



OCIO
NOFA #008
200 E. Grand Ave.
Des Moines, IA 50309

Dear Sir/Madam:

Jones County Economic Development (JCED) is a public-private partnership dedicated to strengthening the economic base in Jones County by assisting existing businesses, attracting new investments and jobs, and fostering a business climate favorable for economic growth. While many people might see that as focused more on manufacturing and industrial development, Jones County Economic Development takes a much more comprehensive approach to community development, including the consistent drive to enhance internet infrastructure for our businesses and residents.

While parts of Jones County have this access, many areas still do not, leaving holes in our ability to pursue a comprehensive and quality approach to economic development. For example, businesses are more reliant on internet today than even ten years ago, making quality and affordable internet a mandatory requirement of business retention and recruitment. Additionally, the workforce needs to have access to the internet at their homes, not only for potential work-related needs, but for their family's and children's needs as well. Finally, it adds to the overall quality of life in our region by exposing people to greater interests and information about where they live and the world at large.

During our process to be determined a Broadband Intervention Zone through the State of Iowa, JCED worked with Cascade Communications to discuss short-term and long-term strategies to accomplish complete coverage of Jones County households and businesses. JCED's focus was on affordable strategies that continued the development of fiber to every home and business in the county. Those conversations encouraged us to believe that not only did Cascade Communications intend to help us deliver on those goals, but is committed to providing broadband services that are affordable. Cascade Communications has also pledged to demonstrate its affordability measures in application for this award by showing existing and proposed broadband services, consisting of the following:

- (a) Broadband pricings offered are affordable to the target markets. As a benchmark, the FCC's Urban Rate Survey and Data Resources is reviewed in ensuring affordable rates.
- (b) Will provide information about pricing and speed tiers being offered.
- (c) Will include at least one low-cost option offered at speeds that are sufficient for a household with multiple users to simultaneously telework and engage in remote learning.

- (d) Cascade Communications is eligible and is committed to applying to the Federal Communication Commission's (FCC) Lifeline Program and/or the Affordable Connectivity Program (ACP), which provides low-income consumers with discounts on broadband services.

As Jones County looks to grow along with the State of Iowa, it's clear that the broadband gaps have to be addressed. As a result, Jones County Economic Development believes that Cascade Communications' service offerings are affordable within their NOFA #008 award community.

Thank you for consideration of their application for financing under the NOFA #008 award. If you have any questions or concerns that Jones County Economic Development can address, please reach out via email at director@jonescountydevelopment.com or via phone at 319-480-7446.

Sincerely,

Derek Lumsden, Executive Director
Jones County Economic Development