

### **436207– 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, McClelland and Underwood with telephone, internet and cable TV service.

We have deployed fiber to 8 of those communities as part of our internal commitment to upgrade our facilities so that all communities we serve can enjoy the benefits of fiber. Our current trajectory indicates we will have fiber in every community by the end of 2025. Consequently, we have been overseeing fiber buildouts annually since 2012 and have extensive knowledge and experience to oversee a fiber buildout from start to finish.

We serve approximately 3128 customers with internet, of which 73% are served by fiber. 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. Our closest community is 21 miles from 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.

We value our community partnerships and are committed to seeing our communities thrive for years to come.