

Demonstrated Experience

Western Iowa Wireless is a fixed wireless company committed to serving western Iowa. Since our inception in 2008, we have dedicated ourselves to serving the underserved, proudly building out a network where other carriers simply cannot or choose not to. We pride ourselves on small town and family business values. We largely rely on positive word of mouth from existing customers boasting of our willingness to serve. We currently serve over 5100 customers in 13 different Iowa counties. It is hard to believe that any company in Iowa has done more to serve the underserved, and no company has done it as efficiently as Western Iowa Wireless. Our exceptionally successful NOFA 2 deployment can attest to that.

Western Iowa Wireless NOFA 2 Project Details

· HSB's served	10,105
· Estimated Cost to state per HSB served	\$55
· Uptake rate to date Nov 2021	35%
· Estimated cost to state per existing client served	\$157
· Estimated project completion	May 2022
· Estimated length of project	18 months
· State's Percentage contribution	15%
· State's expected Total Contribution upon completion	\$550,000
· Facilitated speed	60Mbps+

Western Iowa Wireless was fortunate to have been awarded funds from NOFA 2, and we feel we have made the most of the opportunity. All of the milestones will be met or exceeded. We will complete our project well ahead of schedule and significantly under budget. We have easily surpassed the facilitated speed requirement of 25/3 and many customers are receiving speeds in excess of 100Mbps. Having already extended coverage to over 8000 underserved homes, we expect to extend service to the remaining 2000+ by early Spring of next year. We will have done all this at an average cost per HSB served of \$55.

Iowa's agricultural industry relies on technology now more than ever. Western Iowa Wireless has been instrumental in extending coverage to remote facilities such as chicken and hog confinements as well as remote grain storage facilities. The efficiencies realized from the automation and monitoring of those facilities are priceless.

We have also been instrumental in the accelerated migration away from the corporate office to the home office. Extending reliable high speed internet to these rural residents has provided them with employment opportunities that would otherwise not exist. As the internet continues to transition into a necessary utility rather than a luxury, we continue to expand and improve an already well-established network.

More so now than ever, our communities rely on a dedicated and hardworking service provider. We are proud to give back to our communities in any way possible. Here are some of the ways in which we are:

- Expanding our network to provide high-speed internet at little or no cost to low-income families for virtual schooling and work-from-home settings
- Cooperating with many local churches to provide equipment and technical expertise necessary for streaming weekly and funeral services as COVID prevented communities from coming together safely
- Providing internet to service-desolate areas for elderly and medically compromised individuals whose medical devices require network connection
- Working with local schools to stream sporting and other events allowing family and friends to view the participants they love

Western Iowa Wireless has an extensive network built from the ground up and has over 150 tower sites with an extensive backbone to support the needs of today's users. Not only have we expanded our network footprint, but we have also continually upgraded our existing coverage area. Additionally, Western Iowa Wireless is deploying FTTH to 142 residences in Woodbine, which has provided experience and relationships for future projects. As the need for more reliable and faster internet speed increases, Western Iowa Wireless is unmatched at providing a cost-efficient network with rapid deployment. The current network offers up to 100Mbps in much of our coverage area and up to 1Gbps in many areas. Our dense backbone comprised of multiple Fiber POPs, fiber backhauls, microwave radio PTP backhauls, and millimeter wave radio PTP backhauls has us well positioned to provide the 300/100 speeds proposed in this application.

With our ability to deploy rapidly and efficiently, our existing relationships with multiple municipalities, cooperatives, counties, and communities, and our extensive knowledge of the state's topology, we are in a position paralleled by none to bring the speeds needed to the residents of Iowa now when they are most needed.

We recognize how important reliable high speed broadband is to the economic success of the state of Iowa and to the hard working individuals that reside here. NOFA 2 has been a resounding success for Western Iowa Wireless and the state of Iowa. We would love the opportunity to put forth the same principles, determination, and hard work if we are so fortunate to be selected as an award recipient of NOFA 7.