



March 6, 2014

In response to the “rural broadband experiment” program, ImOn Communications, LLC is pleased to offer this non-binding “expressions of interest” in Connect America Fund subsidies to support broadband infrastructure build-out in currently unserved and underserved areas.

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Introduction to ImOn Communications, LLC

ImOn Communications, LLC is a privately owned telecommunications company located in Cedar Rapids, Iowa. As a licensed CLEC with Cable TV franchises in Cedar Rapids, Marion and Hiawatha, Iowa, ImOn offers residential phone, cable and high speed internet services as well as advanced telephone, metro Ethernet and transport services to small to large business.

ImOn Communications opened for service on March 9, 2007 with 36 employees, a 410 plant-mile Hybrid Fiber Coax an aging cable TV Headend, an aggregate 150 Megabits of Internet access and leased class-5 telephone switch.

Today ImOn employs 86 people, who have successfully built a profitable business around the originally acquired assets. In the last seven years ImOn has grown to nearly 600 plant miles, in spite of losing 12% of the original footprint to the flood in 2008, expanding service to 65% more customers and has a rapidly growing business segment.

ImOn operates both a Hybrid Fiber Coax (HFC) network with twisted pair connection to the home in our older footprint and a Fiber to the Home (FTTH) network in all areas built since 2011. Through a common Services Architecture, ImOn provides high speed internet via either Docsys 3.0 over the traditional cable plant or IP over the newer FTTH plant. A Metaswitch, installed in 2012, provides both TDM phone service over the traditional copper plant and VoIP phone services over the FTTH plant. Cable TV programming is distributed to subscribers via radio frequency (RF) signals transmitted through both the HFC and the FTTH networks. ImOn also offers Metro-Ethernet, transport, PRI, hosted PBX and business class phones features.

ImOn Partners with communities.

ImOn extended its fiber reach into Marion, Hiawatha and Mt Vernon, Iowa. In an effort to reduce our cost we sought partners with mutual network needs. The resulting projects brought together the Cities of Cedar Rapids and Marion, Marion School District, Marion Water, and Linn County and formed the basis for strong partnerships. A compromise route was created that met the needs of all parties. The boring, trenching and conduit cost were shared; each party paid for its own fiber which was pulled and spliced by ImOn. Consequently, Marion city buildings are now interconnected, the City of Cedar Rapids network strategy has progressed considerably, Marion schools are now inter-connected, Marion water towers are in the process of being connected to the Marion city buildings, and a significant number of the Linn County buildings are now interconnected, all using their own fiber. ImOn provides maintenance, utility locate, splicing and emergency services for each entity making owning their own fiber both cost effective and effortless. ImOn services Cedar Rapids, LinnMar, and Marion school districts as well as three private 4-year colleges and Kirkwood Community College. ImOn has built networks to service and interconnect the city governments of Cedar Rapids, Marion and Hiawatha as well a police department, public safety, water department and traffic system for these communities. We also have joint build agreements with the local utility companies.

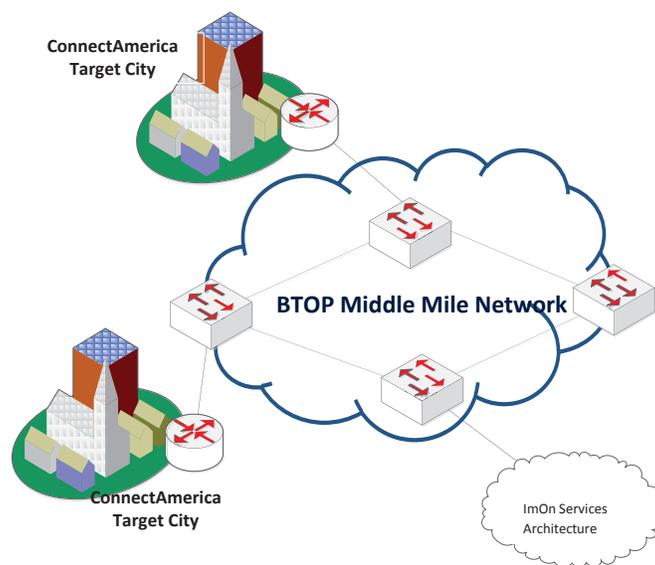
Through these partnerships, ImOn successfully extended its own city fiber ring interconnecting our new data center and head-end location with the Cedar Rapids and Marion distribution networks at 75% of the original projected cost, reflecting both our efficiency and proficiency.

Proposed solution

ImOn purposes to leverage its Internet, phone and video solutions in providing underserved communities in Grundy, Tama, Louisa, Muscatine, Cedar, Delaware, Jones, Benton and Iowa counties. In eastern Iowa, first round Broadband Technologies Opportunities Program (BTOP) funding was used to build middle-mile solutions providing Community Anchor Institutions such as government, healthcare, and education, in rural and underserved areas with

access to broadband. ImOn proposes leveraging the middle-mile networks built with the first round of BTOP funding by partnering with two middle-mile network owners to connect with the underserved communities. ImOn will, on its own or in partnership with the local coop phone company, deploy Fiber to the Home (FTTH) technology from a local node that is centrally connected via BTOP middle-mile networks to ImOn's Services Architecture enabling high speed Internet, VoIP phone and IP cable services to be offered at a cost structure supported by larger market volumes.

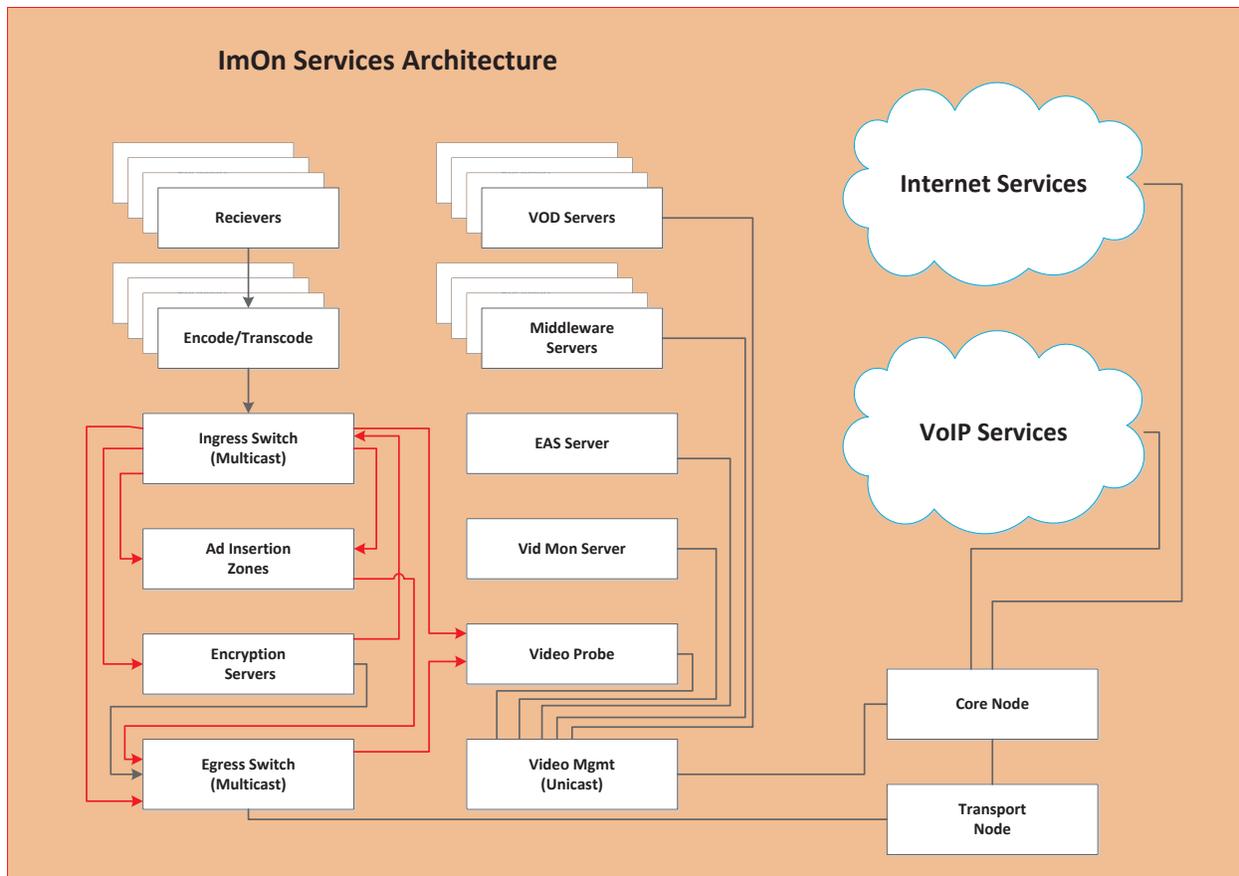
ImOn has extensive experience in operating both fiber and coaxial networks. There are challenges in delivering and growing high speed broadband throughout the network. ImOn chooses to address that challenge by building a fiber topology that can be expanded to greater capacities as electronics and equipment become more affordable end to end.



ImOn Centralized Service Proposal

The two immediate challenges associated with broadband delivery are the cost of the Internet access, video content, and phone service connectivity to small quantities and the cost of building fiber directly to the home in a manner that supports symmetrical high bandwidth.

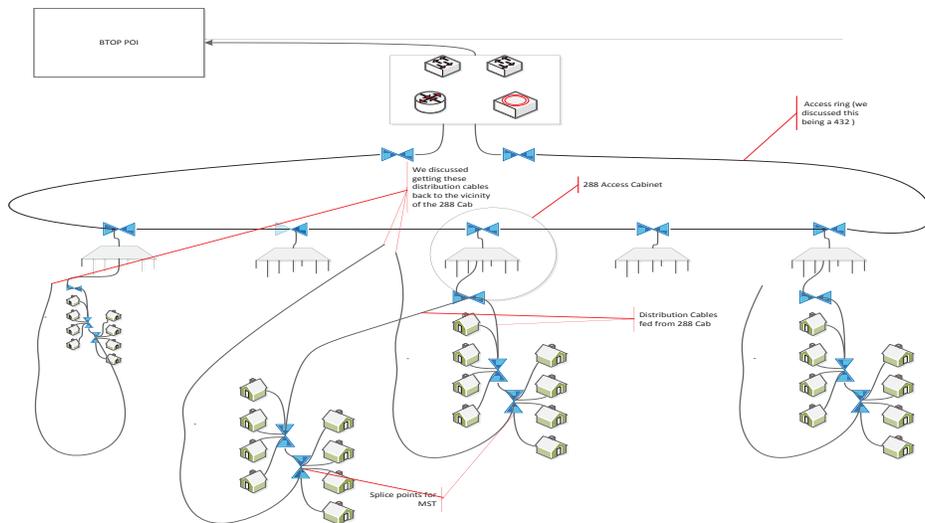
To manage the cost of services to residents and business of rural communities, VOIP phone services, Internet access, and IPTV will be provided from ImOn's Services Architecture which currently services ImOn's current footprint. An access node will be deployed to each community, and from that access node all of the service capabilities will be presented to the community. Bandwidth, TV content and phone resources will be managed as part of a larger pool, limiting the cost of services to rural communities. The key factor is to ensure that all services can be transported over an IP network, and that these services can be delivered to the home in an efficient manner.



ImOn's Centralized Service Architecture

The second challenge is the delivery of fiber to the home in an efficient methodology. Currently the deployment of GPON architectures is the least costly method for delivery for fiber to the residential or small business properties. PON architectures eliminate active elements in the network. Larger business or emergency service benefit from the highly available, redundant nature of Metro-Ethernet product delivered with a more expensive ring topology.

ImOn proposes deployment of a hybrid topology that creates higher fiber counts in areas that may need to support high availability and will create return paths on each distribution path to provide for a redundant route as technology needs and reliance increase. To control the costs associated with the short term roll out, a GPON architecture will be deployed with a mix of GPON Optical Line Terminals, Active Ethernet single fiber terminations, and Metro-Ethernet aggregations made available at the Access Node to allow for service reliability selection parameters. Basic home services will be made available on GPON links distributed to filters in the network.



ImOn's Fiber Topology

Single fiber aggregation services will be delivered directly from the access node to homes requiring over 100 megabits of access, but which are not service dependent. For homes and businesses requiring capacity near or over 1 gigabit, or that require high availability, a redundant connection will be spliced through from the home or business to the access node. As technology changes, and bandwidth increases, our experimental network will provide solutions that can be delivered cost effectively, but which can also be replaced with higher bandwidth or more reliable services as the need evolves.

Because the cost of construction mileage is by far the greatest cost of a network development ImOn will partner for middle-mile capacity and will use sheath mileage in exchange for higher fiber counts in the right locations. We will continue to deploy GPON in the majority of cases, but because we have developed a strategic fiber deployment plan, we eliminate the risks of bandwidth limitations as consumption increases in the model by deploying extra fiber in our sheaths to ensure bandwidth can be grown and made reliable on an as needed basis.

Purposed Services Offering

The service structures will support VOIP to a central soft switch, Internet access aggregated to centralized aggregation access point, and Video Services served from a central service node to the local node, then distributed through the FTTH structure to interested parties. Customers will have the ability to select any or all services. Video will be offered on a selected channel basis, so all channels available will not consume the capacity. All channels will be transported to the local node, where a viewer can select the channel to be viewed from the available list at devices connected to the NIU through internal LAN connections. VOIP will be provided through the internal LAN to a VOIP device. Internet will be offered bandwidth selected and paid for by the user.

Residential Service

High Speed Internet

- 15 Mbps down/ 1 Mbps Up for \$62/mo
- 25 Mbps down/2 Mbps Up for \$72/mo
- 65 Mbps down/ 2 Mbps Up for \$92/mo
- 110 Mbps down/ 10 Mbps Up for \$109/mo

VoIP Phone service

- Local Line for \$26.98/month
- Long distance bundles or per minute rates

Cable TV

- Three tiers of programming

Business and/or Community Anchor Institutions

Metro-Ethernet up to 10 Gig

High Speed Internet

- 15 Mbps down/ 1 Mbps Up for \$62/mo
- 25 Mbps down/2 Mbps Up for \$72/mo
- 65 Mbps down/ 2 Mbps Up for \$92/mo
- 110 Mbps down/ 10 Mbps Up for \$109/mo

VoIP Phone service

- Local Line for \$26.98/month
- Long distance bundles or per minute rates

Within each county/community, the following list of entities could benefit from any and all services provided over the fiber ring:Government

- Local, County, State Offices
- City halls
- County offices
- DNR
- Water towers
- Traffic engineers
- Emergency Management
 - Fire Departments
 - Police Departments
 - Sheriff Offices
 - Ambulance Services
 - Emergency Alert Systems(EAS)
 - Emergency Weather Storm Tracking
 - County 911 Centers
- Medical
 - Rural Community Hospitals
 - Medical clinics
- Education
 - Highs Schools – enhance the ICN service to the high schools
 - Middle Schools
 - Elementary Schools
 - Libraries
 - Small Colleges

Services and Maintenance

Gigabit Bandwidth, high-speed Internet access, network and computer security products, branded e- mail, access to Eastern Iowa Data Center, ImOn cable TV channel lineup, business and residential telephony products and all other ImOn services will be available.

Iowa Governor's broadband initiative

In the fall of 2013 Governor Terry Branstad and Lt. Governor Kim Reynolds unveiled their plan to Connect Every Iowan to the life-enhancing benefits of high-speed Internet. In the 2014 legislative session, both the Iowa House and Senate have moved bills to address one of Governor Branstad's major policy initiatives: the proliferation of connectivity and increased broadband availability throughout Iowa. Both bills largely contain policy ideas designed to incentivize investment in broadband infrastructure.

The goal of the program is to position Iowa as the top broadband-connected Midwestern state, ready to support new businesses while providing the highest quality education and healthcare services available.

“Broadband is the electricity of the future and it’s going to be critically important to economic progress,” said Governor Branstad. “Broadband is also almost certainly the way education of the future is going to be delivered and we want to make sure that Iowa is on the cutting edge of this very important technology and that we don’t have anyone left out.”

“Governor Branstad’s vision for connecting every Iowan will be crucial to ensuring the global competitiveness of Iowa communities and citizens alike. Working across the state to cultivate an environment friendly to broadband-based growth, we have seen the concrete positive economic impact of increased broadband across all sectors of Iowa’s economy,” said Amy Kuhlers, Connect Iowa state program manager. “This is an initiative that requires the collaboration and resources of both public and private entities,” said Kuhlers. “We are counting on not only on the industry to drive the future of the broadband network, but also the beneficiaries, including education, healthcare, ICT, and other sectors, to step up and helps us make Iowa the most connected state in the Midwest.”

Broadband mapping and planning efforts have measured the reach and potential impact of broadband expansion in the state. Studies reveal opportunities for significant improvement in connecting more homes and increasing the number of jobs across the Iowa. Currently 85 Iowa counties received a grade of “C” or better and research indicates that 29% of Iowa residents and 22,000 businesses still do not subscribe to broadband. It is estimated that a one percentage point broadband adoption increase could result in more than 26,000 jobs created or saved in Iowa and provide a boost to Iowa’s economy totaling approximately \$1.2 billion annually.

The Connect America Fund can clearly be the catalyst to enable the leveraging of existing progress made as a result of previous American Recovery Act federal funding. These previous initiatives created extensive middle mile networks deployed into the center of rural Iowa communities via the “connect Community Anchors strategy”. This investment was intended to be the enabler of further, deeper last mile deployment broadband infrastructure through continued public private partnerships.

Momentum exists at the state level and ImOn wishes to present our high level of interest in robustly participating in the Connect America Fund experimental proposal opportunity. Our proposed project will demonstrate how the investments made in preceding federally sponsored initiatives can be most fully leveraged to deliver the maximum benefits of broadband to rural users in Iowa.

Communities and Estimated Cost to Build

There are nine counties that are ImOn Communications is considering as part of its broadband expansion plan. With an investment of \$1.800,000 in an IP media server to extend video solution to distant counties without the added expense of RF, ImOn would be able to provide communities in the following counties all services discussed in the solution above.

Iowa County	Addresses Passed	Addresses Served Assumption	Total Cost
Grundy	856	494	\$ 1,728,129
Benton	3,848	2,195	\$ 6,557,616
Tama	1,076	614	\$ 2,063,333
Iowa	1,241	712	\$ 2,297,654
Louisa	1,801	1,023	\$ 3,601,546
Muscatine	1,408	809	\$ 2,535,132
Cedar	1,674	940	\$ 2,896,847
Jones	4,355	2,452	\$ 7,226,645
Delaware	2,049	1,135	\$ 3,435,806
Total	18,308	10,374	\$ 32,342,707.15