

Demonstrated Experience - OCIO Application

The proposed FTTH network to be completed by a Joint Venture between Evertek, Inc. and Kramer Service Group is designed as an XGS-PON Ethernet FTTH network. This means that the path from our Central Office equipment to the customer is never shared. Service is delivered to each location with one or more dedicated strands of fiber. We use Calix for our access equipment vendor, and they have a good reputation of upgrading their product as technology changes. Evertek can offer speeds up to 1 Gbps and faster. We are also able to supply 10 Gbps or higher to business customers who need the higher capacity.

Evertek, Inc., founded in 1986 and **United Farmers Telephone Company**, founded in 1905, are headquartered in **Everly, Iowa** and are subsidiaries of Evertek Enterprises.

Evertek Enterprises, Inc. is the holding company for United Farmers Telephone and Evertek. Evertek Enterprises is a shareholder owned company and managed by a board of 7 directors.

Established in 1905, United Farmers Telephone Company (Everly) has an extensive history of providing excellent customer service. Currently, Everly has over 115 fiber route miles that pass over 500 locations that was completed in 2008. This system is future proof and able to add 10 Gig services as needed for business accounts. Residential subscribers are currently able to use 1 Gig services. We also have a redundant fiber rings that are managed and maintained by our staff to serve all the fiber and wireless sites in Northwest Iowa that we serve.

Established in 1986, Evertek has been operating as a Fixed Wireless Service Provider (WISP) since 2001 in Northwest Iowa and serves over 40 fixed wireless sites that are all fed via licensed wireless Point to Point and fiber connection in Northwest Iowa. Evertek holds and has deployed the BRS spectrum for Mason City, Sioux City, and Fort Dodge and recently purchased CBRS licenses to meet the demands of local customer needs.

- Work with Northwest Iowa Power Cooperative (NIPCO) and lit up a redundant fiber route for the western half of our network.
- Work with Aureon and lit up a fiber route to serve our eastern side of our network.
- Formed an LLC partnership with North West REC (NWREC) over 20 years ago to provide broadband services to the 4 counties they serve. Recently we were awarded a grant under the Broadband Grants Program-NOFA #007 and are currently in the process of building out fiber to rural Holstein in Ida County and expect to be completed by the end of 2023.
- Work with The Community Agency (TCA) with shared services with fiber, transport, ISP services and switching that benefit and help our entities deliver services to our customers. TCA will be able to provide middle-mile connectivity to the rural areas. Recently we were awarded a grant under the Broadband Grants Program-NOFA #007 and are currently in the process of building out fiber to rural Hartley in O'Brien County and expect to be completed in 2024.
- Evertek also will complete rural Sioux Rapids Fiber with funds from the Broadband Grants Program-NOFA #007 and expects to be finished at the end of August 2023.
- Also completed in May of 2023 the town of Sioux Rapids with fiber.
- Continued construction has started for the remaining NOFA #007

areas that we were awarded and with NOFA #0008 we are looking at areas that were not served thru NOFA #007.

Evertex has an extensive history of fiber network builds and have done that in partnerships with local Iowa companies such as Aureon, The Community Agency (TCA) and NIPCO as demonstrated above to provide the best broadband service available to our service areas.

Evertex Enterprises is a financially viable organization with the capability to meet all financial requirements outlined in this project. Evertex has a history of continued business success and meeting financial obligations with the communities they serve.

Key Personnel - Evertex

Roxanne White – CEO United Farmers Telephone & Evertex in Every Iowa. Roxanne's 38-year telecom career includes responsibilities for our ILEC and ISP operations. Evertex built out the Every exchange in 2008 with fiber in town and the rural area. Each fiber connection was installed with its own fiber back to the central office thus future proofing our fiber network to be able to offer 10 Gig services for upcoming projects locally and to every home and business. Our unique business model that includes fiber, fixed wireless and a full spectrum of licensed frequencies has helped bring high speed internet to the areas that others did not want to serve for over 20 years. Also due to our size we can act quickly and efficiently compared to the larger companies in getting projects completed. We serve a very diverse geographic area that includes minorities, disabled and low income.

Roxanne has also been involved with various partnerships including CLEC's, municipals, ILEC's and REC's along with managing shared resources with other companies. These partnerships of over 20 years have benefited several local municipal governments with services for water, fire, and police services. Roxanne has co-managed a long-standing partnership with North West REC and they have been serving the North West REC four county area with ISP services since 2001. With this partnership we also have partnered with Northwest Iowa Power Cooperative's fiber ring and tower space that has been invaluable to our service to the rural customer. Roxanne, her board of directors and management teams' mission is working with public/private partners to better serve rural customers locally and efficiently. They have accomplished this by sharing or using current resources in a collaborative manner.

Roxanne has also served on several association committees and panels over the years nationally and locally. She has been involved with speaking and sharing her knowledge over the years with others at various association events from state, regional and national shows. She served on the Iowa Telecommunications Association (ITA) board, now known as Iowa Communications Alliance (ICA) from 2006-2013 and her last year as board chair. She was also the joint chair on the RIITA and ITA merger in 2013. During this time, she also served on the Iowa Broadband Governance Board from 2009-2012 to help with grant policy and review of the grant application software. She is currently a board member on the Wireless Communications Association executive board since 2011.

Chris Dodd - Assistant General Manager. Chris manages a team of customer service and sales professionals. Besides writing policy and procedures for the company, his primary responsibilities include day-to-day operations, developing & maintaining partnerships, project oversight and contract negotiations.

Chris has an Associate's of applied Science degree in Marketing Management from WITCC, is a level 2 Certified Alarm Technician and was a top 10 sales associate for MCI WorldCom in Sergeant Bluff, IA. He has been with Evertex for the past 27 years.

While at Evertex Chris has served in several capacities to include Sales & Customer Service, Sales and Marketing Manager and his current position of AGM. Chris was on hand to sell the very first dial-up

connection in 1995 and has helped grow it into the 3,500 customer ISP it is today. Chris was honored in National Publications Contest and received a certificate of achievement from OPASTCO for an advertising campaign in the Indy awards Competition, has had his company featured in publications to include Forbes Magazine, Broadband Wireless Business and Successful Farming magazine.

Chris has served as President on the HMS School bond referendum, Meadowbrook golf course, Hartley Health and Fitness Center, Everly Commercial Club and HMS Sports Boosters. He has all served as a Boy Scout Leader, director of Clay County Communications, Siouxlan Communications and Hartley Betterment Club

Chris is an avid sports enthusiast who enjoys outdoor activities and sports as well as weight and obstacle training. Chris resides in Hartley Iowa with his wife Tammy and three kids, Morgan, Trever, and Connor. Please email cdodd@evertek.net or call at 712-834-2255 ext. 1002

Ryan Jacobsma – Broadband Manager

I reside at 513 East 2nd St. Sanborn, Iowa. My wife and I own and operate a Fitness facility in Sanborn. I started out my career in telecommunications in 1999 at COX Communications in Omaha. I was a CATV, Internet and telephone installer. I moved up into the MDU crew as a technician. We installed many apartment complexes, and a few multi storied office buildings, in downtown Omaha.

My wife and I then moved back to Sanborn. This is where I started working at (TCA) The Community Agency. TCA provides Cable TV, Internet, and Dial tone via an HFC system. While there I took part in burying coaxial cable and fiber optic cable in the towns of Sanborn, Hartley, Primghar, and Paullina. Those towns are interconnected with a fiber ring that I took part in maintaining. While at TCA I attended the NTCA Cable Conference in Omaha. While attending the conference I competed in the Cable Tech Games and took 151 place at the regional competition there in Omaha. I then competed in the National Cable Tech Games in San Antonio, TX. and placed 6th in the nation.

From TCA, I then went to (HTC) Hospers Telephone, with the addition of working on Comdial Phone systems, and helping to maintain a Genband CIS switch. While providing services over a HFC system. While employed at HTC, I oversaw the fiber build to the communities of Hospers, and Newkirk, along with the rural areas of Hospers, Newkirk, and Sheldon. This was approximately a 3-year project and 300+ miles of fiber in the ground. I then managed the installers on installing the Fiber ONT at the customer to complete the installation of the Fiber to the Home.

From HTC, I was hired on at Evertek. I oversee the field technicians and the IT department. I manage the FTTH exchange, and nearly 40 wireless transmission sites, along with multiple secured private point to point links to provide higher capacity circuits. I have helped setup and manage 10 locations that we are using as fiber pops along the NIPCO fiber route to provide a packet level redundant connection to our Network backhaul provider.

Ben Hoben - Controller

Ben has over 27 years of experience in the accounting field, including 13 years of experience in the telecommunications industry as company Controller. In this role he oversees financial statement preparation and analysis, budgeting and forecasting, payroll, regulatory filings, inventory, capital expenditures, as well as overseeing the day-to-day accounting functions.

After graduating from the University of Northern Iowa in 1997 and passing the CPA exam, he spent 9 years at Grain Processing Corporation (GPC) in Muscatine, IA. During that time, he held two different Accounting Manager positions. Responsibilities included accounts payable, inventory, grain and hedging accounting, budgeting, cost allocation, capital assets, tax reporting, as well as supervising a staff of four.

After spending 9 years at GPC and relocating back to northwest Iowa, Ben was the controller at Freudenberg NOK in Spencer, IA for five years. Job duties included plant financial statements, budgeting, forecasting, cost analysis, inventory reporting, lean systems improvements, as well as business strategy with management team.

KRAMER Service Group

Capability Statement



COMPANY OVERVIEW

Kramer Service Group (KSG), is a utility construction company providing customized services to information and communications technology companies, state and federal government, , energy and gas companies, engineering firms, municipalities, and the agricultural industry. Clients turn to us when they have a tough project. With our extensive equipment, expertise and nationwide network, we quickly assemble experienced crews to meet customer needs throughout the country.

CORE SERVICES

- Horizontal Directional Drilling (HDD)
- Trenching, Plowing
- Rock Boring
- Rock Sawing
- Fiber Optic Splicing
- Cell Tower Solutions
- Fiber to the Home (FTTH)
- Field Surveys
- Fiber to the Premise (FTTP)
- Traditional and Micro Trenching
- Long Haul Fiber Optic
- Inside Pathway

DIFFERENTIATORS

- Rock drilling/sawing
- Industry Experienced Executive Team
- Thousands of miles of conduit & fiber optics installed
- Travel Capable, we have worked from Texas to Alaska
- Project Field Managers with 15-30 Years' Experience

COMPANY DATA

Staff: 80-90

Crews:

Internal Plow: 3
Subcontracted Plow: 3
Internal HDD: 9
Subcontracted HDD: 10
Subcontracted Aerial: 3
Splice: 2
Subcontracted Splice: 4
Internal Drop: 1
Subcontracted Drop: 6

Bonding Capability: \$0-\$15 Million per project, \$75 million total

PAST PERFORMANCE

- Alliant Energy
- Microsoft
- City of West Des Moines, Iowa
- MidAmerican Energy
- 3 Rivers Telephone
- Golden West Telephone

Contact Persons:

Brent LaBrie: President

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Ivan Martin: Vice President of Operations

715-790-8570

Ivan@KramerServiceGroup.com



KRAMER Service Group

Overview-References-Contacts

Overview:

Kramer Well Drilling, LLC dba Kramer Service Group (KSG), is a utility construction company providing customized services to information and communications technology companies, state and federal government, energy and gas companies, engineering firms, municipalities, and the agricultural industry. With our extensive equipment, expertise and nationwide network, we quickly assemble experienced crews to meet customer needs throughout the country

References:

City of West Des Moines, IA

Install 65,000 ft of multiple duct bank to feed Microsoft buildings. Started October 2019, completed May 2020.
Gary Reed (Civil Design Advantage) 515-369-4400, gary@cda-eng.com

MidAmerican Energy

Install 128 miles of duct and fiber to connect substations. Started May 2022, completed October 2022.
Simon Schwindt (MidAmerican Energy) 224-769-0327, sschwindt@pfes.com

3 Rivers Telephone

Install 60 miles of duct and fiber for FTTH project in Ennis, MT. Started May 2021, completed October 2021.
Sally Reed (3 Rivers Telephone) 406-590-3839, sally.reed@3rivers.coop

City of West Des Moines, IA

Install 120,000 ft of duct bank for Google Fiber. Started October 2021, completed July 2022
Ryan Meints (Olsson Engineering) 402-310-6697, rmeints@olsson.com

Contacts:

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Kramer Service Group Company Leadership Team

President

Brent LaBrie

Started in the underground industry in 1999

Started Northwest Directional Drilling in 2003

Bought Kramer Well Drilling/Kramer Service Group in 2012 and combined companies.

Senior Vice President

Dan Manor

Started in the underground industry in 1995

Joined Northwest Directional Drilling in 2003

Transferred to KSG in 2012

Vice President of Operations

Ivan Martin

Started in the underground industry in 1995

Joined KSG in 2022

Previous industry experience with NW Directional Drilling and MasTec North America

Vice President of Network Solutions

Brandon Wright

Performing specialized utility engineering services since 2002

Joined KSG in 2019

Previous industry experience with Ledcor LTS, Mears Group, Verizon, AT&T, Fujitsu