

Demonstrated Experience - OCIO Application

North West REC's Partnership with Evertek In N.E.T. Broadband, LLC

North West REC (NWREC) is a rural electric cooperative that is headquartered in Orange City, with district offices in Le Mars and Ida Grove and a service center in Primghar. The Cooperative provides electric service to 10,200 farms, homes, commercial and industrial and value added ag customers in Sioux, O'Brien, Plymouth and Ida counties. We continue to experience strong growth in both kilowatt hour sales and new services and have been averaging over 100 new services per year.

NWREC has a long history of working with partners to help improve the quality of life for our members in northwest Iowa. This includes our involvement with many development partners in the area regarding economic development projects. We have also been involved in several partnerships in the last 20 years to work to help improve telecommunications and broadband services in northwest Iowa.

One of those partnerships is with Evertek. We entered into a partnership with Evertek to form N.E.T. Broadband, LLC, in 2002. Both partners were concerned that unserved or underserved areas would not receive access to high-speed Internet without us getting involved. We originally deployed wireless broadband services in the Sheldon, Ida Grove and Holstein areas. Over the years we have significantly expanded our coverage area and today provide broadband service to over 500 customers in four counties in northwest Iowa.

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. Currently for this application we are trying to serve an area that has been left behind. One of these locations is Holstein Manufacturing that in desperate need of high speed internet to run their daily business. They are not on an even playing field when dealing with other companies like this one in the United States and just wants the opportunity for their business to compete effectively.

The proposed FTTH network is designed as a 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 use Ciena gear in our network to easily supply 10 Gbps or higher to business customers who need the higher capacity. We have been providing fixed wireless in most of the project area for 20 years.

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.
- 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.

Evertek 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.

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

Key Personnel Evertek

Roxanne White – CEO United Farmers Telephone & Evertek in Everly Iowa. Roxanne's 38-year telecom career includes responsibilities for our ILEC and ISP operations. Evertek built out the Everly 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. We were fast to implement the ACP Program for our customers so that the minute the system came online we were ready.

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 numerous 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 Evertek for the past 28 years.

While at Evertek 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.

Key Personnel North West REC

Lyle Korver, CEO & General Manager – North West Rural Electric Cooperative, Orange City, Iowa. Lyle began his 45 year career in the rural electric industry in June, 1978, as Assistant Accountant for Sioux Electric Cooperative Association. He became General Manager of Sioux Electric in 1984 and served in that role until 1993, when Sioux Electric and O'Brien County REC consolidated together to form North West Rural Electric Cooperative (NWREC). Lyle was named CEO & General Manager of the new organization in 1993 and continues to serve in that role today.

NWREC has been involved in telecommunications since 1994 when it became a DIRECTV provider. NWREC has partnered with Evertek to provide wireless Internet service at multiple locations for the last 23 years. Lyle and Roxanne White serve as Co Managers of the partnership organization, N.E.T. Broadband, LLC. The two organizations are beginning their first fiber to the home broadband project in the Holstein, Iowa area in the fall of 2023.

