

## Demonstrated Experience

Cedar Communications is a wholly owned subsidiary of Clarence Telephone Company which has been in business since 1903 and has supplied its customers with quality telecommunication services ever since. Clarence Telephone has provided dial tone services to our community and offered dial up internet services. The company upgraded to ADSL service and finally to Fiber-to-the-Home (FTTH), to ensure customers receive the technology and speed they need to succeed.

The FTTH project began in 2008 using Calix G-PON and we completed both the city and the rural locations in 2012. Cedar Communications started the build-out of FTTH for the Stanwood exchange in 2015 and completed it in 2019. Cedar Communications also started FTTH in the Tipton exchange in 2017 and are currently trying to chip away at small sections of this as the funding is available. Some of the main construction was completed by a third-party contractor, but the majority of the splicing and installation was completed by our employees. Since the completion of FTTH, we have continuously had the capability to increase internet speeds as needed.

Cedar Communications is currently completing a fiber to the home project with NOFA #7 award funds and is in good standing with the OCIO, the State of Iowa and all FCC regulations. If NOFA #8 funds are awarded to Cedar Communications for BIZ 11 and 83, these would be continuations of NOFA #7 infrastructure and ensure scalability for future projects.

The experience gained during these FTTH builds has led to more efficiency in ordering and managing materials, lining up contractors, completing site surveys, and having a better understanding of customer locations. This experience, knowledge and company commitment will be beneficial in the construction area included in this grant application. If awarded, Cedar Communications is committed to providing superior service for these customers.

Cedar Communications and its parent company, Clarence Telephone, have proven reputations of deploying broadband services and both companies are led by experienced key staff that can manage and operate the proposed broadband infrastructure.

Cedar Communications is skilled in deploying fiber networks and working with local schools, hospitals, and businesses. These relationships are what we depend on just as much as these customers depend on us. We have the know-how and the desire to build and keep Iowans connected.