

# 526965 - BTC Inc. - Schleswig

## Application Details

---

<b>Funding Opportunity:</b>	512252-Empower Rural Iowa - Capital Projects Fund NOFA #008
<b>Funding Opportunity Due Date:</b>	Aug 25, 2023 5:00 PM
<b>Program Area:</b>	Broadband Grant Program - Empower Rural Iowa
<b>Status:</b>	Submitted
<b>Stage:</b>	Final Application
<b>Initial Submit Date:</b>	Aug 25, 2023 10:36 AM
<b>Initially Submitted By:</b>	Kevin Skinner
<b>Last Submit Date:</b>	
<b>Last Submitted By:</b>	

## Contact Information

---

### Primary Contact Information

<b>Active User*:</b>	Yes
<b>Type:</b>	External User
<b>First Name*:</b>	Kevin      Reid      Skinner First Name   Middle Name   Last Name
<b>Title:</b>	CFO
<b>Email*:</b>	kskinner@westianet.com
<b>Address*:</b>	Breda Telephone Corp.  112 East Main St.  PO Box 190  Breda Iowa      51436 City      State/Province   Postal Code/Zip
<b>Phone*:</b>	(712) 673-2311   Ext. Phone ###-###-####
<b>Fax:</b>	(712) 673-2800 ###-###-####
<b>Agency:</b>	

### Organization Information

**Status\*:** Approved

**Name\*:** BTC, Inc.

**Organization Type\*:**

**DUNS:** 04-964-3195  
##-###-####

**Tax Id:**

**Unique Entity Identifier (UEI):**

**Organization Website:** http://www.westianet.com/

**Address\*:** 112 East Main St.  
PO Box 190

**City** Breda **State/Province** Iowa **Postal Code/Zip** 51436

**Phone\*:** (712) 673-2311 Ext. ###-###-####

**Fax:** (712) 673-2800 ###-###-####

**Benefactor:**

**Vendor Number / ID:**

## Cover Sheet-General Information

---

### *Cover Sheet-General Information*

#### Authorized Official

**Name\*:** Jeff Roiland

**Title\*:** CEO

**Organization\*:** BTC, Inc.  
If you are an individual, please provide your First and Last Name.

**Address\*:** 112 East Main St

**City/State/Zip\*:** Breda Iowa 51436  
City State Zip

**Telephone Number\*:** 712-673-2311

**E-Mail\*:** jroiland@westianet.com

#### Fiscal Officer/Agent

Please enter the "Fiscal Officer" for your Organization.  
If you are an individual, please provide your First and Last Name.

**Name\*:** Kevin Skinner

**Title:** CFO

**Organization:** BTC, Inc.

**Address:** 112 East Main St.

**City/State/Zip:** Breda Iowa 51436  
City State Zip

**Telephone Number:** 712-673-2311

**E-Mail:** kskinner@westianet.com

**County(ies) Participating,  
Involved, or Affected by this  
Proposal\*:** Crawford County

To find your district, click on the "Congressional Map" link. On the left hand side of the page, click on the drop-down list and click on "State of Iowa". Then, enter an address for the county/ies you serve in the Search bar. Click "Enter." This will provide you with your Congressional District, Iowa Senate District and Iowa House District.

**Congressional District(s)  
Involved or Affected by this  
Proposal\*:** 4th - Rep Randy Feenstra  
Congressional Map

**Iowa Senate District(s) Involved  
or Affected by this Proposal\*:** 6  
Iowa Senate Map

**Iowa House District(s) Involved  
or Affected by this Proposal\*:** 12  
Iowa House Map

## Business Organization NOFA #008

---

### *Business Organization - NOFA #008*

Please list the business legal name as it is used by federal and state taxing agencies, banks, and for other legal purposes.

**Business Legal Name\*:** BTC, Inc.

**Doing Business As:** Western Iowa Networks

**Are you a local government,  
non-profit, and/or cooperative?  
\*:** No

**Identify your organization as a  
local government, non-profit, or  
cooperative :**

### Physical Address

**Street \*:** 112 East Main St.

**City\*:** Breda

**State\*:** Iowa

**Zip Code\*:** 51436

## Mailing Address (used for warrants and/or payments)

**Street or PO Box \*:** 112 East Main St.

**City\*:** Breda

**State\*:** Iowa

United States ZIP code (five digits) concatenated with the additional +4 digits where the vendor is physically located (e.g., 50312-5307)

**Zip Code\*:** 51436

## *Applicant Business Structure and Eligibility*

Is the Applicant a Communications Service Provider as defined by Iowa Code chapter 8B, including but not limited to private sector carriers, local governments, utilities, and other entities that provide or intend to provide Broadband service.

**Communication Service Provider\*:** Yes

**Are you the entity that will be performing the proposed work, or an entity with a substantial ownership interest in the entity that will be both performing the proposed work and offering/Facilitating last-mile connection to homes and businesses?\*** Yes

Identification of whether the Applicant is a subsidiary of one or more parent companies.

**Are you a subsidiary of one or more parent companies?\*** Yes

Upload a PDF document that describes the relationship between all parent companies to one another and the subsidiary and a visualization of the relationship. Please name and upload file "Application Number - Applicant Name - Business Organization".

**Business Organization Chart:** Corporate organizational chart.pdf

## *Capital Projects Fund Requirements*

All eligible applicants are required to have an active registration with the System for Award Management (SAM) (<https://www.sam.gov>). Please upload a PDF of your organization's status.

**SAM.gov\*:** EntityInformation-20230817-103142.pdf

A Unique Entity Identifier (UEI) is a unique 12-digit number used to identify your organization (this has replaced the DUNS number). The federal government uses the UEI to track how federal money is allocated. Please visit this website for additional information: <https://www.sam.gov>

**Unique Entity Identifier\*:** MZQZMLHHMHJ9

Enter your organization's Federal Tax Identification Number.

**Taxpayer Identification Number (TIN)\*:** 39-1894588

Enter your organization's FCC FRN number.

**FCC\_FRN\*:** **0003768025**

Enter your organization's FCC-assigned Provider ID. Follow the link below to a list of these ID's by provider. The ID is listed in the column labeled "HOCONUM" or Holding Company Number.

**FCC Provider ID\*:** **131054**  
FCC Provider ID Table

## Executive Project Summary NOFA #008

---

### *Executive Project Summary NOFA #008*

No costs may be incurred prior to March 15, 2021.

**Estimated Project Construction** **08/01/2024**

**Start Date\*:**

The project must be completed no later than September 30, 2026.

**Estimated Project Completion** **09/30/2026**

**Date\*:**

**Has construction on the project** **No**  
**begun?\***

By stating federal funds are necessary to proceed, the applicant is confirming that the project would not be built out to these eligible areas and completed by September 30, 2026 without this funding.

**Are federal funds necessary for** **Yes**  
**the project to proceed?\***

**Are you applying for a project** **Yes**  
**that will facilitate 100/100**  
**Broadband or greater?\***

**Are you applying for a project**  
**that will facilitate less than**  
**100/100 but greater than 100/20**  
**Broadband?\***

**Will your project be scalable to**  
**a minimum of 100/100**  
**Broadband within three years of**  
**project completion?\***

**Explain why you are not**  
**deploying a minimum of 100/100**  
**and provide the plan as to how**  
**you intend to reach a minimum**  
**of 100/100 speed from both a**  
**technology and deployment**  
**perspective, to occur within 36**  
**months.:**

Please include the technology type, facilitated speed and the project area. You may also include information regarding any middle-mile subcontractors that will be facilitating middle mile services.

**Briefly describe your project. \*:**

**This will be a buried fiber to the premise build which will pass every location in the service area(s) identified in the application. Once complete, this network will facilitate upload and download speeds up to 1 Gigabit (1,000 Mbps) per second.**

**By checking this box,      Applicant      Yes**  
**certifies, to the best of its**  
**knowledge, that neither**  
**Applicant nor any other known**  
**Communications Service**  
**Provider or other entity has**  
**been awarded federal funds for**  
**the construction of 100/20 fixed**  
**terrestrial broadband or faster,**  
**which funds may include but are**  
**not limited to RDOF, ACAM, or**  
**other sources of federal**  
**funding, for previous or current**  
**Broadband infrastructure**  
**projects in the Eligible Area(s)**  
**forming this basis of Applicant's**  
**proposed Project. \*:**

Total Project costs are defined as the total costs/expenditures comprising a Project, and for which the Applicant/Grantee may seek reimbursement from the Office. Refer to Section 1.5.2 (Total Project Costs).

**Is your project requesting \$5      No**  
**million or more in grant funds?\*::**

For the relevant project all laborers and mechanics employed by contractors and subcontractors in the performance of such project are paid wages at rates not less than those prevailing, as determined by the U.S. Secretary of Labor in accordance with subchapter IV of the Chapter 31 of title 40, United States Code (commonly known as the Davis Bacon Act), for the corresponding classes of laborers and mechanics employed on projects of a character similar to the contract work in the civil subdivision of the State in which the work is to be performed, or by the appropriate State entity pursuant to the corollary State prevailing-wage-in construction law (commonly known as "baby Davis Bacon Acts")

**I certify the project will conform**  
**the requirements listed above:**

If your project will not conform to the requirements identified by the Department of Treasury consistent with the Davis Bacon Act, your organization may elect to provide project employment and local impact reports detailing the number of employees of the contractors and sub-contractors working on the project; the wages and benefits of the workers and the project classification; and whether those wages are at rates less than those prevailing. Grantees must maintain sufficient records to the substantiate this information upon request.

**I elect to provide project      No**  
**employment and local impact**  
**reporting instead of complying**  
**with requirements established**  
**by the Department of Treasury**  
**consistent with the Davis Bacon**  
**Act for this project.:**

**I certify that this project includes a project labor agreement, meaning a pre-hire collective bargaining agreement consistent with section 8(f) of the National Labor Relations Act (29 U.S.C. 158(F)).:**

If the grantee does not have a project labor agreement, then they must provide a workforce continuity plan detailing: How the grantee will ensure the project has ready access to sufficient supply of appropriate skilled and unskilled labor to ensure high quality construction throughout the life of the project; how the grantee will minimize disruptions that would jeopardize timeliness and cost-effectiveness of the project; and how the grantee will provide a safe and healthy workplace and avoid delays associated with workplace illnesses, injuries, and fatalities; Whether workers on the project will receive wages and benefits that will secure an appropriately skilled workforce in the context of the local or regional labor market; and whether the project has completed a project labor agreement.

**I elect to provide a project workforce continuity plan at the time of award.:** **No**

If the Applicant proposes to Facilitate Broadband service within a Broadband Intervention Zone, provide a description of how any Community Broadband Capital offered by a Community Applicant through the Invitation to Qualify may be used (Refer to the corresponding Broadband Intervention Zone documentation at <https://ocio.iowa.gov>).

#### **Community Broadband Capital:**

**Per the broadband capital document submitted with the ITQ application for this broadband intervention zone, we understand the Crawford County Secondary Roads Department has pledged to assist by windrowing gravel/rock materials from the edge of the secondary routes for easier access to power, bore, and install fiber lines. It would be our intention to take advantage of this assistance, which should help reduce the per mile cost to construct the network.**

A Community Benefits Agreement (CBA) is a project specific agreement between a developer and a broad community based coalition that details the project's contributions to the community and ensures community support for the project. The agreement gives the local government the power to enforce the community benefits terms.

**Does your project have a** **No**

**Community Benefit Agreement?**

**\*:**

## **Demonstrated Experience NOFA #008**

---

### ***Eligibility and Demonstrated Experience***

This section requires information about Applicant's demonstrated experience in provisioning Broadband across the State of Iowa. Applicant shall include relevant information about their experience that has prepared them to deploy their Project, such as, for example, community partnerships and services; history of organization; number of years in business; number of years of experience providing the types of services sought by this NOFA #008; if the Applicant is a relatively new provider/market entrant, an explanation of the benefits, if any, of being a newer provider/market entrant; the level of technical experience in providing the types of services sought by this NOFA #008.

**Demonstrated Experience\*:** **Demonstrated Experience.pdf**

### ***References***

**Name:** Drees Company - Sara Drees

**Telephone Number:** 712-792-2863

**Name:** Mid-Iowa Insurance and Real Estate - Terry Axman

**Telephone Number:** 712-792-4324

**Name:** Stone Printing and Office Supply - John Weber

**Telephone Number:** 712-792-3901

## Minority Impact Statement

---

### *Minority Impact Statement*

**Does the proposed grant program or policy have a disproportionate or unique positive impact on minority persons? \*:** No

**Describe the positive impact expected from this project.:**

**Detail the rationale for the existence of the proposed program or policy.:**

**Indicate the group(s) positively impacted.:**

**Could the proposed grant program or policy have a disproportionate or unique negative impact on minority persons? \*:** No

**Describe the negative impact expected from this project.:**

**Detail the rationale for the existence of the proposed program or policy. :**

**Indicate the group(s) negatively impacted.:**



**Explain how you provided  
consultation with  
representatives of the minority  
groups impacted.:**

**I hereby certify the information  
above is complete and accurate  
to the best of my knowledge.\*:**

**Yes**

**CFO**

Title

**Kevin**

First Name

**Skinner**

Last Name

## **Budget NOFA #008**

---

***Project Budget***

Category	Description	Requested Grant Support		
		Total Estimated Cost \$ (from Exhibit D)	% (from Exhibit D)	Grant Request (Est. Cost * Request %)
Conduit	Conduit	\$31,020.00	75.00	\$23,265.00
Fiber/Copper	Fiber mainline plus drops	\$242,000.00	75.00	\$181,500.00
OSP Engineering	OSP engineering	\$161,690.36	75.00	\$121,267.77
Design Engineering		\$0.00	0.00	\$0.00
Construction Mgmt.		\$0.00	0.00	\$0.00
Tower		\$0.00	0.00	\$0.00
Antenna		\$0.00	0.00	\$0.00
Boring	Boring	\$358,523.00	75.00	\$268,892.25
Trenching		\$0.00	0.00	\$0.00
Knifing	Plowing mainline (70 082 ft x \$2.50/ft) and plowing drops (10,238 ft x \$5.00/ft)	\$226,392.75	75.00	\$169,794.56
Switching Equipment		\$0.00	0.00	\$0.00
Routing Equipment	Calix E7	\$48,000.00	75.00	\$36,000.00
Optical Equipment	Spliiter cabinet (\$25,000) and electronics cabinet (\$10,000)	\$35,000.00	75.00	\$26,250.00
Customer Premise Equipment	ONT/Gigaspire	\$27,300.00	75.00	\$20,475.00
Other	Inside wiring (\$19,500) and peds, vaults, fiber markers, splicing, NID/Cane/Ground (\$220,000)	\$239,500.00	75.00	\$179,625.00
<b>Total</b>		<b>\$1,369,426.11</b>		<b>\$1,027,069.58</b>

## Central Forms NOFA #008

### ***Broadband Grants Core Application - Exhibits B, C, and D***

Applicant requests that the contents of their application remain confidential in whole or in part, pursuant to Section 2.2.6.6. and 7.18 of the NOFA #008.

**DISCLAIMER: An applicant requesting confidential treatment of portions of an application must attach a redacted public copy of the application. If the applicant fails to attach a redacted public copy pursuant to Section 7.18.1 of the NOFA #008, the Office shall be relieved from any responsibility for maintaining the the confidentiality of the application pursuant to 7.18.4 of the NOFA #008.**

NOTE: Applicants are ONLY required to submit a Public Redacted Copy IF they are requesting confidential treatment with respect to an aspect of their Application. Further, the mere fact that an Applicant submits a Public Redacted Copy (or otherwise requests confidential treatment) does not ensure the aspects of the Application that are redacted (or for which confidential

treatment is otherwise sought) will be treated as confidential; the Office will only afford confidential treatment to the extent requests comply with the terms, conditions, and requirements of the NOFA #008, and solely to the extent permitted by Iowa Code Chapter 22 and the Office's corresponding fair information practices rules available at 129 IAC

**Full Unredacted Copy (XLSM)\*:** **broadband\_grants\_core\_application\_nofa008\_final\_0 - 526965.xlsx**  
Core Application NOFA#008

### **Public Redacted Copy (PDF):**

Wireless projects must demonstrate infrastructure deployed as a function of the project contains adequate backhaul capabilities to support stated broadband delivery speeds to the entire coverage area listed in Exhibit B. See Exhibit I - Wireless Project Design.

**Are you implementing a wireless project?\*** **No**

Please upload in PDF format and title as "Application Number - Applicant Name - Exhibit I"

**Please Upload a Completed Exhibit I :** Exhibit I - Wireless Design Worksheet

### ***Broadband Grants Program Grant Agreement - Exhibit E***

**Have you read and do you accept the terms and conditions set forth in the grant agreement (Exhibit E)?\*** **Yes**  
Exhibit E - Grant Agreement NOFA#008

**Exceptions to Broadband Program Grant Agreement:**

### ***Certification, Authorization, and Release of Information - Exhibit F***

Please ensure Exhibit F is signed, in PDF format for upload, and titled "Application Number - Applicant Name - Exhibit F".

**Exhibit F - Certification Letter (Public)\*:** **BTC\_INC\_exhibit\_f\_-\_certification\_letter\_nofa008-SIGNED.pdf**  
Exhibit F - Certification Letter

### ***Request for Confidentiality or Form 22 - Exhibit G***

Please ensure Exhibit G is signed, in PDF format for upload, and titled "Application Number - Applicant Name - Exhibit G".

**Exhibit G - Request for Confidentiality - Form 22 (Public)\*:**

**BTC\_INC\_exhibit\_g\_-\_request\_for\_confidentiality\_-\_form\_22\_nofa\_008-SIGNED.pdf**  
Exhibit G - Request for Confidentiality

## **Product Pricing Form NOFA #008**

---

### ***Pricing for Covered Speed Package***

Select the Covered Speed Package. (NOFA 3.1.7.3)

**Covered Speed Package\*:** **100/100**

Applicants must provide a price for a product with the applicable Covered Speed proposed in their Project, meaning the Applicant must state a price for a service package offering 100 megabits per second download and 100 megabits per second upload (or 100 megabits per second download and 20 megabits per second upload as applicable). (NOFA 3.1.7.3)

**Monthly Non-Promotional Price      \$69.99**  
**of the Covered Speed Package\*:**

***Pricing for Highest Speed Package Offered***

Enter the maximum download speed (in mb/s) offered to locations within your project area.

**Maximum Download Speed              1000**  
**Offered\*:**

Enter the maximum upload speed (in mb/s) offered to locations within your project area.

**Maximum Upload Speed                1000**  
**Offered\*:**

Enter the monthly price of the maximum speed package offered to locations in your project area.

**Monthly Non-Promotional Price      \$149.99**  
**of the Maximum Speed**  
**Package\*:**

***Low-Cost Option***

Enter the download speed (in mb/s) of the low-cost option offered to locations within this project area.

**Low-Cost Option Download            25**  
**Speed (in mb/s)\*:**

Enter the upload speed (in mb/s) of the low-cost option offered to locations within this project area.

**Low-Cost Option Upload Speed      3**  
**(in mb/s)\*:**

Enter the monthly price of the low cost option offered to locations within this project area.

**Monthly Non-Promotional Price      \$59.99**  
**of the Low-Cost Option\*:**

***Speed Tiers and Pricing***

<b>Speed Tier</b>	<b>Download Speed (mb/s)</b>	<b>Upload Speed (mb/s)</b>	<b>Monthly Non-Promotional Pricing (including fees)</b>
<b>Tier 1</b>	<b>25</b>	<b>3</b>	<b>\$59.99</b>
<b>Tier 2</b>	<b>100</b>	<b>100</b>	<b>\$69.99</b>
<b>Tier 3</b>	<b>500</b>	<b>500</b>	<b>\$99.99</b>
<b>Tier 4</b>	<b>1000</b>	<b>1000</b>	<b>\$149.99</b>

***Community Support Letter***

Convert the Community Support Letter to PDF format and upload file here.

**Community Support Letter\*:**              **Region XII support letter - Schleswig.pdf**