

## Demonstrated Experience – OCIO Application

**Evertex, Inc.**, founded in 1986 and **United Farmers Telephone Company**, founded in 1905, are headquartered in **Everly, Iowa** and subsidiaries of Evertex Enterprises.

Evertex Enterprises, Inc. is the holding company for United Farmers Telephone and Evertex. Evertex Enterprises is a shareholder owned company and managed by a board of 7 directors.

Established in 1905 United Farmers Telephone Company (Everly) has an extensive history of providing excellent customer service. Currently, Everly has over 115 fiber route miles that pass over 500 locations that was completed in 2008. This system is future proof and able to add 10 Gig services as needed for business accounts. Residential subscribers are currently able to use 100 Meg services and the system is 1 Gig capable. We also have a redundant fiber rings that are managed and maintained by our staff to serve all the fiber and wireless sites in Northwest Iowa that we serve.

Established in 1986 Evertex has been operating as a Fixed Wireless Service Provider (WISP) since 2001 in Northwest Iowa and serves over 40 fixed wireless sites that are all fed via licensed wireless Point to Point and fiber connection in Northwest Iowa. Evertex holds and has deployed the BRS spectrum for Mason City, Sioux City, and Fort Dodge and recently purchased CBRS licenses to meet the demands of local customer needs. Outlined are accomplishments demonstrating our experience:

- Purchased licensed Broadband Radio Spectrum (BRS) from the FCC
- Purchased licensed Citizen Broadband Radio Services (CBRS) Spectrum from the FCC
- Partnership with the City of Pocahontas to offer broadband internet & services for the police cars
- Partnership with the City of South Sioux to offer broadband internet & services for the police cars
- Partnership with the City of Kingsley to offer broadband internet
- Work with Northwest Iowa Power Cooperative (NIPCO) and lit up a redundant fiber route for the western half of our network
- Work with Aureon and lit up a fiber route to serve our eastern side of our network.
- Worked with Aureon on a joint fiber build to further enhance our middle mile fiber to sites.
- Installed middle mile fiber routes to complete our network in various locations to give us redundant backhaul options.
- Formed an LLC partnership with North West REC (NWREC) over 20 years ago to provide broadband services to the 4 counties they serve.
- Work with The Community Agency (TCA) with shared services with fiber, transport, ISP services and switching that benefit and help our entities deliver services to our customers. TCA will be able to provide middle-mile connectivity to the rural areas.

Evertex and its partners currently serve over 40 sites that offer fixed wireless broadband services of 50/5 Meg services. With our extensive spectrum holdings, we have the capability of 100 Meg services to customers and do offer those packages where needed. We also have an advantage of being able to bring those services to farm lots, grain bins and new homes during the winter months or if they are on a waiting list for fiber in areas that may have been deployed prior.

Everttek has an extensive history of fiber network builds and have done that in partnerships with local Iowa companies such as Aureon, The Community Agency (TCA) and NIPCO as demonstrated above to provide the best broadband service available to our service areas.

Everttek has also been there for its local communities and customers in their networks they serve. Some of the services we have provided demonstrate that:

- Increasing bandwidth for the schools we serve when they are hosting large regional events.
- Providing Wi-Fi hot spots during the pandemic to help have additional resources to those who were not customers.
- Providing free services to many libraries, community buildings, fire stations, economic development buildings and city buildings
- Worked with area schools on how they could get access to students during the pandemic
- Providing services to emergency services
- Implementing the EBB program fast and efficiently for those customers in all our service areas

Everttek Enterprises is a financially viable organization with the capability to meet all financial requirements outlined in this project. Everttek has a history of continued business success and meeting financial obligations with the communities they serve.

The proposed FTTH network is designed as an GPON or XGS-PON Ethernet FTTH network. This means that the path from our Central Office equipment to the customer is never shared. Service is delivered to each location with one or more dedicated strands of fiber. We use Calix for our access equipment vendor, and they have a good reputation of upgrading their product as technology changes. Everttek can offer speeds up to 1 Gbps and faster. We are also able to use Ciena gear in our network to easily supply 10 Gbps or higher to business customers who need the higher capacity. We have been providing fixed wireless in most of the project area for 20 years.

We are familiar with the local customers and business owners. For example, we often call or survey our customer base to determine customer satisfaction. We have currently implemented a consumer survey for the city of Sioux Rapids of 370 households, which began by word of mouth, as the community wants Everttek's services. In just a few days, this survey already has generated 83 households requesting fiber broadband from Everttek with 1 responding no. We have sent out postcards to the community to drive the survey on our website to determine initial take rates. We expect to see this take rate at over 80% by December 6, 2021 when the survey concludes.

### **Key Personnel Everttek**

**Roxanne White CEO** United Farmers Telephone & Everttek in Everly Iowa. Roxanne's 37-year telecom career includes responsibilities for our ILEC and ISP operations. Everttek built out the Everly exchange in 2008 with fiber in town and the rural area. Each fiber connection was installed with its own fiber back to the central office thus future proofing our fiber network to be able to offer 10 Gig services for upcoming projects locally and to every home and business. Our customers during the pandemic were able to completely transition from school or work to home effortlessly with our redundant backhaul connections and redundancies that were put into place by our company. Everttek also has over 40 fixed wireless sites in Northwest Iowa with most of those sites being fed by fiber provided by Everttek or its partners. During the pandemic Everttek and its partners were able to increase capacity and speeds on all

their fixed wireless sites serving the rural areas within months to meet the demand. Our unique business model that includes fiber, fixed wireless and a full spectrum of licensed frequencies has helped bring high speed internet to the areas that others did not want to serve for over 20 years. Also due to our size we can act quickly and efficiently compared to the larger companies in getting projects completed. We serve a very diverse geographic area that includes minorities, disabled and low income. We were fast to implement the EBB Program for our customers so that the minute the system came online we were ready.

Roxanne has also been involved with various partnerships including CLEC's, municipals, ILEC's and REC's along with managing shared resources with other companies. These partnerships of over 20 years have benefited several local municipal governments with services for water, fire, and police services. Roxanne has co-managed a long-standing partnership with North West REC and they have been serving the North West REC four county area with ISP services since 2001. With this partnership we also have partnered with Northwest Iowa Power Cooperative's fiber ring and tower space that has been invaluable to our service to the rural customer. Roxanne, her board of directors and management teams' mission is working with public/private partners to better serve rural customers locally and efficiently. They have accomplished this by sharing or using current resources in a collaborative manner.

Roxanne has also served on numerous association committees and panels over the years nationally and locally. She has been involved with speaking and sharing her knowledge over the years with others at various association events from state, regional and national shows. She served on the Iowa Telecommunications Association (ITA) board now known as Iowa Communications Alliance (ICA) from 2006-2013 and her last year as board chair. She was also the joint chair on the RIITA and ITA merger in 2013. During this time, she also served on the Iowa Broadband Governance Board from 2009-2012 to help with grant policy and review of the grant application software. She is currently a board member on the Wireless Communications Association executive board since 2011.

**Chris Dodd - Assistant General Manager.** Chris manages a team of customer service and sales professionals. Besides writing policy and procedures for the company, his primary responsibilities include day to day operations, developing & maintaining partnerships, project oversight and contract negotiations.

Chris has an Associate's of applied Science degree in Marketing Management from WITCC, is a level 2 Certified Alarm Technician and was a top 10 sales associate for MCI WorldCom in Sergeant Bluff, IA. He has been with Evertex for the past 26 years.

While at Evertex Chris has served in several capacities to include Sales & Customer Service, Sales and Marketing Manager and his current position of AGM. Chris was on hand to sell the very first dial-up connection in 1995 and has helped grow it into the 3,500 customer ISP it is today. Chris was honored in a National Publications Contest and received a certificate of achievement from OPASTCO for an advertising campaign in the Indy awards Competition, has had his company featured in publications to include Forbes Magazine, Broadband Wireless Business and Successful Farming magazine.

Chris has served as President on the HMS School bond referendum, Meadowbrook golf course, Hartley Health and Fitness Center, Everly Commercial Club and HMS Sports Boosters. He has all served as a Boy Scout Leader, director of Clay County Communications, SiouxLan Communications and Hartley Betterment Club.

Chris is an avid sports enthusiast who enjoys outdoor activities and sports as well as weight and obstacle training. Chris resides in Hartley Iowa with his wife Tammy and three kids, Morgan, Trever, and Connor. Please email [cdodd@evertex.net](mailto:cdodd@evertex.net) or call at 712-834-2255 ext. 1002

**Ryan Jacobsma – Broadband Manager**

I reside at 513 East 2<sup>nd</sup> St. Sanborn, Iowa. My wife and I own and operate a Fitness facility in Sanborn. I started out my career in telecommunications in 1999 at COX Communications in Omaha. I was a CATV, Internet and telephone installer. I moved up into the MDU crew as a technician. We installed many apartment complexes, and a few multi storied office buildings, in downtown Omaha.

My wife and I then moved back to Sanborn. This is where I started working at (TCA) The Community Agency. TCA provides Cable TV, Internet, and Dial tone via a HFC system. While there I took part in burying coaxial cable and fiber optic cable in the towns of Sanborn, Hartley, Primghar, and Paullina. Those towns are interconnected with a fiber ring that I took part in maintaining. While at TCA I attended the NTCA Cable Conference in Omaha. While attending the conference I competed in the Cable Tech Games and took 1<sup>st</sup> place at the regional competition there in Omaha. I then competed in the National Cable Tech Games in San Antonio, TX. and placed 6<sup>th</sup> in the nation.

From TCA, I then went to (HTC) Hospers Telephone, with the addition of working on Comdial Phone systems, and helping to maintain a Genband C15 switch. While providing services over a HFC system. While employed at HTC, I oversaw the fiber build to the communities of Hospers, and Newkirk, along with the rural areas of Hospers, Newkirk, and Sheldon. This was approximately a 3-year project and 300+ miles of fiber in the ground. I then managed the installers on installing the Fiber ONT at the customer to complete the installation of the Fiber to the Home.

From HTC, I was hired on at Evertek. I oversee the field technicians and the IT department. I manage the FTTH exchange, and nearly 40 wireless transmission sites, along with multiple secured private point to point links to provide higher capacity circuits. I have helped setup and manage 10 locations that we are using as fiber pops along the NIPCO fiber route to provide a packet level redundant connection to our Network backhaul provider.

**Ben Hoben – Controller**

Ben has over 24 years of experience in the accounting field, including 11 years of experience in the telecommunications industry as company Controller. In this role he oversees financial statement preparation and analysis, budgeting and forecasting, payroll, regulatory filings, inventory, capital expenditures, as well as overseeing the day-to-day accounting functions.

After graduating from the University of Northern Iowa in 1997 and passing the CPA exam, he spent 9 years at Grain Processing Corporation (GPC) in Muscatine, IA. During that time, he held two different Accounting Manager positions. Responsibilities included accounts payable, inventory, grain and hedging accounting, budgeting, cost allocation, capital assets, tax reporting, as well as supervising a staff of four.

After spending 9 years at GPC and relocating back to northwest Iowa, Ben was the controller at Freudenberg NOK in Spencer, IA for five years. Job duties included plant financial statements, budgeting, forecasting, cost analysis, inventory reporting, lean systems improvements, as well as business strategy with management team.

**Key Personnel The Community Agency – TCA (local government contributor and partner for rural project)**

**DJ Weber, General Manager** of The Community Agency (TCA), has 32 years of industry experience in communications including best practices in installation, construction, and troubleshooting hybrid fiber coax (HFC) systems and fiber optic networks. In addition to decades of technical experience, Weber has 25 years of experience in business operation -managing and running a telecommunication utility-

including budgeting, forecasting, regulatory filings, capital expenditures, and managing staff and contractors.

Weber graduated from Iowa Central Community College with an A.A.S. degree in telecommunication and has spent his career maintaining, troubleshooting, and building communication networks in Fort Dodge, Iowa; Carrollton, Texas; Westlake, Texas; South Sioux City, Nebraska; Hartley, Paullina, Primghar, and Sanborn, Iowa. DJ began working with TCA in 2000 where he oversaw the construction of 75 miles of fiber and over 100 miles of coax to provide its communities with phone, video, and data services. Along with building a communications network, Weber also oversaw the construction of a new central office and the installation of electronic needed to provide services to the citizen.

In 2017, TCA began to rebuild the HFC system to an all-fiber network. Weber worked with his staff to enable them to rebuild these networks in-house. To date, the fiber networks have been completed in Primghar, Paullina, and Sanborn.

Outside of work, DJ is also committed to the success of the community and stays actively involved in its growth. He is currently serving on the Primghar Advancement Board, Primghar Variance Board, and as president of Kids Kampus Daycare in Primghar. He has also served on the South O'Brien School Board and Grace Lutheran Church Council.

**Gary Lansink Office Manager** The Community Agency (TCA). He has over 24 years of accounting and bookkeeping experience. He has been with TCA for over 19 years as the Office Manager. His roles include inputting and keeping all financial records up to date including payroll and financial statements. He is responsible for all tax filings and payments.

Gary also over sees all billing records and the CSR staff and keeping the day-to-day customer services in check. Any problems that arise are research and fixed accordingly.

Gary was in charge of all billing records in a massive billing conversion in 2019. He installs all billing, financial and system updates as needed for the billing system.

Gary over sees the Meta phone switch and handles any problems that rise with the switch. He has also been in this capacity for 19 years at TCA.

Gary grew up in a family-owned business, Lansink Repair and Hardware. He graduated from American Institute of Business with a degree in Business Administration and Accounting. In 1997 he went to work for Barry/Hewitt Sterling Truck in Sioux City in the Parts Dept. He then took the position of Controller doing all the Financial Accounting and truck purchase titling records. In 2002 he came to work for TCA due to a job change by his wife as City Clerk of Primghar where he and his will reside today.

**O'Brien County Board of Supervisors  
PO Box 380  
Primghar, Iowa 51245**

Ph. 712-957-3225

Fax 712-957-0425

November 15, 2021

Office of the Chief Information Officer  
State of Iowa

To Whom It May Concern:

The O'Brien County Supervisors are aware that The Community Agency of O'Brien County (TCA) and their partner Evertek, Inc. are making application to the OCIO for grant funds available by NOFA #007 Empower Rural Iowa Broadband Grant program. The County Supervisors know first-hand how our rural community lacks reliable fast fiber broadband.

We know there are portions of O'Brien County where residents and businesses struggle to receive reliable fast broadband and as a result are disadvantaged in education, business, health care, government and e-commerce because of the lack of quality high-speed broadband service.

We support the application of The Community Agency and Evertek, Inc. to connect our rural County residents and businesses to high speed broadband via fiber and know that the approximate 626 locations they are seeking to serve would be positively impacted by their construction. The O'Brien County Supervisors will pledge \$1,000 to TCA, should TCA be awarded the funds from this NOFA.

As more citizens seek to leave overcrowded metropolitan districts for a quieter rural way of life, The Board of Supervisors would like citizens and businesses to consider rural O'Brien County as their new home. With the addition of fiber broadband to these rural locations the move to O'Brien County becomes even more appealing as work from home and school from home become a reality.

We ask that the OCIO strongly consider the application from The Community Agency and Evertek in order that they can finance this aggressive and progressive rural fiber project.

Sincerely,

*Nancy McDowell*

O'Brien County Board of Supervisors



July 16, 2021

Office of the Chief Information Officer  
State of Iowa

To Whom It May Concern:

O'Brien County Economic Development Corporation strongly supports the application for funding by The Community Agency and their partner Evertek, Inc. As a Governor appointed member of the Empower Rural Iowa Invest Task Force, I know it was an exciting day for ERI and rural Iowa as the Governor signed the new broadband legislation.

We know there are portions of O'Brien County where residents and businesses struggle to receive reliable fast broadband and as a result are disadvantaged in education, business, health care, government, and e-commerce because of the lack of quality high-speed broadband service.

We support the application of The Community Agency and Evertek, Inc. to connect our rural County residents and businesses to high-speed broadband via fiber and know that the approximate 157 locations they are seeking to serve would be positively impacted by their construction.

O'Brien County Economic Development knows reliable, fast, broadband is very crucial in our recruitment of citizens and businesses to O'Brien County. With the addition of fiber broadband to rural locations the move to O'Brien County becomes even more appealing as work from home and school from home become a reality.

We ask that the OCIO strongly consider the application from Evertek, Inc. in order that The Community Agency and Evertek can finance this aggressive and progressive rural fiber project.

Sincerely,

A handwritten signature in black ink that reads "Kiana L. Johnson".

Kiana Johnson  
Executive Director



P.O. Box 616, 160 S. Hayes  
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**O'Brien County Board of Supervisors  
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July 20, 2021

Office of the Chief Information Officer  
State of Iowa

To Whom It May Concern:

The O'Brien County Supervisors are aware that The Community Agency and their partner Evertek, Inc. are making application to the OCIO for grant funds available by Empower Rural Iowa Broadband Grant program.

We know there are portions of O'Brien County where residents and businesses struggle to receive reliable fast broadband and as a result are disadvantaged in education, business, health care, government and e-commerce because of the lack of quality high-speed broadband service.

We support the application of The Community Agency and Evertek, Inc. to connect our rural County residents and businesses to high speed broadband via fiber and know that the approximate 720 locations they are seeking to serve would be positively impacted by their construction.

As more citizens seek to leave overcrowded metropolitan districts for a quieter rural way of life, The Board of Supervisors would like citizens and businesses to consider rural O'Brien County as their new home. With the addition of fiber broadband to these rural locations the move to O'Brien County becomes even more appealing as work from home and school from home become a reality.

We ask that the OCIO strongly consider the application from Evertek, Inc. in order that The Community Agency and Evertek can finance this aggressive and progressive rural fiber project.

Sincerely,



Nancy McDowell, Chair  
O'Brien County Board of Supervisors





**CITY OF HARTLEY**  
"City with a Heart"

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Website: [www.hartleyiowa.com](http://www.hartleyiowa.com)  
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*Rodney Ahrenstorff, Mayor*  
*Council Members:*  
*Jerry Olson*  
*Ron Hengeveld*  
*Roxann Swanson*  
*Brian Myers*  
*Mary Westphalen*

*Jaron Benz, Public Works Superintendent*  
*Erica Haack, City Clerk/Administrator*

July 16, 2021

Office of the Chief Information Officer, State of Iowa

To Whom It May Concern:

The City of Hartley, along with the O'Brien County Supervisors are aware that The Community Agency and their partner Evertek, Inc. are making application to the OCIO for grant funds available by Empower Rural Iowa Broadband Grant program. As Mayor of Hartley, our city and rural community are seeking reliable fast fiber broadband.

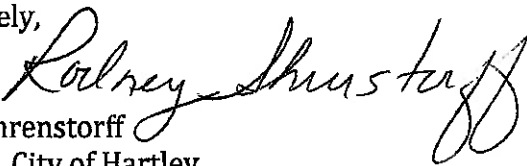
We know there are portions of O'Brien County where residents and businesses struggle to receive reliable fast broadband and as a result are disadvantaged in education, business, health care, government and e-commerce because of the lack of quality high-speed broadband service.

We support the application of The Community Agency and Evertek, Inc. to connect our rural County residents and businesses to high speed broadband via fiber and know that the approximate 255 locations they are seeking to serve would be positively impacted by their construction.

As more citizens seek to leave overcrowded metropolitan districts for a quieter rural way of life, the City Councils and Board of Supervisors would like citizens and businesses to consider rural O'Brien County as their new home. With the addition of fiber broadband to these rural locations the move to O'Brien County becomes even more appealing as work from home and school from home become a reality.

We ask that the OCIO strongly consider the application from Evertek, Inc. in order that The Community Agency and Evertek can finance this aggressive and progressive rural fiber project.

Sincerely,



Rod Ahrenstorff  
Mayor, City of Hartley

Office of the Chief Information Officer, State of Iowa  
 Broadband Grants Program – Empower Rural Iowa  
 Notice of Funding Availability (NOFA) #7



Applicant: Evertex

Completeness Scoring Category 3.1.4

RVW, Inc, a professional engineering firm providing telecommunications engineering services for nearly 70 years, certifies that the proposed Project design will be capable of Facilitating, as defined in paragraph 1.2.13 of NOFA #7, 100/100 Broadband to the Total Broadband Units Facilitated as represented in the Applicant's proposed Project.

	I hereby certify that this engineering document was prepared by me or under my direct personal supervision and that I am a duly licensed Professional Engineer under the laws of the State of Iowa.	
	 (signature)	11-19-21 (date)
	Printed or typed name <u>MARK D. MASSMAN</u>	
	License number <u>16786</u>	
	My license renewal date is December 31, <u>2022</u>	
Pages or sheets covered by this seal: <u>THIS ONE PAGE</u>		

Mark D. Massman, P.E.  
 RVW, Inc.