



KIM REYNOLDS, GOVERNOR
ADAM GREGG, LT. GOVERNOR

STATE OF IOWA

Jeff Franklin
Interim Chief Information Officer

Broadband Grants Core Application Menu

Press Ctrl+Shift+H To Return To This Page

General Application Information

Applicant Name: BTC, Inc.

Follow The Steps Below	
Instructions	Hot Buttons
1) Populate the Targeted Service Area data. Detailed directions in Exhibit L.	Go to Targeted Service Area/Project Input Tab
1a) Populate your exported TSA data on the TSA Input tab.	
2) Refresh Exhibit B - Project Worksheet with the Targeted Service Area data.	Refresh Exhibit B with TSA Input
2a) The "Hot Button" to the right will transfer your TSA data to Exhibit B.	
3) Populate data in Exhibit B - Broadband Grants Program Project Worksheet.	Go to Exhibit B - Project Worksheet Tab
3a) Check the Delivery Platforms that apply.	
3b) Select the appropriate Infrastructure Type	
3c) Review the Homes, Business and Schools in the "Total Number of HSB's (i.e., Broadband Units) New Service Will Be Available To" section. If you are not fully serving a TSA, update those figures to the correct counts.	
3d) Define the Down and Up Speeds in the "Proposed Advertised Speed in Project Area upon Project Completion" section for each TSA.	
3e) Review to confirm worksheet is correct.	
4) Populate all defined fields in Exhibit C - Broadband Grants Program Qualitative Attributes Form	Go To Exhibit C - Qualitative Attributes Form
4a) For comments, please limit to 1200 characters. If there is need for more comments, an additional form will need to be submitted.	
4b) Review the form to ensure it is complete and accurate.	Go To Exhibit D - Budget Plan
5) Populate costs in Exhibit D - Broadband Grants Program Budget Plan	
5a) Update/Populate Description, Unit, Quantity, Est Cost and Grant Request %.	
5b) Review the form to ensure it is complete and accurate.	
5c) If grant is awarded, the awardee will be required to update a revised Exhibit D with actual costs.	Go To Exhibit D.1 - Limited Exception Form
6) IF APPLICABLE, Populate costs in Exhibit D1 - Limited exception for Broadband Infrastructure Installed Outside of Targeted Service Areas	
6a) Answer questions and populate comments as necessary. For comments, please limit to 1200 characters. If there is a need for more comments, an additional form will need to be submitted.	
6b) Update/Populate Description, Unit, Quantity, Est Cost, Proportional Allocation Cost and Grant Request %.	
6c) Review the form to ensure it is complete and accurate.	
6d) If grant is awarded, the awardee will be required to update a revised Exhibit D.1 with actual costs.	
7) Review Applicant Reasonableness Checks below	

Applicant Reasonableness Checks	
Check	Status (Expect all Checks to be Yes or Not Applicable)
Did you populate an Applicant Name?	Yes
Did you choose at least one Delivery Platform in Exhibit B?	Yes
Did you define the Infrastructure Type in Exhibit B?	Yes
Have you included at least one eligible TSA?	Yes
Have you defined all of your Proposed Advertised Speeds in Exhibit B?	Yes
Did you answer 1.1 in Exhibit C?	Yes
Did you answer 2.2 in Exhibit C?	Yes
Did you answer 2.3 Download Speed in Exhibit C?	Yes
Did you answer 2.3 Rate Per Mbps in Exhibit C?	Yes
Did you answer 3.3 in Exhibit C?	Yes
Did you answer 3.4 in Exhibit C?	Yes
Did you answer 3.5 in Exhibit C?	Yes
Did you answer 3.5 part 2 in Exhibit C?	Yes, Not Applicable
Did you answer 4.1 in Exhibit C?	Yes
Did you answer 4.2 in Exhibit C?	Yes
Have you submitted grant request \$s in Exhibit D (Column E)?	Yes

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Paste Your TSA Data Below in Row 3				Return To Main Input Sheet																
OBJECTID	BLOCKID10	HOUSING10	POP10	Business	FarmOps	AreaSqMil	County	Nar	Schools	ISTSA	SOURCE	BLOCK_NC	GlobalID	CreationD:	Creator	EditDate	Editor	dataVersic	SHAPE__A	SHAPE__Length
86020	1.91611E+14	4	5	3	0	0.01	Sac			0 Yes	Connectec Existing pr 84af7b62-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	25,840.65		643.57	
86023	1.91611E+14	8	19	0	0	0.01	Sac			0 Yes	Connectec Existing pr 91c21a11-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	25,513.47		643.52	
86263	1.91611E+14	7	11	0	0	0.01	Sac			0 Yes	Connectec Existing pr 89e518e8-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	24,240.04		622.78	
86264	1.91611E+14	6	18	0	0	0	Sac			0 Yes	Connectec Existing pr 7f03aa98-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	20,628.16		574.81	
86267	1.91611E+14	4	7	1	0	0.01	Sac			0 Yes	Connectec Existing pr 752db1ab-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	24,530.36		623.96	
86410	1.91611E+14	4	13	3	0	0.01	Sac			0 Yes	Connectec Existing pr e6312af1-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	23,696.09		617.22	
86414	1.91611E+14	7	22	0	0	0.19	Sac			0 Yes	Connectec Existing pr 68836d88-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	#####	4,272.79		
86652	1.91611E+14	9	16	3	0	0.01	Sac			0 Yes	Connectec Existing pr 5496d3fc-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	42,705.05		1,136.10	
86653	1.91611E+14	3	6	0	0	0	Sac			0 Yes	Connectec Existing pr b67e8bb4-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	23,366.94		611.49	
86654	1.91611E+14	10	19	0	0	0.01	Sac			0 Yes	Connectec Existing pr eaecdd1c-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	24,900.57		631.53	
86655	1.91611E+14	5	8	2	0	0.01	Sac			0 Yes	Connectec Existing pr 086588a5-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	25,205.73		635.1	
86711	1.91611E+14	7	19	0	0	0.01	Sac			0 Yes	Connectec Existing pr 47101ebd-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	25,372.38		637.3	
86796	1.91611E+14	8	25	1	0	0.01	Sac			0 Yes	Connectec Existing pr bfce6bf4-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	26,619.97		654.81	
86875	1.91611E+14	21	37	0	0	0.2	Sac			0 Yes	Connectec Existing pr 1d83b2a2-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	#####	4,381.25		
86876	1.91611E+14	9	18	0	0	0.01	Sac			0 Yes	Connectec Existing pr 3bbcdd71-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	24,166.85		621.86	
86877	1.91611E+14	7	23	0	0	0.01	Sac			0 Yes	Connectec Existing pr 60982b6d-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	42,034.13		1,108.63	
86878	1.91611E+14	4	9	0	0	0	Sac			0 Yes	Connectec Existing pr 89cca9f7-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	23,598.21		614.51	
87303	1.91611E+14	8	12	0	0	0.01	Sac			0 Yes	Connectec Existing pr 7734a295-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	24,887.99		631.09	
87304	1.91611E+14	9	22	2	0	0.01	Sac			0 Yes	Connectec Existing pr b8b95a03-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	25,312.46		636.5	
87308	1.91611E+14	6	13	1	0	0	Sac			0 Yes	Connectec Existing pr aaff3510-	6/27/2017	pwilkebro	6/27/2017	pwilkebro	2017.04.1	19,392.03		555.83	



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Exhibit B—Broadband Grants Program Project Worksheet

Applicant Name: BTC, Inc.

Delivery Platform: (Check and/or Populate Other)	
- FTTH	<input checked="" type="checkbox"/> Check
- DSL	<input type="checkbox"/> Check
- Cable Modem	<input type="checkbox"/> Check
- Wireless Spectrum	<input type="checkbox"/> Check
- Fixed Wireless	<input type="checkbox"/> Check
- Other	
Infrastructure Type	Both OSP and ISP

Total Units To Be Served	162
% of Baseline To Be Served	100%
Units Served Per Square Mile	305.7

Target Service Area			Total Number of HSB's (i.e., Broadband Units) in Project Area				Total Number of HSB's (i.e., Broadband Units) New Service Will Be Available To				Proposed Advertised Speed in Project Area Upon Project Completion	
Census Block #	County	Sq. Miles	H	S	B	Units	H	S	B	Units	Down (Mbps)	Up (Mbps)
20	1	0.53	146	0	16	162	146	0	16	162	TOTAL	
191610803002089	Sac	0.01	4	0	3	7	4	0	3	7	500 - 1000	>= 100
191610803002084	Sac	0.01	8	0	0	8	8	0	0	8	500 - 1000	>= 100
191610803002079	Sac	0.01	7	0	0	7	7	0	0	7	500 - 1000	>= 100
191610803002085	Sac	0	6	0	0	6	6	0	0	6	500 - 1000	>= 100
191610803002083	Sac	0.01	4	0	1	5	4	0	1	5	500 - 1000	>= 100
191610803002086	Sac	0.01	4	0	3	7	4	0	3	7	500 - 1000	>= 100
191610803002082	Sac	0.19	7	0	0	7	7	0	0	7	500 - 1000	>= 100
191610803002081	Sac	0.01	9	0	3	12	9	0	3	12	500 - 1000	>= 100
191610803002073	Sac	0	3	0	0	3	3	0	0	3	500 - 1000	>= 100
191610803002092	Sac	0.01	10	0	0	10	10	0	0	10	500 - 1000	>= 100
191610803002090	Sac	0.01	5	0	2	7	5	0	2	7	500 - 1000	>= 100
191610803002091	Sac	0.01	7	0	0	7	7	0	0	7	500 - 1000	>= 100
191610803002074	Sac	0.01	8	0	1	9	8	0	1	9	500 - 1000	>= 100
191610803002072	Sac	0.2	21	0	0	21	21	0	0	21	500 - 1000	>= 100
191610803002075	Sac	0.01	9	0	0	9	9	0	0	9	500 - 1000	>= 100
191610803002076	Sac	0.01	7	0	0	7	7	0	0	7	500 - 1000	>= 100
191610803002093	Sac	0	4	0	0	4	4	0	0	4	500 - 1000	>= 100
191610803002078	Sac	0.01	8	0	0	8	8	0	0	8	500 - 1000	>= 100
191610803002080	Sac	0.01	9	0	2	11	9	0	2	11	500 - 1000	>= 100
191610803002087	Sac	0	6	0	1	7	6	0	1	7	500 - 1000	>= 100
END OF DATA												

*Applicants must fill out and submit this form in order to comply with/supply the information/inputs requested by the Office pursuant to Section 3.1 (Quantitative Factors) of NOFA/RFP #001. Please contact the Office's designated representative providing administrative support for the Application process, which can assist you in populating this form. See Section 1.8.2 of the NOFA regarding administrative support related to this Application.

Version 01.19.04

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Exhibit C— Broadband Grants Program Qualitative Attributes Form

Applicant Name: BTC, Inc.

Applicant must fill out and submit this form in order to comply with/supply the information/inputs requested by the Office pursuant to Section 3.2 (Qualitative Factors) of NOFA #001.

Note: If you need additional space to answer any of the above questions, please upload supplemental materials to the appropriate section of the Iowa Grants System available at <https://www.iowagrants.gov/index.do> effective 2/18/2019

1. Support Initiatives.

This factor takes into consideration both the support of the local community(ies) that will be positively affected by a proposed Project, and the Applicant's overall commitment to the Project. Generally speaking, Applications that demonstrate more community support and/or Applicants that, themselves (or through other funding sources, e.g., local, federal, other), are making an investment greater than eighty-five percent (85%) as it relates to the Project and thereby the community will receive higher scores.

Please answer or supply the Office with the following to assist it in scoring this factor:

- 1.1. Local Support.** Please state the total dollar (\$) amount of your Project (i.e., total Allowable Expenditures as calculated in accordance with the terms, conditions, and limitations of the Budget Plan) that will be supplied by local government (e.g., city, county). Do not include State or Federal funds in this dollar (\$) amount. **OCIO will calculate your score, in part, by considering the percentage of your total Project cost comprised of funds supplied by local government.**

\$0.00 Place "X" in box if zero: ☒ X

- 1.2. Local Match.** This factor takes into consideration both the support of the local community(ies) that will be positively affected by a proposed Project, and the Applicant's overall commitment to the Project. Generally speaking, Applications that demonstrate more community support and/or Applicants that, themselves (or through other Local Match funding sources), are making an investment greater than eighty-five percent (85%) as it relates to the Project and thereby the community will receive higher scores.

85.00% This field is calculated based on entry in Exhibit D and D.1.

- 1.3.** Please supply evidence of local community support for the Project. Evidence must be submitted electronically in the appropriate section of the Iowa Grants System available at <https://www.iowagrants.gov/index.do> effective 2/18/2019. Examples of such evidence include, but are not limited to:

- 1.3.1.** Survey results taken among members of the community supporting the proposed Project.
- 1.3.2.** Testimonials or letters from members of the community supporting the proposed Project.
- 1.3.3.** Minutes of meetings of city or county board, commissions, or councils supporting the proposed Project.
- 1.3.4.** Newspaper articles supporting the proposed Project.

- 1.4.** Please describe any current Broadband adoption initiatives sponsored by you within the Project area or surrounding community(ies):

We have met and had numerous discussions with the Auburn, Iowa city council members as they have expressed interest in Western Iowa Networks deploying fiber optics in their community. We have also engaged the Sac County Tourism & Economic Development organization for assistance in communicating the economic benefits of a fiber optic network to the businesses and residents of Auburn. During these discussions we explained the benefits of building a fiber network in the area, what the estimated customer retail pricing would be, estimated customer take rate required, and answered numerous questions regarding the potential project. The city council formed a committee to go door-to-door in the city and measure interest from the businesses and residents in their community on a possible fiber build, through use of a survey which our Company provided. We are currently evaluating the survey responses received to determine the level of interest for service, and so far the responses received have been overwhelmingly positive.

(Maximum 1200 Characters / Actual = 1034)

- 1.5.** Please describe any future Broadband adoption initiatives to be sponsored by you within the Project area or surrounding community(ies):



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If we are successful in building a network in this area, we will follow this up with marketing education and outreach, to continue explaining the benefits of a 100% fiber optic network, and to continue adding customers to the network through advertising and promotional incentives. We will also continue working closely with the city and the county to entice new businesses to the area for further economic development.

(Maximum 1200 Characters / Actual = 420)

2. New Broadband Products

This factor takes into consideration the specific product attributes resulting from the proposed Broadband Infrastructure an Applicant will deploy in the Project area. Generally speaking, Applications which represent that a Project will supply higher upload/download speeds and lower latency at lower costs to consumers, will receive higher scores.

Please answer or supply the Office with the following to assist it in scoring this factor:

- 2.1. Please state or otherwise describe, as necessary, the product/consumer attributes of the Broadband Infrastructure comprising your Project, including but not limited to:

- 2.1.1. Will you be advertising a Symmetrical Speed product?

Yes

- 2.1.2. Please provide the estimated consumer cost per mbps per month of download speed of the top three Advertised Speeds that are likely to exist in the proposed Project Area:

Download speed	<u>1000</u> mbps	/ \$	<u>0.15</u> per mbps
Download speed	<u>500</u> mbps	/ \$	<u>0.20</u> per mbps
Download speed	<u>100</u> mbps	/ \$	<u>0.70</u> per mbps

- 2.1.3. How do Advertised Speeds compare to actual speeds?

Due to the reliability and stability of the fiber optic network, our actual speeds will match our advertised speeds. This is typically our experience in the other communities we serve with a fiber optic network. It is important to note we offer our Internet service in all our service areas on a 'best effort' basis. Although we may deliver the advertised speeds over our network, once traffic leaves our network we have no control over other factors which can negatively impact advertised speeds. However, this is the case with any Internet service provider.

(Maximum 1200 Characters / Actual = 563)

- 2.1.4. Please describe your product's latency attributes.

Since the Internet product would be delivered over a fiber optic network, the latency would be much lower than other similar Internet services offered over DSL (copper), wireless or satellite, which typically have higher latency. Once the traffic leaves our network we have no control over other factors which can potentially increase latency. However, this is the case with any Internet service provider.

(Maximum 1200 Characters / Actual = 405)

- 2.2. Please describe how new speed tiers will be utilized by customers in the project Area. Specifically, please explain how different types of customers (e.g., homes, schools businesses, farms) are likely to utilize different speeds (e.g., streaming video content, distance education, telemedicine).



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Our introductory speed package is 100 Mbps symmetrical, for \$69.99 per month for residential, and \$99.99 per month for businesses. This package includes a carrier grade wireless router which we supply and help manage at no additional cost. At this speed, most residential and business customers will be very satisfied with the experience in terms of streaming video, browsing the web, telecommuting for their job from home, and most other Internet uses. For customers who require additional bandwidth, we are able to supply up to 1 Gbps download speed and 500 Mbps upload speed, which should satisfy the needs of most any customer today. To our knowledge, there is no one in this serving area, or the immediate surrounding service areas, offering these speeds at this level of pricing, with the exception of our company.

(Maximum 1200 Characters / Actual = 825)

3. Relative Need for New Broadband and Existing Broadband Service Speeds

In addition to other factors described in the NOFA which take similar considerations into account, this factor takes into consideration the relative need for Broadband Infrastructure in the Project area and existing Broadband service speeds by considering, among other things, how geographically proximate the Project area is to other infrastructure that provides access to 25/3 Broadband and any buildout that has occurred since July 1, 2015 (the effective date of the data underlying the Broadband Availability Map). Also describe any related barriers to expansion/extension, and how the Project will positively affect any anchor institutions in the area (e.g., key businesses, schools, universities, libraries, hospitals). Generally speaking, Applications proposing the installation of Broadband Infrastructure in Targeted Service Areas further away from other geographic areas that already have access to 25/3 Broadband and that positively impact more anchor institutions will receive higher scores.

Please answer or supply the Office with the following to assist it in scoring this factor:

- 3.1. Estimate (in miles) how close your proposed Project area is to other Broadband infrastructure that already facilitates 25/3 Broadband (e.g., geographic areas that already have access to 25/3 Broadband) and/or any known barriers that may inhibit the expansion or extension of pre-existing Broadband networks to your proposed Project area in a cost-effective manner. Please feel free to include screenshots from the Broadband Availability Map to support your answer.

We currently have limited fiber connectivity into the City of Auburn to provide video signals to an analog television headend building, over coaxial plant. This fiber provides connectivity into our core transport ring which would save a tremendous amount of upfront costs for building a fiber distribution network in the city of Auburn, than if this connection had not been in place. We serve several nearby communities with fiber-to-the-premise, all within approximately 15 miles. Our intent is to utilize, where feasible, some of the electronics serving this existing network, to serve the customers on this new fiber optic build, and to minimize project costs as much as possible.

(Maximum 1200 Characters / Actual = 686)

- 3.2. How the Project will positively affect any anchor institutions in the area, if at all.

This proposed network will provide state-of-the art service to the community anchor institutions in this exchange, including the local fire department, city offices, public library and the U.S. Post Office. This network will help satisfy public safety and community support needs in this community and the surrounding area by supplying a reliable broadband connection to these entities.

(Maximum 1200 Characters / Actual = 387)

- 3.3. Have you previously sought and been granted a property tax exemption pursuant to Iowa Code section 427.1(40) for any proposed Broadband Infrastructure to be installed in Targeted Service Areas forming the basis of your Project?

No

- 3.4. Do you intend to seek a property tax exemption pursuant to Iowa Code section 427.1(40) for any proposed Broadband Infrastructure to be installed in Targeted Service Areas forming the basis of your Project?

Yes



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- 3.5. Have you installed any Broadband Infrastructure since July 1, 2015, that would facilitate 25/3 Broadband in any of the Targeted Service Areas forming the Basis of your Project?

No

If "Yes," please identify the total number of Targeted Service Areas forming the basis of your Project in which you have installed Broadband Infrastructure that would facilitate 25/3 Broadband since July 1, 2015.

_____ # of Targeted Service Areas

4. Deployment Timeline

This factor takes into consideration the Project delivery schedule/timeline. Applications proposing more aggressive initiation and completion dates will receive higher scores (the varying sizes and complexities of proposed Projects will be taken into consideration).

Please answer the following to assist in scoring this factor:

- 4.1. Please state the date you anticipate your Project will commence: 11/1/2019

- 4.2. Please state the date you represent that your Project will be fully completed: 12/31/2020

(for purposes of this question, fully completed means service is available to the Broadband Units stated/represented in Exhibit B).

- 4.3. Please provide a high level Project overview, including a description of key Project timelines/milestones and of the complexities you anticipate encountering during deployment.

If awarded this grant we would begin the engineering phase of this project in the Winter of 2019. Once engineering was completed we would commence construction in the Spring of 2020. We would begin the customer cutover process in the Summer of 2020, and we would anticipate completion of the project by the end of 2020.

(Maximum 1200 Characters / Actual = 321)

5. Economic Impact

This factor takes into consideration the economic impact the Project will have on the surrounding community(ies), including but not limited to jobs impact. Applications with a greater impact on jobs and/or that will best serve the agricultural community will receive higher scores.

Please answer the following to assist in scoring this factor:

- 5.1. Describe how your Project will generate new jobs in the Project area and the surrounding community(ies). Specific job-creation estimates and the specific methodology deployed to determine numbers may be provided, but are not required.

The businesses operating in these TSAs would have a fast and reliable connection to the outside world which will help them compete with other businesses for revenue, market share and labor resources. Today more businesses than ever rely on a broadband connection. This project would provide these businesses with broadband service which some businesses in larger non-rural areas do not have access to. Access to this network, along with other incentives, would help the community attract new employers to the area. This network would also allow customers living in this area to telecommute to work over the Internet service we would provide.

(Maximum 1200 Characters / Actual = 645)

- 5.2. Describe how your Project will impact the retention of existing jobs in the Project area and the surrounding community(ies). Specific job-retention numbers and the specific methodology deployed to determine numbers may be provided, but are not required.



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In the same ways mentioned above in item 5.1, this project would also help the community retain existing jobs by supporting the local companies, and providing a reliable broadband connection to the employees living in the community. In the same way a fiber optic broadband network could attract new business, it could also provide incentive for existing businesses to stay in the area, or even expand and hire additional employees. It will also provide the ability and/or incentive for telecommuting employees to stay in the area, rather than having to move to another, possibly more urban area. At a time when the unemployment rate in our state is lower than the national average, and employers are competing for scarce labor resources, this will help supply our neighboring rural companies with a tool to compete with larger, non-rural companies.

(Maximum 1200 Characters / Actual = 851)

5.3. Describe how your Project will positively impact businesses (including agricultural operations) in the Project area and the surrounding community(ies).

Although there are no farming operations specifically identified in the selected TSAs for this project, agricultural businesses and farm operations could benefit from the fast and reliable broadband service offered over this proposed network. For example, through use of a wireline or wireless network on the customer's property used in conjunction with our Internet service, the customer could remotely monitor their grain bins or cattle lots, or communicate with their tractors, combines or other field equipment.

(Maximum 1200 Characters / Actual = 516)

6. Geographic Diversity

NO RESPONSE REQUIRED/ACCEPTED FOR THIS SECTION. YOU DO NOT NEED TO SUPPLY INFORMATION TO ASSIST WITH THIS FACTOR BECAUSE THE OFFICE WILL USE DATA SUBMITTED ABOUT YOUR GEOGRAPHIC LOCATION TO EVALUATE THIS FACTOR. This factor takes into consideration the geographic diversity of the project areas of all proposed projects relative to each other in an effort to ensure projects Awarded funds are reasonably spread out across the State. Applications that propose Projects that overlap with other proposed projects or that are near other proposed projects may receive lower scores.

You do not need to supply the Office with any information to assist it in scoring this factor. The Office will compare your Project area to other project areas after the Application deadline.

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Exhibit D— Broadband Grants Program Budget Plan

Applicant Name: BTC, Inc.

Enter data for all columns with a light gray heading and associated white cells. The dark shaded fields are calculated fields based on associated entry.

Category (A)	Description (Description of expense, quantity, etc...) (B)		Estimated: Provide Upon Grant Application			Actuals: Provide Upon Project Completion (Do NOT fill out as part of Application process)	
			Total Estimated Cost \$** (C)	Requested Grant Support % (up to 15%) (D)	Grant Request (Est Cost * Request %) (E)	Actual Cost \$ (F)	Grant Award (Min of Estimated or Actual Cost * Request %) (G)
Conduit	14,400 feet of conduit					\$0.00	\$0.00
Fiber/Copper	40,000 feet of fiber					\$0.00	\$0.00
OSP Engineering	Vantage Point Solutions					\$0.00	\$0.00
Design Engineering	Vantage Point Solutions					\$0.00	\$0.00
Construction Mgmt.	Vantage Point Solutions					\$0.00	\$0.00
Tower						\$0.00	\$0.00
Antenna						\$0.00	\$0.00
Boring	14,000 feet of boring					\$0.00	\$0.00
Trenching						\$0.00	\$0.00
Knifing	24,300 feet of plowing					\$0.00	\$0.00
Aerial Deployment / Make Ready						\$0.00	\$0.00
Outside Plant	Pedestals, Vaults, Splicing					\$0.00	\$0.00
Switching Equipment	Voice Licenses					\$0.00	\$0.00
Routing Equipment	Calix E7 Shelf					\$0.00	\$0.00
Optical Equipment	Cabinet/Splitters/Fiber Jumpers					\$0.00	\$0.00
Customer Premise Equipment	NID Cane & Ground/ ONT/Battery Backup/ GigaSpire Router					\$0.00	\$0.00
Other	Wiring customer locations					\$0.00	\$0.00
Totals	N/A	N/A	N/A			\$0.00	\$0.00
END OF DATA							

* An Applicant must estimate its total Project costs in the form of Allowable Expenditures within the categories set forth in the table above. An Applicant may not include in its estimate of total Project costs or subsequently seek reimbursement for expenditures other than those within the categories above.

** An Applicant may only subsequently seek reimbursement for its total estimated Project costs or total actual Project costs, whichever is less.

*** Except as otherwise and solely to the extent permitted by Iowa Administrative Code rule 129—22.4(5) and further described in NOFA Section 1.5, Allowable Expenditures may not include expenditures incurred for or related to Broadband Infrastructure to be installed outside of Targeted Service Areas. See the Exception Request Form, Exhibit D.1, for information on how to apply, in limited circumstances, for permission to include such expenditures in your Project costs.

**** In addition to supplying the Office with a revised Exhibit D, the Office may request additional records as deemed necessary by the Office to verify such claimed expenditures. Such records may include original invoices, original itemized receipts, copies of checks, check registers, or bank statements indicating credit card invoices were paid, or similar documentation. Grantees must keep proof of the incurrence and payment of any and all claimed expenditures.



KIM REYNOLDS, GOVERNOR
ADAM GREGG, LT. GOVERNOR

STATE OF IOWA

Jeff Franklin
Interim Chief Information Officer

Exhibit D— Broadband Grants Program Budget Plan**Applicant Name: BTC, Inc.**

1) *Allowable Expenditures* . Grantee shall only be reimbursed for “**Allowable Expenditures**” actually and previously incurred by Grantee. “**Allowable Expenditures**” are Project expenditures that are:

- 1.1) Directly related to the installation of Broadband Infrastructure that facilitates 25/3 Broadband;
- 1.2) Utilized for the installation of Broadband Infrastructure in Targeted Service Areas identified in the Application/forming the basis of the Project (except and solely to the extent as otherwise permitted by an exception granted to a Grantee by the Office as part of the Application process, as permitted by and in accordance with Iowa Administrative Code chapter 129—22 and the NOFA);
- 1.3) Not incurred prior to the Effective Date.

2) Allowable Expenditures do not include expenditures that are:

- 2.1) Except for specific expenditures categories identified in the Budget Plan, related to land buildings, structures, improvements, or equipment not directly used in the transmission of data via Broadband;
- 2.2) Related to the process of removing existing Broadband Infrastructure, fixtures, or other real property in preparation of the installation of the Broadband Infrastructure;
- 2.3) Indirect labor costs and/or administrative overhead;
- 2.4) Passthrough expenditures with respect to Grantee Contractors to the extent they are not the result of arm’s length transactions or are not reflective of fair-market rates.

The Office may deny a request for reimbursement for any expenditures that do not constitute Allowable Expenditures, and Grantee shall not otherwise be entitled to reimbursement for any such expenditures.

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Interim Chief Information Officer

Exhibit D.1 — Limited exception for Broadband Infrastructure Installed Outside of Targeted Service Areas**Applicant Name: BTC, Inc.**

Iowa Administrative Code rule 129-22.4(5) generally limits the use of grant funds to and for Broadband Infrastructure installed within a Targeted Service Area. Notwithstanding, the Office may, on a limited basis and in the office's sole discretion, grant permission to Applicants for the utilization of grant funds for Broadband installed outside of Targeted Service Areas that facilitates or is essential to and inextricably intertwined with facilitating Broadband infrastructure within Targeted Service Areas forming the basis of the project. To apply for this Exception, Applicants need only fill out Exhibit D.1 in the Broadband Grants Core Application Workbook and submit it as part of their Application. The Office will only notify Applicants if their request for the Application of the limited exception is denied. If the Applicant does not hear from the Office, it should be assumed the request was approved. In the event a request for the Exception is denied, the Office will notify the Applicant and reserves the right to, in its sole discretion, permit the Applicant to withdraw or amend the Application. Any such amendment shall be limited to amending the Application to reflect changes directly resulting from the disallowed Project costs as it relates to the Exception.

1. Are you requesting permission to include expenditures incurred outside of Targeted Service Areas forming the basis of your Project within your total estimated Project Cost/allowable Expenditures?

No

2. Why is reimbursement for such Broadband Infrastructure facilitates and/or is essential to or inextricably intertwined with facilitating 25/3 Broadband in Targeted Service Area(s) forming the basis of your Project such that the related costs/expenditures cannot otherwise be excluded from your Application?

(Maximum 1200 Characters / Actual = 0)

3. Please identify and describe the specific methods/formulas you will utilize in proportionally allocating the costs of and for such Broadband Infrastructure installed outside of Targeted Service areas to Targeted Service Area(s) forming the basis of your Project to which Broadband service is facilitated by such Infrastructure. **Please note that the Office will confirm that the amounts claimed in the table below will be consistent with the methods/formula set forth in this section. Please also note that the Office reserves the right to determine whether the proposed methods/formula is reasonable, and the Applicant may be required to supply the Office with additional information as part of this process.**

(Maximum 1200 Characters / Actual = 0)



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ADAM GREGG, LT. GOVERNOR

STATE OF IOWA

Jeff Franklin
Interim Chief Information Officer

Exhibit D.1 — Limited exception for Broadband Infrastructure Installed Outside of Targeted Service Areas

Applicant Name: BTC, Inc.

4. Please identify all Allowable Expenditures within the categories set forth in the table above for the Broadband Infrastructure which you seek an exception:

Enter data for all columns with a light gray heading and associated white cells. The dark shaded fields are calculated fields based on associated entry.

Category (A)	Description (Description of expense, quantity, etc...) (B)			Estimated: Provide Upon Grant Application				Actuals: Provide Upon Project Completion (Do NOT fill out as part of Application process)	
				Est. \$ Cost Located Outside TSA (C)	Proportionally Allocate Est. \$ Cost per Formula in Question 3 (D)	Requested Grant Support % (Up to 15%) (E)	Grant Request (Allocation \$ Cost * Request %) (F)	Actual Allocation \$ Cost Located Outside TSA Requested For Support (G)	Grant Award (Minimum Estimated and Actual Allocation \$ Request * Request %) (H)
Conduit				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Fiber/Copper				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
OSP Engineering				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Design Engineering				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Construction Mgmt.				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Tower				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Antenna				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Boring				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Trenching				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Knifing				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Aerial Deployment / Make Ready				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Outside Plant				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Switching Equipment				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Routing Equipment				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Optical Equipment				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Customer Premise Equipment				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Other				\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Totals	N/A	N/A	N/A	\$0.00	* \$0.00	N/A	\$0.00	\$0.00	\$0.00
END OF DATA									

* If this request for Exception is approved by the Office, then any proportionally allocated expenditures for Broadband Infrastructure located outside of a Targeted Service Area(s) forming the basis of an Application will be included in total project cost calculations for purposes of scoring the Application (e.g., the amounts included in Exhibit D + the amounts included in this Exhibit D.1). In the event a request for the Exception is denied, the Office will notify the Applicant and reserves the right to, in its sole discretion, permit the Applicant to withdraw or amend their Application.

** Reference Exhibit D for further definition on "Allowable Expenditures".

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