

Panora Communications Cooperative  
Broadband Grant Program – Empower Rural Iowa  
NOFA #008

## Demonstrated Experience

Panora Communications Cooperative (PCC) was established in 1919 to provide communication services to Iowans in Panora. Today, PCC and its subsidiaries serve the communities of Bagley, Bayard, Guthrie Center, Jamaica, Lake Panorama, Linden, Panora, and Yale.

PCC and their subsidiary, Guthrie Telecommunications Network (GTN), leverage their combined size and experience to provide efficiencies and scale, sharing resources including employees and equipment to meet the needs of unserved and underserved Iowans in west central Iowa.

PCC and GTN have an extensive history of fiber network builds, broadband project success and implementation. The bios of key PCC/GTN team members are included as further evidence of their ability to successfully implement the proposed project.

PCC and GTN are a financially viable organization with the capacity to meet all financial requirements outlined in this project.

PCC's team is composed of a seven-member Board of Directors with an average tenure of 13 years on the Board, providing both stability and direction for PCC. PCC and GTN employ 13 individuals led by an excellent leadership team.

### **Andrew M. Randol**

GM/CEO, 1999 – Present; CFO, 1995 to 1999. Randol spent many years prior to joining PCC as a licensed CPA working for a firm that specialized in the audits of rural telecommunications companies throughout the nation.

### **Bill Dorsett**

Plant Manager, 1979 – Present. With 41 years of service with PCC, Bill brings the skill set of knowledge and practical working experience of PCC's entire infrastructure and deployed technology.

### **Jaime Waddle**

Administrative & Customer Service Director, 2002 – Present. Jaime's leadership and organization skills direct her team of customer service specialists in practical and efficient manners with a focus on customer experience.

**Curtis Thornberry**

Technology Development Director, 2004 – Present. Curt's past experience as an educator and a small business technology owner brings immense expertise from both technical and administrative aspects of business development and internet technology.

PCC/GTN has well over 260 years of combined work expertise with its existing staff. These years allow PCC/GTN to be the communication leader in Guthrie County and makes it quite capable of fulfilling the infrastructure requirements contained in NOFA #008.



August 11, 2023

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

**Re: NOFA #008 –Broadband North Central Madison County (ITQ Rank 4)**

Dear Sir/Madam:

This letter is to support Panora Fiber's bid for the Madison County Tract listed above. Panora Fiber has an excellent reputation for high quality service and affordable fiber connectivity by already serving hundreds of regional addresses. This tract is adjacent to served areas by Panora Fiber.

Madison County Development Group understands that the lack of broadband service is a true impediment to the future of our growing county. Education, employment, and entertainment opportunities are locally substandard due to the lack of adequate connectivity. Adding service to this area will provide equal opportunity for our citizens and business owners.

Thank you for considering this fine provider's application. Please call me if you have any questions.

Tom Leners

A handwritten signature in blue ink that reads 'Tom Leners'. Below the signature, the title 'Executive Director' is printed in a blue, sans-serif font.

Executive Director

*Make your move to Madison County*

August 17, 2023

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

RE: OCIO NOFA #008 Broadband Grant Program

Dear Chief Information Officer:

I am writing this letter on behalf of Panora Communications Cooperative. My wife and I would like to express our full support of the NOFA #008 broadband grant application for Panora Communications Cooperative. They have a long and successful history of providing state-of-art broadband service at advanced speeds to other rural communities, as well as a strong reputation for excellent customer service and community commitment. We are confident in their capabilities of enhancing broadband service for our consulting business. With the assistance of this grant, Panora Communications Cooperative's expanded broadband network will enable us to overcome geographical distances, empower us through information, and bring the world to us through the touch of a keyboard. As an unserved rural area with limited availability to advanced Internet services, we face many challenges including limited medical resources and distance between patients, physicians, specialists, and facilities. Because of the rural nature of our area, we're not able to receive equitable broadband resources when compared to more urban centers. Our rural area currently lacks the research; distance learning, video, and other tools that advanced broadband can bring.. Therefore, it is extremely important that broadband grant funding be obtained to provide much needed broadband service to our area.

As small business owners in rural Iowa, access to dependable high-speed internet is a necessity. Unfortunately, we live in an area that lacks equal, democratized access to this service. As a result, we are often unable to join video conferences and if we do, we don't have reliable service that can assure us of full participation. As a consultant, that becomes a limiting aspect of what we can do.

Panora Communications Cooperative has a long and successful history of providing state-of-art broadband service at advanced speeds to other rural communities and has a strong reputation for community commitment and customer service, we are confident in their capabilities of enhancing broadband service for Carbry Capital, Inc and Lone Oaks Farm, LLC.

Sincerely,

Peter Gilman & Luann Gilman  
Carbry Capital, Inc & Lone Oaks Farm, LLC  
1582 North River Trail  
Winterset, Iowa, 50273  
319 573 7743

August 17, 2023

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

RE: OCIO NOFA #008 Broadband Grant Program

Dear Chief Information Officer:

I am writing this letter on behalf of Panora Communications Cooperative. As a resident of rural Winterset Iowa, we would like to express our full support of the NOFA #008 Broadband Grant application for Panora Communications Cooperative. They have a long and successful history of providing state-of-art communications services within the State of Iowa. Panora Communications Cooperative has a strong reputation for community commitment and strong customer service. We are confident in Panora Communications Cooperative's capabilities for enhancing broadband service for those residing in the rural Winterset area.

With the assistance from the broadband grant, Panora Communications Cooperative will be able to enhance our broadband connectivity with a fiber network design. This fiber build will enable us to overcome some geographical distances, empower us through information, and bring the world to us through a few simple strokes of a keyboard. As an unserved rural area with limited access to Internet services, we face many challenges including limited medical resources and distance between patients, physicians, specialists and facilities. Because of the rural nature of our area, we do not receive access to democratized equitable broadband resources when compared to more urban centers.

We strongly urge the OCIO to fund this NOFA #008 Broadband Grant application, not only will this help with sustaining the future of advanced broadband services in Panora Communications Cooperative 's proposed funded service area, but also promoting the future economic stability of our community.

Sincerely,

Peter and Luann Gilman  
1582 North River Trail  
Winterset, Iowa 50273  
(31) 573-7743

August 22, 2023

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

RE: OCIO NOFA #008 Broadband Grant Program

Dear Chief Information Officer:

I am writing on behalf of Panora Communications Cooperative. I would like to express full support of the NOFA #008 broadband grant application for Panora Communications Cooperative. They are well respected for providing state-of-art broadband service at top speeds to other rural communities. They also have a strong reputation for providing excellent customer service and a commitment to the communities they serve. With the assistance of this grant, Panora Communications Cooperative's expanded broadband network will enable those in this unserved area to overcome the current challenges and inequities that exist to be able to better compete with locations that have stronger connectivity. Unserved rural areas with limited availability to advanced Internet services, face many challenges including limited medical resources and distance between patients, physicians, specialists, and facilities. Because of the rural nature, students do not receive equitable broadband resources as students in more urban learning centers. It also creates a hindrance on overall economic growth for the area as businesses will more likely choose to be in areas with high-speed fiber, leaving the area underserved in a multitude of other business services as well. Therefore, it is extremely important that broadband grant funding be obtained to provide the needed broadband service for this area.

While this area is already an underserved area, I represent a development community of an additional thirty nine (39) homesites that are now being purchased with homes going up with future residents. This will add a burden to these new residents, along with the existing, to this rural area. This grant will help those in this rural, underserved area to enjoy the beautiful aspects of what rural Iowa has to offer, while being able to compete and live in the world where the economic realities are dependent on a solid connectivity option. Because of Panora Communications Cooperative's roots of being a rural based company that understands and has been providing these connections to rural communities, they are poised, and I am confident in their capabilities of enhancing broadband service for this area in the northern Madison County region. If you would have any additional questions about my concern for this advancement for this area, please do not hesitate to reach out.

Sincerely,  
Matt Cole-ReMax Concepts  
Scenic Ridge  
2160 114<sup>th</sup> Ct.  
Winterset, IA 50273  
515-669-2004