

OCIO Grant Application Demonstrated Experience – NOFA #008

Section 2.2.4 Demonstrated Experience –

La Porte City Telephone Company (LPC) has extensive experience regarding the deployment of fiber networks and respective service deployments, most specifically broadband services (high speed internet). LPC has been serving La Porte City and Mt. Auburn since 1907 and 1959, respectively. LPC has deployed fiber to the home (and business) networks (FTTH) since 2011 in the communities of La Porte City and Mt. Auburn, IA, as well as numerous locations in the rural areas in the surrounding area. The management team of LPC is uniquely positioned to successfully manage FTTH deployments on-time and on-budget. Specific broadband project team experience, which is most relevant to the proposed project, is as follows:

Management Team Member Name

Chris Hopp, General Manager and COO [Alpine Communications and La Porte City Telephone Company]

Project/Work Experience Name/Title

FTTH – Elkader, Guttenberg, Garnavillo, Elgin, McGregor, Marquette and rural areas of Clayton and Fayette Counties and La Porte City and Mt. Auburn, IA (and surrounding rural areas)

Project/Work Team: Years

16 (first project completed in 2007)

Size of FTTH deployment USD\$

Approximately \$45 MM

Project/Work Experience to Proposed Project

Embraces the importance of providing broadband to all locations and critical infrastructure. This importance is best illustrated in our Mission: We believe connected communities become thriving communities.

Duties and responsibilities relating to the listed project and work experience on FTTH

Complete oversight and final decision making on technology, deployment, and overall project flow strategy. Complete oversight and growth on hiring personnel to facilitate project and project resources.

Project/Work Description and Similarity to Proposed Iowa Broadband Grant Project

The project work experience to previous and ongoing FTTH builds have been on-time, shovel ready, and according to specifications.

Management Team Member Name

Dave Powell, Operations Manager

Project/Work Experience Name/Title

FTTH – La Porte City and Mt. Auburn, IA (and surrounding rural areas)

Project/Work Team (FTTH specifically): Years

12 (first project completed in 2011)

Size of FTTH deployment USD\$

Approximately \$10 MM

Project/Work Experience to Proposed Project

Embraces the importance of providing broadband to all locations and critical infrastructure. This importance is best illustrated in our Mission: We believe connected communities become thriving communities.

Duties and responsibilities relating to the listed project and work experience on FTTH

Duties included design of network and coordination with professional engineers and consultants and oversight of construction contractor. Oversight of all networking and operations during project periods.

Project/Work Description and Similarity to Proposed Iowa Broadband Grant Project

The project work description and similarity to the extensive FTTH project when LPC constructed FTTH to La Porte City and Mt. Auburn, IA (and surrounding rural areas) relates to the overall leadership capacity and the proven ability to lead projects of large scope from cradle to grave.

The industry experience and hands-on experience in similar communities is essential due to the dynamics of the proposed project.

Team Member Name

Mitchell Harrison, Network Operations

Project/Work Experience Name/Title

FTTH – La Porte City and Mt. Auburn, IA (and surrounding rural areas)

Project/Work Team (FTTH specifically): Years

12

Size of FTTH deployment USD\$

Approximately \$10 MM

Project/Work Experience to Proposed Project

Embraces the importance of providing broadband to all locations and critical infrastructure. This importance is best illustrated in our Mission: Expect More. Do More.

Duties and responsibilities relating to the listed project and work experience on FTTH

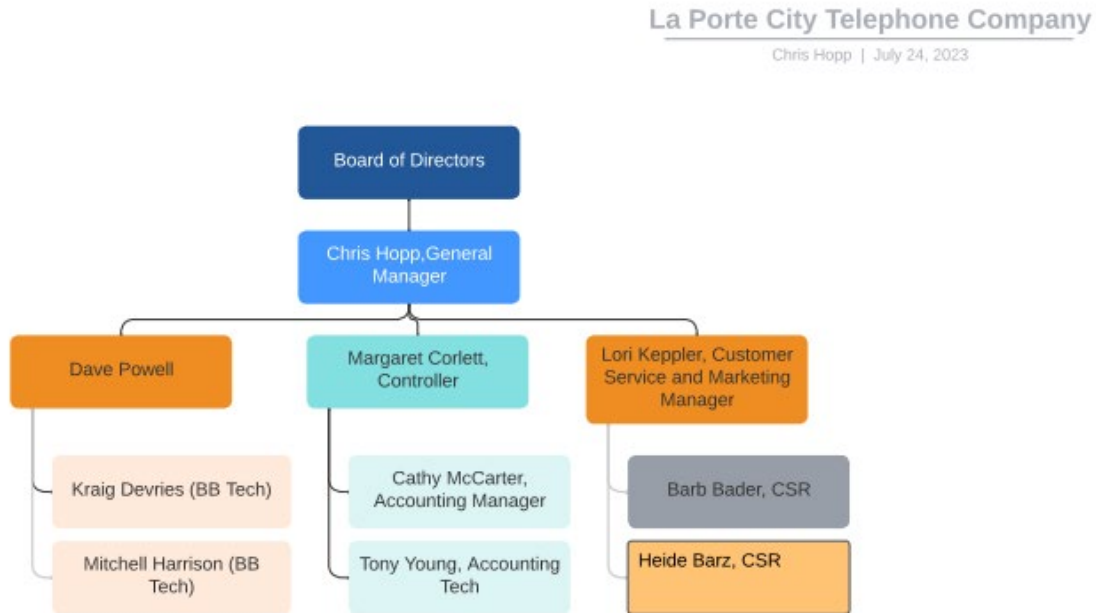
Oversight in the selection process as it pertains to the technology and the overall testing to meet our standards and objectives to deliver higher bandwidth uniformly to all exchanges. Network design and Implementation and wiring of Central Offices as well as overall transport system and redundancy of system.

Project/Work Description and Similarity to Proposed Iowa Broadband Grant Project

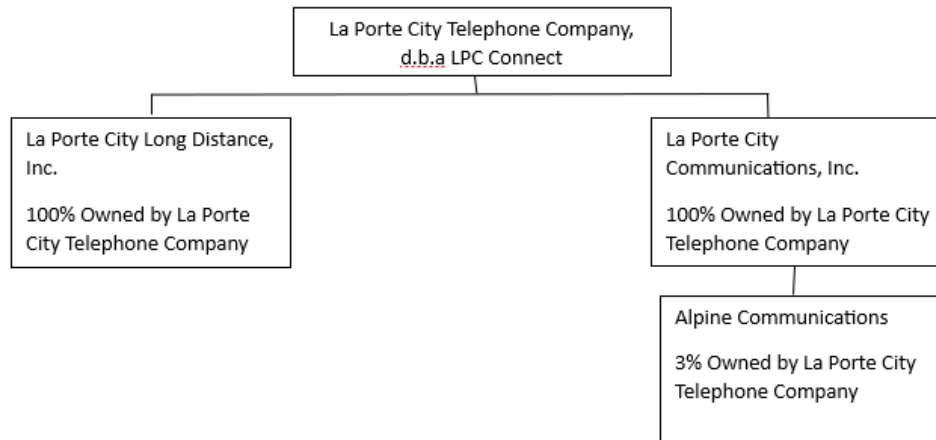
The project work and networking expertise has continued to provide robust delivery of high capacity networks and state of the art equipment and maintenance of equipment. Stability and performance of the future FTTH projects would be delivered in the same fashion.

La Porte City Telephone Company

ORGANIZATIONAL CHART



Business Organizational Chart



La Porte City Telephone Company has 100% ownership of two subsidiaries (La Porte City Long Distance and La Porte City Communications, Inc.). La Porte City Communications holds a 3% ownership in Alpine Communications.

| Management Team Member Name | Title | Employee of the Applicant (Yes/No) | Contractor to the Applicant (Yes/No) | Years in Industry | Duties and Responsibilities |
|---|------------------------------|------------------------------------|--------------------------------------|-------------------|---|
| Chris Hopp – Contract Employee from Alpine Communications | GM/COO | Yes | No | 29 | As GM & COO, duties include the complete oversight of company affairs. Supervision of the executive and management team, executive decision making, contractor selection and overall management of the engineering process. This position works side by side with the Operations Manager to provide strategic direction and a stable network use for the delivery of high capacity broadband in areas of rural Iowa. Fiduciary responsibility to the Board of Directors of the applicant to recommend the final scope of the project. |
| Dave Powell | Operations Manager | Yes | No | 38 | As Operations Manager for the applicant, this position's duties are to oversee the entire implementation of the plant, transport, and switching of the project. This position will work directly with contractors to see that the project is implemented and tested according to project specifications. Coordination of all information in a timely manner with all departments associated with outside plant to ensure project flow is on track. |
| Mitchell Harrison | Network Operations | Yes | No | 15 | As Network Operations, this position builds, maintains and implements robust networks for performance and security. This position works directly with the Outside Plant Manager and Professional Engineers to design and deliver necessary broadband to proposed application areas. This position has oversight for all internal information technology and network employees. |
| Margaret Corlett – Contract Employee from Alpine Communications | Controller | Yes | No | 21 | As Controller for the applicant, this position's duty is to oversee the accounting inputs and ensure regulatory compliance. Information and raw data gathering regarding property, plant and finance. Continual work and education with Customer Service, Billing, HR, and Accounts Payable to ensure consistent project implementation flow. |
| Lori Keppler-Contract Employee from Alpine Communications | Customer Service Manager and | Yes | No | 21 | As Customer Service Manager for the applicant, this position's duties respond positively to public inquiries regarding the selection and availability of products and services. Promote and sell services provided by Alpine and its subsidiaries. Manage escalated calls |

| | | | | | |
|--|-------------------|--|--|--|---|
| | Marketing Manager | | | | <p>and ensure calls are answered promptly, customers are satisfied and properly informed of services. Supervise and monitor day-to-day CSR staff activities. Assist customer service representative (CSR) staff with questions concerning billing inquiries, new service requests, disconnects and special deposits. Monitor trouble reporting, ACD, service order activity, payments, deposits, write-offs, refunds for accounts to maintain customer service standards.</p> <p>this position's duties are to provide full scale sales and marketing plans and coordinate the implementation of those plans working directly with sales, marketing, and customer service to provide and educate all employees and customers of the applicant. The overall development of advertising, pricing, and promotional strategies will be coordinated for the project. This position remains the customer liaison prior to, during, and after the construction phase of the project to ensure all customers and communities are well informed of the project. This position is responsible for the development of broadband adoption throughout the serving territory.</p> |
|--|-------------------|--|--|--|---|

ABOUT LA PORTE CITY TELEPHONE COMPANY:

La Porte City Telephone Company story begins with a pioneering spirit, and grew with Midwestern values like hard work, tenacity, innovation and being a trusted neighbor.

LPC is proud to have served La Porte City for over 115 years (1907) and Mt. Auburn for over 60 years (1959). We have fostered local growth and economic development through advancements in telecommunications technology.

1907 – La Porte City Farmers Mutual Telephone Co. was incorporated.

- Rural service was \$1.00 per month and there were 18-20 parties per line

1918 – Total expenses for the year amounted to \$12,094.69.

- \$117.25 for blacksmithing
- \$501.44 was for horse feed

1919 – Horses were sold for \$146.00 and truck was purchased for \$849.75.

- Wages paid to telephone operators were \$3249.85.

1920 – Taxes paid were \$314.01

1979 – Taxes paid \$93,160.78

1940 – Total subscriber count of 394 city phones and 465 rural phones.

1959 – Dial service was initiated in La Porte City.

- Mount Auburn exchange was acquired and also converted to a dial service.

- The total cost of those improvements were \$312,500.00.
- 1967 – Rural service was improved to 4 subscribers on each line.
- \$90,833.72 was invested in underground cable at that time.
- 1971 – There were a total of 1915 telephones in service in La Porte City and Mt. Auburn.
- 1985 – The goal of private service to all customers was completed.
- No more party lines.
- 1987 – LPC Connect moved to a new office on Main Street.
- 1989 – Constructed a fiber optic cable to INS that resulted in Equal Access to Long Distance Carriers for our customers.
- 1993 – LPC Connect begins offering Internet to customers.
- 1999 – Extended Area Service (toll-free calling) to Waterloo was established.
- 2001 – LPC Connect offers LPC Long Distance to our customers.
- 2011 – LPC Connect began construction on the 100% fiber-optic Fusion Network in La Porte City, Iowa.
- 2012 – LPC Connect completed the Fusion Network with fiber-optic services to all homes and businesses in La Porte City, Iowa.
- 2012 – LPC Connect launches FusionTV, a digital television service, to customers with fiber-to-the-home.
- 2013 – LPC Connect upgraded all rural locations to 100% fiber-optic Fusion Network.
- 2020 – LPC installs new router
- 2022 – LPC upgrades all FTTH electronics for advanced services to its customers

Every person who works at LPC has a big heart, and it shows, from the technicians who exhibit tenacity, to the friendly and sharply knowledgeable ladies in customer service who are enthusiastic to help customers on the phone and in the office. In the heart of the Midwest, this region is hit with its share of natural disasters – extreme storms, tornados and floods. It’s during these times, where technology is disrupted or disconnected, that LPC really shines. The team comes together in these times of need to work long hours, sometimes overnight, to get communication back up and running. In just the past few years, the area has experienced rough weather where the staff dropped what they were doing, opened up its office and worked until the job was done because customers come first..

Things you should know about LPC:

- LPC [employs 5 local residents](#)
- LPC provides telecommunications, high speed Internet, video services and telephone services to the urban and rural areas of La Porte City and Mt. Auburn.
- The 100% fiber optic Fusion Network is available in La Porte City and Mt. Auburn and surround rural areas.