2020, WIN and Mills County entered into an agreement whereby Mills County is investing funds to build mainline fiber to certain unserved areas of Mills County, mainly north and east of Glenwood and near the towns of Mineola and Silver City. As part of this agreement, WIN has agreed to lease this mainline fiber from Mills County for a period of five years, after which time WIN will have the opportunity to purchase the fiber from the County. During the five-year period, WIN will locate and maintain the County's fiber, as well as build fiber distribution networks in certain areas, to connect to the County's fiber and serve the area residents and business with Broadband.