

SUPERIOR

W I S C O N S I N

Living up to our name.

CONTRACT VOLUME 8
BIDDING DOCUMENT #24

Outside Plant Maintenance and Drop Services

CITY OF SUPERIOR, WISCONSIN

**Dan Shea
IT Director**

Bid #24-40-IT

3. BID PROPOSAL

Outside Plant Maintenance and Drop Services

Date 10/25/24

City of Superior, Wisconsin

I/we, the undersigned, being familiar with your local conditions, having made a field inspection and investigation that I/we deemed necessary, having studied the plans and specifications for the work and being familiar with all the factors and other conditions affecting the work, are hereto attaching the following documents:

1. Bid Form
2. Subcontractors & Suppliers List (see Section 4.)
3. Addenda Acknowledgment (see Section 5.)
4. Bidder's Proof of Responsibility (see Section 7.)
5. Debarment (see Section 7a.)
6. Affidavit of Organization & Authority (see Section 8.)
7. Affidavit of Compliance (see Section 9.)

I/we, the undersigned, hereby propose to furnish all applicable labor, tools, materials, skills, equipment and all else necessary to execute the work, in accordance with the specifications and are hereby submitting the following bid:

Pricing: Bidders must price the terms of this solicitation at their best pricing. Any and all costs that Bidder wishes to be considered must be submitted for consideration. If applicable, all equipment pricing is to include F.O.B. No request for extra delivery cost will be honored. Prices and/or rates shall remain firm for the initial term of the contract.

Prior to submitting a proposal, Bidders should carefully examine the sites, plans, specifications, construction drawings, and contracts related to this project. Bidders shall carefully review the route, characteristics of soils and terrains, and the kind of facilities required before and during the construction of the project.

If the Bidder has an optional feature or service that is not required or quoted in response to the base specifications, it shall include a description of that software and/or hardware capability, including availability and pricing for review by the Owner, at its discretion.

The City of Superior makes no guarantee of any minimum or maximum amount of products/services to be procured.

**** SEE NEXT PAGE****

Part A: OSP Maintenance

1. **Testing and Routine Maintenance:** Contractor will be expected to visually inspect all City-owned fiber network (ConnectSuperior) within the City's Phase 1 project area monthly. Contractor will be required to provide a written report that identifies necessary and pending repair needs, both major and minor, and the estimated costs of those repairs. The City may direct the Contractor to visually inspect fiber enclosures and map the fiber within. Contractor will be required to create and produce documentation of all findings and test results.

While the City favors in-ground fiber placement and Phase 1 is entirely in-ground, there is potential for aerial placement in the future. Contractor will coordinate any pole owning utilities to complete pole transfers and replacements if necessary. The inspection shall identify any of the following but not limited to missing or damaged buried-cable markers, damaged or unsecured closure lids, significant areas of standing water near ducts and handholes, damaged splice enclosures, and sunken or damaged handholes. Conduct cleaning and dewatering of handholes/services box at least twice per year.

The inspections shall be conducted by not only drive-by patrols but also through inspections on foot when necessary for visual inspections of handholds, splice points, and any other areas deemed necessary by the City. If an immediate threat to the operation of the network or public safety is assessed, it shall be communicated to the City immediately and scheduled for repair. All other possible threats will be thoroughly documented and reported to the City within one (1) week of the discovery and should be completed during regular business hours.

Documentation of every inspection shall consist of the date of the inspection, exact location(s) and description of any issues identified, suggested remedy, digital pictures of all issues and areas of high potential for issues, and name of the person(s) performing the inspection. If an immediate threat is assessed and rectified, the Contractor shall provide a picture of the threat before repairs and after completion of the repair.

Repair services will be performed on a time and materials basis. Costs associated with the repair and paid by the Contractor for materials will be reimbursed as part of the invoicing process. Labor rates will be as specified in the price proposal and are billable upon arrival at the work site and end once the work has been completed at the site. Time spent on a repair shall be billed to the nearest quarter hour.

Repair services which resulted from negligence of the Contractor or Subcontractor shall be immediately remedied by the Contractor and at no cost to the City.

Documentation of every repair shall include the date of the repair, description of the original issue, description of the repair, digital pictures of the issue, both before and after the repair, names of the repair crew, and name of the supervisor who performed the final

inspection and verified repair.

In the event a fiber line is determined to be damaged to the point of no longer being viable for repair, the Contractor and the City shall mutually review available options (such as replace or remove) and develop a scope of work. Such scope of work will be approved in writing by the City and issued with a new or amended Work Order.

2. **Repair and Emergency Restoration:** Contractor shall provide both routine and emergency restoration and major repair services. Secure 24/7 on-call/standby repair team for immediate response in case of network failure. Upon receiving notification of a repair need, the Contractor shall dispatch crews to repair the problem within four hours of receiving notification. All services shall be properly documented. The Contractor agrees that during and after a public emergency, disaster, hurricane, flood, or acts of God, the City shall be given a high priority for all goods and services under this contract. The Contractor agrees to provide all goods and services to the City throughout the emergency/disaster at the terms, conditions, and prices as provided in this solicitation, and with a priority above, a preference over, sales to the private sector. The Contractor shall furnish a 24-hour phone number to the City in the event of such an emergency. Failure to provide the stated priority/preference during an emergency/disaster shall constitute breach of contract and make the Contractor subject to legal actions and other remedies as available. At a minimum, the Contractor shall be expected to perform the following:
 - a) Make any repair that requires immediate action, such as down cables and broken fiber. Work will include fiber splicing and testing, as necessary.
 - b) Coordinate with pole owning utilities and emergency responders required to be on scene during the repair.
 - c) Make available crews 24 hours a day, 365 days a year. Crews should be able to respond within 4 hours of notification of a repair and make necessary repairs within 12 hours of notification.
 - d) Submit revised as-built plan, test results, material consumption and other necessary documentation.
 - e) In the event that the Contractor detects, or has been made aware, that a third party is working or intends to work close to the network, Contractor shall but not limited to:
 - Inform the City as soon as possible for appropriate action.
 - Document the third-party name, route under risk, date/time, and expected action to take.
 - Report any damage by a third party.
3. **Work Product and Materials:** Contractor will be expected to make all repairs using materials comparable to those that make up the existing system. Currently, all City owned fiber is FusionLink RICT by Prysmian group (see spec sheet). Used fiber counts include: 24, 48, 96, 144, and 432. Contractor's work will be expected to be consistent with industry standards. Testing shall be done using an OTDR device. Testing will be considered complete when test results show signal losses within the fiber manufacturer's specifications. Contractor is required to maintain an inventory of materials to complete

routing maintenance and emergency repairs.

Contractor shall provide a three (3) month warranty from the date of permanent restoration during which time the Contractor shall remedy, free of charge, any failure, repair or restoration not caused by a new, identifiable incident.

4. **Invoicing:** Contractor is expected to provide accurate and timely invoicing. Invoices will be submitted within thirty (30) days of work performed. Invoices will contain all supporting documentation.
5. **Other Duties as Requested:** Contractor may be requested to provide and complete additional work items, not outlined in this RFP.

1.Fixed Price Deliverables:

Please provide a description and proposed prices for common billables, such as per splice cost, traffic control, etc.

Deliverable Description	Fixed Price
See Fixed Price Deliverable Sheet Attached	

2.Hourly Labor Rates:

Please provide hourly rates for each job class, such as foreman, and splicer, etc.

Service Category/Title of Positions	Hourly Rate
See Hourly Labor Rate Sheet Attached	
Materials Markup percentage	20 %

Part B: Drop and In-Premise Coordination and Installation

The City of Superior, Wisconsin (City) is constructing a new FTTP (Fiber-to-the Premise) network. Superior is a community in Northwestern Wisconsin covering ~45 square miles, with a population of ~26,751 residents. As of 2023, there are over 11,661 households. Outside plant construction of a pilot area of ~833 service endpoints, depicted below, is currently under contract. Construction began September 2024.



Figure 1 – Fiber Drop Locations

The Internet Protocol (IP) Core and Subscriber Access Equipment contract has been awarded but drops and in-premise coordination/installation are being bid out in this Part B. The bid for this Part B includes:

- Drops from the Multiport Service Terminal (MST) to the premise
- Customer “site survey” consisting of arranging and conducting a meeting with the premise owner to define:
 - Fiber drop demarcation point on the building
 - Potential impediments in the drop path
 - Installation details (path, costs for extra components, etc.)
 - In-premise installation of network access equipment/provisioning

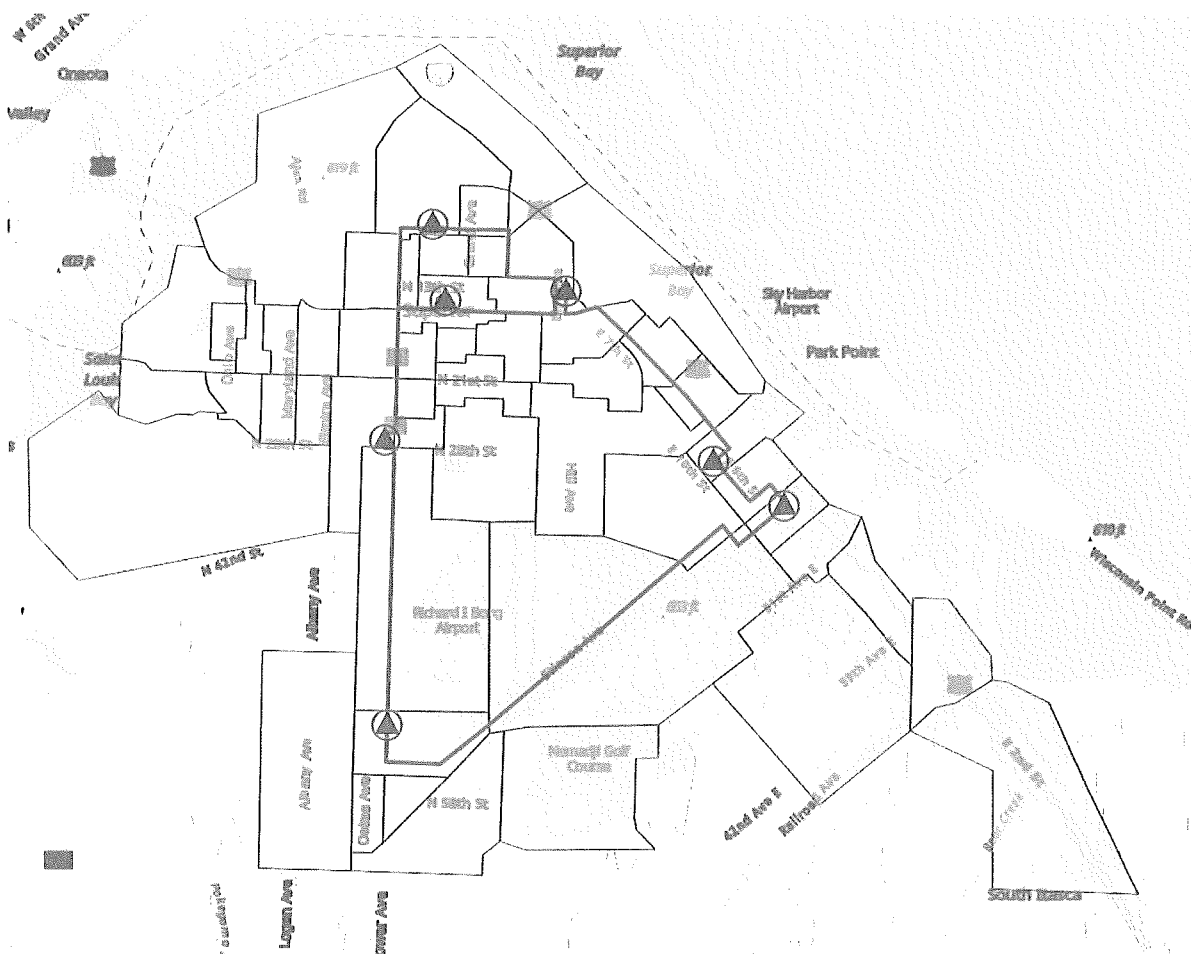


Figure 2 – City Wide Fiber Rings

Services offered by the ConnectSuperior network will eventually be available to all residential and business customers in the City. The preliminary service take-rate is planned at 43%, but a higher percentage of adoption is anticipated.

The first critical benchmark is provisioning between 150-300 customers on the network in 2025. The drop construction is primarily underground, with boring the preferred method - aerial will be used only when underground is not possible. Network access equipment is being provided by Nokia. Materials need to be included in this RFP response. In the construction bid for Phase 1 OSP construction, drops were not included as a bid item.

1. **Part B Project Description and Bid Page:**

The project in Part B portion is generally described as the drop construction, “site-survey” with premise owners to delineate the path for the drop, house demarcation and in-premise installation (provisioning).

For the purposes of service for Part B, the term “site survey” will be used to describe the process of meeting with the premise owners for determining path, possible path obstructions, house demarcation and provisioning details as described in this paragraph and section 1.2.2.

Drop Construction

The Bidder is asked to create and include a sample work plan for the installation of the typical components for a drop with their bid submittal.

LOCATIONS AND QUANTITIES OF DROPS

The ClosuresDrops-CS-Pilot_09122024.kmz provides a list of Service Drops and Splice Closures that serve them in included in the link at the beginning of this document. The Service Drop Fiber is 2ct Service Drop Fiber. The average distance for each drop is 160'.

The Bidder will provide the materials necessary for drops and installation. Nokia ONT is PROVIDED by the City.

PROPOSAL PRICING SUMMARY SHEET
Price Proposal Sheet A
Drop Construction and Installation Services

Bid Item #	Description	Unit	Estimated Quantities	Unit Price	Total Cost
1	Underground Installation	Each	333	2,000.00	666,000.00
2	No Access Truck Roll	Each	20	400.00	8,000.00
3	Site Survey	Each	333	500.00	166,500.00
4	Ethernet Extension	Foot	160	2.00	320.00
5	Installation Assistance	Hour	185	175.00	32,375.00
6	Splicing per drop (at Premise and at right of way)	Each	333	750.00	249,750.00
7	Site Survey & Administration Tasks	Each	333	145.00	48,285.00
TOTAL					\$ 1,172,235.00

MATERIAL FOR Inside ONT Installation

Bid Item #	Description	Unit	Estimated Quantities	Proposed Unit Price	Total Cost
8	TE WALL BOX INSIDE WALL BOX	Each	333	116.58	38,821.14
9	JRVDW001SCASCA003M FIBER RISER RUGGEDIZED I/O SM-EZ BEND CONNECTORS SC/APC 3 METERS	Each	333	20.35	6,776.55
10	JRVDW001SCASC A005M FIBER RISER RUGGEDIZED I/O SM-EZ BEND CONNECTORS SC/APC 5 METERS	Each	333	21.89	7,289.37
11	JRVDW001SCASCA0010M FIBER RISER RUGGEDIZED I/O SM-EZ BEND CONNECTORS SC/APC 10 METERS	Each	333	25.79	8,588.07
12	PR10013380273 FIBER DROP CORDAGE SMPLX I/O RISER RUG SM ULTRA BEND OFS INDOOR DROP 6562' REELS	Each	333	2.47	822.51

13	FITSCAPCS0C100 CONNECTOR SMF SC/APC 100 PER PACK – MECHANICAL SPLICE	Each	333	9.53	3,173.49
14	JRVDW001SCASCA003M FIBER RISER RUGGEDIZED I/O SM-EZ BEND CONNECTORS SC/APC 3 METERS	Each	333	20.35	6,776.55
15	JRVDW001SCASC005M FIBER RISER RUGGEDIZED I/O SM-EZ BEND CONNECTORS SC/APC 5 METERS	Each	333	21.89	7,289.67
TOTAL					\$ 79,537.05

Price Proposal Sheet B
Material Supply Services

Bid Item #	Description	Unit	Estimated Quantities	Proposed Unit Price	Total Cost
16	Drop Wire Clamp	Foot	333	1.18	392.94
17	Screw Clips	Each	333	.20	66.60
18	Drop Wire Hook (Rams Horn)	Each	333	.43	143.19
19	Tracer Wire	Each	333	.20	66.60
20	Ground Rod	Each	333	28.12	9,363.96
21	Ground Rod Clamp	Foot	333	3.19	1,062.27
22	¾" SCH 40 Grey Conduit/Sweep 90 (3' sections for house box transition)	Each	333	3.43	1,142.19
23	Fiber Jumper	Each	333	27.43	9,134.19
24	Network Interface Device (with molded logo to be provided by ConnectSuperior)	Each	333	.69	229.77
25	¾" SDR 13.5 Orange HDPE (expected 4 feet needed each drop)	Foot	1300	.21	273.00
TOTAL					\$21,874.71

Price Proposal Sheet C
Out of Scope Work Required by drop and installation crews

It should be assumed that some out of scope outside plant construction tasks may be required. Respondents are asked to provide a general hourly rate for a minimum crew to complete additional services needed. This hourly rate should include labor, vehicle and equipment costs for the crew. Add additional lines as needed. Trenching and plowing should be listed here with associated costs as alternative methods.

Please use the following table to define your pricing.

Description	Hourly Rate
Underground installation (Plow)	\$1000.00/Each
Underground Installation (Trench)	\$1500.00/Each
See Hourly Rate Sheet for all Out of Scope Hourly Work	

Please provide pricing for the following items. These items are for future installation of possible aerial fiber and the instances where a temporary surface fiber drop would be necessary.

Bid Item #	Description	Unit	Proposed Unit Price
26	Aerial service installation up to 100'	Each	\$500.00
27	Aerial service installation – Over 100'	Foot	\$5.00
28	Temporary Surface Fiber Drop	Each	\$500.00

Additional Scope Information:

1. Customer Interaction

It is of the utmost importance that anyone engaging with a ConnectSuperior customer or potential customer maintains the highest level of professionalism and that all participants in these interactions are safe. Contractor and employees will be expected to wear easily accessible identification stating they are contractors for ConnectSuperior.

ConnectSuperior has established a benchmark that between 300 – 400 customers will be provisioned on the network in 2025 - 2026. The network access equipment will be available and the OSP contractor has committed to this number. The drop contractor will need to commit to this number also (providing the connections are ready).

Any damages to customer or ConnectSuperior property caused by the drop contractor is the responsibility of the contractor to repair or compensate for the damages to the customer or ConnectSuperior. Contractor will be required to provide proof of insurance for these and other standard insurance requirements.

2. Customer Site Survey

ConnectSuperior will provide a list of the customers who have requested service. The selected contractor will be inside the home/business to help evaluate the best optical network terminal (ONT) location; then determine the optimal exterior path to that interior location. The Bidder should create a work plan for arranging a meeting with the premise owner to define the following:

- Demarcation point on the building
- Potential impediments in the drop path
- Installation details (path, costs for extra components, etc.)
- Site survey may include installing the external enclosure (i.e. clam shell); needs specified in the quote. The deliverables for this part of the project will be:
 - A site map recording the potential impediments in the yard – the format of the map will be left to the contractor, as long as the maps provide the necessary information in a way that can be easily interpreted by the installation teams
 - Customer signatures on the map and installation details
 - The site survey maps are to be collected and forwarded to ConnectSuperior in digital form
 - The demarcation point marked on the house (as shown in the map that is signed by the customer)
 - Installation requirements within the house (ONT location, etc.)
 - Number of connection outlets, etc.

3. Customer In-Premise Installation/Provisioning

The selected Bidder will also be responsible for the ONT installation/provisioning. The Bidder will make arrangements with the premise owner to install the ONT and provision the customer and perform the necessary steps to provide a complete installation and provisioning.

4. Sample Work Plan to be provided with bid

Part 1: Drops

Provide a description in your sample work plan of the approach proposed to accomplish the objectives outlined in the Scope of Services. Include a summary of the steps to be completed. For drop installation, please describe:

- Steps required to coordinate and install the conduit and drops
- Time needed for typical drop installations
- Method of drop installation

Winter Conditions:

Drop installation to include trenching, boring, or plowing may not be possible during the winter and early spring due to the following conditions:

1. Frozen ground and snow/ice ground cover.

Colder temperatures make the ground too hard to bury fiber. Snow and ice may make handholes inaccessible.

2. The ground is too wet.

Heavy precipitation from snow, melting snow and rain. When the soil is saturated, installing fiber optic drops below ground is not feasible. Burying fiber when the ground is too wet can upset lawns, flowerbeds, trees, and other vegetation. In addition, these conditions can also create unsafe conditions for installation crews.

Part 2: Customer Site Survey (bid item 7)

The selected Bidder will contact identified premise owner to arrange a meeting to determine the path for the drop, the demarcation point on the house and where the ONT needs to be installed in the house.

Please provide an example of your process for contacting homeowners in your sample work plan, following up with those who require multiple contacts and work samples of customer survey maps and sign-offs that you have done in the past.

Part 3: Customer Installation and Provisioning

The selected Bidder will contact the premise owner to arrange a meeting to do the installation and provisioning. Include a description of this process in your sample work plan.

5. Drop Construction Underground Path Creation

5.1 Horizontal Directional Drilling – Preferred method

Pricing shall include all costs incurred for potholes and restoration per the requirements listed in the municipal code and WI DNR technical standards 1059 and section 630 of the WISDOT standard specifications. Tracer wire will be placed for each drop to aid in the locate process later. Each drop will be placed at a depth of 9-12'' below the surface. Rocky ground is not anticipated, but if it is encountered, a Mandrel shall be pulled through all conduit sections to verify the integrity of inside wall of the conduit. Cobble and Solid Rock Adders are intended to be "incremental" or additional per foot charges to the base unit rate.

5.2 Trenching – Contractor to quote as out of scope work on Price Proposal C

Respondents should assume the use of standard trenching practices for a portion of the project. Pricing should include costs for restoration per the requirements listed in the municipal code, WI DNR technical standards 1059 and section 630 of the WISDOT standard specifications. Tracer wire will be placed in all trenched sections. Trench line shall be compacted in 1' lifts. Each trench will be backfilled and compacted. Cobble and solid rock adders will not apply to trenching efforts.

5.3 Plowing – contractor to quote as out of scope work on Price Proposal C

Respondents should assume the use of standard plowing practices for a portion of the project. Pricing should include costs for restoration per the requirements listed in the municipal code, WI DNR technical standards 1059 and section 630 of the WISDOT standard specifications. During plowing operations, a tracer wire shall be installed in each plowed section with tone verification for continuity. and solid rock adders will not apply to plowing efforts.

6. Technical Specifications

The Owner will be deploying a new FTTP System(s). This FTTP System(s) shall be capable of meeting the Owner requirements as required in this and the following sections.

It is the Owner's intent to use the FTTP system(s) for deployment to homes, business and City facilities throughout the community.

The Bidder shall construct network infrastructure that is Network Equipment Building System (NEBS) Level 3 compliant.

The Bidder shall detail equipment and construction that meets all Federal, State, and local codes to include but not limited to:

- FCC Regulations
- Building & Fire Codes

- National Electrical & Safety Codes
- City of Superior City Codes Compliance with all relevant ITU and IEEE standards.

DESIGN RESPONSIBILITIES

Drop path, impediments in premise property, demarcation and inside installation path and needs determined by the selected Bidder.

End design at the terminal. Provide line associating demarcation point with optical network terminal (ONT).

Permit submittal is handled by the City. As-Built – Redlines are entered into fiber management system through online portal submittal and finalized by the City.

7. Vendor Equipment Details

Nokia has been selected as the equipment vendor. The primary residential ONT model is Nokia ONT XS-010X, see Figure 5.

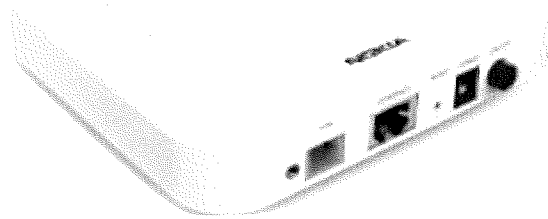


Figure 5 -

The Nokia ONT XS-010X-Q is designed for residential customer requirements and offers data services to the subscriber through FTTH or fiber to the premises (FTTP) applications. The Nokia ONT XS-010X-Q is an ONT suitable for indoor deployments and is compliant with ITU-T G.9807.1 supporting a line rate of 10 Gb/s upstream and 10 Gb/s downstream. With XGS-PON as the uplink interface, the XS-010X-Q is also compliant with the standard optical network unit (ONU) management and control interface (OMCI) definition. The XS010X-Q can be managed from a remote site using application management services (AMS) and supports the full range of fault, configuration, accounting, performance, and security (FCAPS) functions.

These units are to be placed internally in a central location conducive for successful use and wifi connection (route & wifi connection NOT responsibility of contractor)

Source - [nokia-ont-xs-010x-q-datasheet-en.pdf \(al-enterprise.com\)](#)

8. Ongoing Costs

Unless otherwise agreed, Contractor warrants that materials will be new, unused, of most current manufacture and not discontinued, will be free of defects in materials and workmanship, will be provided in accordance with manufacturer's standard warranty for at least two (2) years unless otherwise specified, and will perform in accordance with manufacturer's published specifications.

The City of Superior (ConnectSuperior) makes no representations, warranties, or guarantees that the information contained herein is accurate, complete, timely, or that such information accurately represents the conditions that would be encountered in pursuing the work or at the site(s) of work now or in the future. The furnishing of such information by ConnectSuperior shall not create or be deemed to create any obligation or liability upon it for any reason whatsoever and each Bidder, by submitting its proposal, expressly agrees that it has not relied upon the foregoing information, and that it shall not hold ConnectSuperior liable or responsible therefore in any manner whatsoever. Accordingly, nothing contained herein and no representation, statement or promise, of ConnectSuperior, its directors, officers, agents, representatives, or employees, oral or in writing, shall impair or limit the effect of the warranties of the Bidder required by this RFP and that it shall not hold ConnectSuperior liable or responsible therefore in any manner whatsoever.

SIGNATURE 
TITLE Mark Muller, President
COMPANY TelCom Construction, LLC
ADDRESS 2218 200th Street East, Clearwater, MN 55320
PHONE 320-558-9485
FAX 320-558-9486
E-MAIL ADDRESS bids@telcomconstruction.com

4. SUBCONTRACTORS AND SUPPLIERS LISTING -

Must be submitted with Bid.

Outside Plant Maintenance and Drop Services

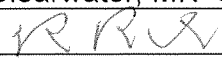
4.1 The undersigned agrees to employ the following listed **subcontractors** for the following enumerated classes of work and not to alter or add to such list without the written consent of the City of Superior, WI as per Wisconsin Statutes 66.0901 (7). (Use separate sheet as necessary.)

	<u>SUBCONTRACTOR</u>	<u>CLASS OF WORK</u>
1)	<u>Minnesota Communications, Inc.</u>	<u>Drops, plow, bore</u>
2)	<u>MAJ Underground Construction, LLC</u>	<u>Drops, plow, bore</u>
3)	<u>Imperial Communications, LLC</u>	<u>Drops, plow, bore</u>
4)	<u>Hanco Utilities, Inc.</u>	<u>Plow, bore, jetting</u>
5)	<u>WD Telecom, LLC</u>	<u>Drops, bore</u>

4.2 Following is a list of **suppliers** to be used on the above listed project. (Use separate sheet as necessary.)

	<u>SUPPLIER</u>	<u>TYPE OF SUPPLY</u>
1)	<u>Graybar Electric Company, Inc.</u>	<u>Telecom Material</u>
2)	<u>Millennium</u>	<u>Telecom Material</u>
3)	<u>_____</u>	<u>_____</u>
4)	<u>_____</u>	<u>_____</u>
5)	<u>_____</u>	<u>_____</u>

Number of years of experience or additional details of subcontractors, supplier or product may be requested for projects as deemed necessary by the City.

Submitted by: COMPANY TelCom Construction, LLC
ADDRESS 2218 200th Street East, Clearwater, MN 55320
COMPANY REPRESENTATIVE 
Mark Muller, President

SUBCONTRACTORS CONTINUED:

Subcontractor

Class of Work

Togstad Construction, LLC

Drops, plow, bore

IV Network Design, Inc

Drops, plow, bore, splicing, jetting

Wirecom Solutions, LLC

Splicing

Blink Cabling and IT, LLC

Drops, plow, bore, splicing

5. ADDENDA ACKNOWLEDGMENT (Must be submitted with Bid)

Outside Plant Maintenance and Drop Services

I/we hereby acknowledge receipt of the following addenda(s):

Addendum No. <u> 1 </u>	Dated <u>October 23, 2024</u>
Addendum No. <u> </u>	Dated <u> </u>
Addendum No. <u> </u>	Dated <u> </u>
Addendum No. <u> </u>	Dated <u> </u>

I/we further certify that no agreement has been entered into to prevent competition for said work and that I/we carefully examined the site where the work is to take place, and the plans, specifications, form of contract, bond and all other contract documents.

I/we further agree to enter into the contract, as provided in the contract documents, under all the terms, conditions and requirements of those documents.

* If no addenda were issued, the bidder shall so indicate and sign this document.

TelCom Construction, LLC

 Company *RM*

 Representative Signature Mark Muller, President
 10/25/2024

 Date

6. BID BOND -

Not applicable to this project.

7. BIDDER'S PROOF OF RESPONSIBILITY (Must be submitted with Bid)

Wisconsin Statutes Section 66.0901 (2) requires anyone submitting a bid to complete a sworn statement consisting of information relating to the financial ability, equipment, experience in the work prescribed in the public contract, and other matters that the municipality requires. The City of Superior shall properly evaluate the statement and shall find the maker of the statement either qualified or unqualified.

If the City is not satisfied with the sufficiency of the answers to the questionnaire and financial statement, it may reject the bid or disregard the same or require additional information.

The contents shall be confidential and may not be disclosed except upon the written order of the person furnishing the statement, for necessary use by the public body in qualifying the person, or in cases of actions against, or by, the person or municipality.

1. Name of bidder: TelCom Construction, LLC
2. Bidder's address: 2218 200th Street East, Clearwater, MN 55320
3. When organized: 5/30/2001
4. Where incorporated: Minnesota
5. How many years have you been engaged in the contracting business under the present firm name: 5 Years
6. Have you ever failed to complete any work awarded to you? No Yes
(If yes, please explain)
7. Have you ever defaulted on a contract? No Yes
(If yes, please explain.)
8. Have you ever been sued for services you provided? No Yes
(If yes, please explain.)
9. In the past three years, has your organization had at least a 25% interest, or has another corporation, partnership or other business entity operating in the construction industry controlled it? No Yes
(If yes, please attach a statement explaining the nature of the relationship.)
10. Has your or the controlling company ever been charged with or convicted of a violation of any wage schedule? (Section 66.0903 (12) d Wis Stats) No Yes
(If yes, please provide details, date, claimant, particulars of each instance.)
11. Has the applicant, any of its owners, a subsidiary or corporate parent, or any officer or director thereof; been convicted in the last three years of violating Section 133.01, Wisconsin Statutes (Unlawful Contracts; Conspiracies)? No Yes
(If yes, please provide details, date claimant, particulars of each incident, etc.)
12. Does your firm have a substance abuse policy that complies with Section 103.503 Wisconsin Statutes? No Yes
13. Does your firm possess all valid licenses, registrations and certifications required by federal, state, county or city law necessary for the work it seeks to perform?
No Yes
14. Has your organization had any type of business, contracting or trade license, certification or registration revoked or suspended in the last three years?
No Yes (If yes, please explain.)

- 15. Does your organization meet all bonding requirements as required by applicable law?
No _____ Yes X
- 16. Attach a list of the largest contracts completed by your firm, including kind of work and approximate cost.
- 17. Attach a statement of background and experience of the principal members of your personnel, including your officers.
- 18. Name, address and telephone numbers of a minimum of two (2) references of others whom you have performed similar work/services to in the past five (5) years.
- 19. Credit references - attach as applicable
- 20. Financial statement (net worth in excess of): \$ 5,310,000,000.00
- 21. Additional information may be submitted if desired. Attach separate sheets as necessary.

Company Name TelCom Construction, LLC

I, the below signed, attest all answers to the foregoing questions and all statements contained are true and correct.

Authorized Signature 

PRINT signature name and title Mark Muller, President

Subscribed and sworn to before me,
this 29th day of October, 2024

Amy Ireland
Notary Public

County of Stearns


My Commission Expires January 31, 2028



7a. Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion-Lower Tier Covered Transactions

This certification is required by the regulations implement Executive Order 12549, Debarment and Suspension, 7 CFR Part 3017, Section 3017.510, Participant's responsibilities. The regulations were published as Part IV of the January 30, 1989 Federal Register (pages 4722-4733). Copies of the regulations may be obtained by contacting the agency with which this transaction originated.

1. The Contractor certifies that, by submission of this proposal, that neither it nor its principals, or SubContractors:
 - a. Is presently debarred, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.
 - b. Have not within a three-year period preceding this date been convicted of or had a civil judgement rendered against you for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or Local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
 - c. Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or local) with commission of any of the offenses enumerated in paragraph 1(b) of this certification; and
 - d. Have not within a three-year period preceding this date had one or more public transactions (Federal, State or local) terminated for cause or default.
2. Where the Contractor is unable to certify to any of the statements in this certification, such Contractor shall attach an explanation to this proposal.

Signed: 
Print Name & Title: Mark Muller, President
Name of Organization: TelCom Construction, LLC
Date: 10/25/2024

8. AFFIDAVIT OF ORGANIZATION AND AUTHORITY

(Must be submitted with Bid)

STATE OF Minnesota)

) SS

COUNTY OF Stearns)

Mark Muller being duly sworn on oath deposes and states that the bidder on the attached bid proposal is organized as indicated below and that all statements herein made are made on behalf of such bidder and that this deponent is authorized to make them.

Complete Applicable Paragraphs:

1. CORPORATION

The bidder is a corporation organized and existing under the laws of the State of _____, its president is _____, its secretary is _____, and it does (does not) have a Corporate Seal. The president is authorized to sign construction contracts and bids for the company by action of its board of directors taken _____ a certified copy of which is hereto attached. (Strike out last sentence if not applicable.)

2. PARTNERSHIP

The bidder is a partnership consisting of _____ and _____ partners doing business under the name of: _____

3. SOLE TRADER

The bidder is an individual and if operating under a trade name, such trade name is: _____

4. LIMITED LIABILITY COMPANY

The undersigned is the President (title) of TelCom Construction, LLC Limited Liability Company organized and operated under the laws of the State of Minnesota.

5. ADDRESS

The business address and phone number of bidder is:
2218 200th Street East, Clearwater, MN 55320

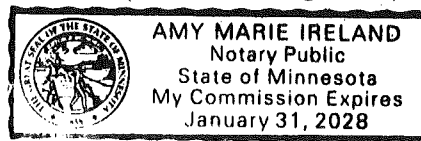
6. STATUTORY SWORN STATEMENT

Mark Muller also deposes and states that they have examined and carefully prepared this bid proposal from the plans and specifications and has checked the same in detail before submitting this proposal or bid, and that the statements contained herein are true and correct.

Mark Muller

(Authorized Signature)

Subscribed and sworn to before me,
this 24th day of October, 2024
Amy Ireland
Notary Public
County of Stearns



My Commission Expires January 31, 2028

9. AFFIDAVIT OF COMPLIANCE

(Must be submitted with bid from Contractor and each sub-contractor)

State of Minnesota)
) SS
County of Stearns)

I, Mark Muller, being duly sworn on oath, states as follows:
NAME OF CONTRACTOR/AGENT

1. That I am the contractor or agent of the contractor submitting a bid for
Outside Plant Maintenance and Drop Services; and
NAME OF PROJECT

2. That TelCom Construction, LLC is a responsible bidder and
NAME OF CONTRACTOR/COMPANY
meets the criteria set forth in Chapter 2, Article XII, Responsible Contractor Criteria,
City of Superior Ordinance #O20-4178 (attached hereto).

RRJ
SIGNATURE OF CONTRACTOR/AGENT

Mark Muller
PRINT NAME

President
TITLE

2218 200th Street East, Clearwater, MN 55320
ADDRESS

320-558-9485
PHONE

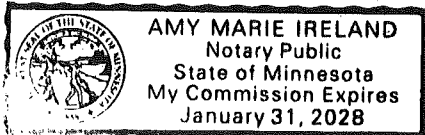
bids@telcomconstruction.com
E-MAIL

Subscribed and sworn to before me this 24th day of October, 2024.

Amy Ireland
SIGNATURE

Amy Ireland
PRINT NAME

My commission expires: January 31, 2028



ORDINANCE #O20-4178

**ORDINANCE INTRODUCED BY MAYOR JIM PAINE REPEALING SECTION 2,
ARTICLE XII PUBLIC WORKS PROJECTS AND RECREATING SECTION 2,
ARTICLE XII RESPONSIBLE CONTRACTOR CRITERIA**

The Common Council of the City of Superior, Wisconsin, does ordain as follows:

SECTION 1. Chapter 2, Article XII, Public Works Projects of the City Code of Ordinances is hereby repealed and recreated as follows:

ARTICLE XII. RESPONSIBLE CONTRACTOR CRITERIA

Section 2-468. Purpose. Pursuant to Wis. Stats. § 66.0901, whenever the city lets public work by contract, the contract must be awarded to the lowest qualified responsible contractor. What constitutes a qualified responsible contractor is a determination that requires the exercise of discretion by the city and its departments, officials or employees under reasonably consistent responsible contractor criteria when exercising its discretion.

Section 2 -469. Definitions. In this section, the following definitions shall apply.

“Contractor” means a person, corporation, partnership or any other business entity that performs work on a public works contract as a general contractor, prime contractor or subcontractor at any tier.

“Apprenticeship program” means an apprenticeship program that is currently approved by the U.S. Department of Labor or a state apprenticeship agency and has graduated apprentices to journeyman status for three years.

“Public works contract” means a contract for the construction, alteration, execution, repair, remodeling or improvement of a public work or building, where the contract is in excess of \$25,000 and is required to be bid pursuant to Wis. Stats. § 59.52(29).

“Qualified contractor (Bidder)” means a person, corporation, partnership or any other business entity that meets the requirements specified in this ordinance as well as the criteria specified in Wis. Stats. 16.855 (9m) (b) (1) (a & b)

Section 2-470 Responsible Contractor Criteria. In order to be a qualified responsible contractor for purposes of being awarded a public works contract, the contractor must meet the following criteria.

- a) The contractor maintains a permanent place of business.
- b) The contractor is authorized to do business in the State of Wisconsin.

- c) The contractor, or agent, partner, employee or officer of the contractor, is not debarred, suspended, proposed for debarment or declared ineligible from contracting with any unit of federal, state or local government.
- d) The contractor is in compliance with provisions of Section 2000e of Chapter 21, Title 42 of the United States Code and Federal Executive Order No. 11246 as amended by Executive Order No. 11375 (known as the Equal Opportunity Employer provisions).
- e) The contractor has general liability, workers' compensation, automobile insurance and unemployment insurance.
- f) The contractor has complied with all provisions of any prevailing wage laws and federal Davis-Bacon related Acts, and the rules and regulations therein, for projects undertaken by the contractor that are covered by these laws, for the past five (5) years.
- g) The contractor participates in an apprenticeship program as referred in section 2-46 9, if the contractor employs more than two (2) employees.
- h) The contractor has a written substance abuse prevention program meeting the requirements of Wis. Stat. §103.503.
- i) The employees who will perform work on the project are properly classified as employees or independent contractors under all applicable state and federal laws.
- j) The contractor has not been the subject to any investigation, order or judgement regarding the construction industry from a state or federal agency or court concerning an employment practice, including but not limited to, classification of employees, unemployment insurance, discrimination or payroll fraud. If the contractor has been the subject of any of the aforementioned, the contractor must provide copies of the investigation, order or judgement and may be disqualified.
- k) The contractor's employees who will perform work on the project are:
 - 1) Covered under a current workers' compensation policy; and properly classified under such policy.
 - 2) Covered under a current health insurance policy as required by federal or state law.
- l) The contractor possesses all applicable professional and trade licenses required for performing the public works.
- m) The contractor has adequate financial resources to complete the public works contract, as well as all other work the bidder is presently under contract to complete.
- n) The contractor is bondable for the terms of the proposed public works contract.

- o) The contractor has a record of meeting the criteria which will be considered in determining satisfactory completion of projects and may include, but are not limited to:
 - 1) Completion of contracts in accordance with drawings and specifications;
 - 2) Diligent execution of the work and completed contracts according to the established time schedules unless extensions are granted by the owner; and
 - 3) Fulfilled guarantee requirements of the contract documents.
- p) The contractor has, and diligently maintains, a written safety program.

Section 2-471. No Restriction on Discretion. If information other than what was disclosed by the contractor in section 2-470 is discovered by the city or the department, official or employee responsible for awarding the public works contract, and such information calls into question the contractor's abilities or competence to faithfully and responsibly comply with the terms of a public works contract, that information shall be considered in determining whether the contractor is a qualified responsible contractor.

Section 2-472. Affidavit of Compliance.

In the event a construction management company is to administer the said contract with general contractors, prime contractors or subcontractors of any tier, the construction management firm shall ensure all the rules and regulations contained in this Responsible Contractors Ordinance are followed by all contractors of any tier.

The general, prime contractor, or sub-contractor of any tier bidding on a public works project must include in its sealed bid:

- a) **Its own affidavit swearing compliance with the criteria set forth in section 2-470 on the form required by city; and**
- b) An affidavit swearing compliance with the criteria set forth in section 2-470 on the form required by the city from every subcontractor at any tier who will perform work on the project.

Failure to submit the required affidavit, or providing incorrect, false, or misleading information may disqualify the contractor's bid.

SECTION 2. All ordinances and parts of ordinances conflicting with this ordinance are hereby repealed.

SECTION 3. This ordinance shall be in full force and effect from and after its passage and publication.

1. Fixed Price Deliverables:	
Deliverable Description	Fixed Price
Walk Out Visual Inspection of fiber plant in Phase 1 Project area includes written report (per each)	\$24,000.00
Visually inspect fiber enclosures, map the fiber within, and provide documentation (per each enclosure)	\$750.00
Pole Analysis and coordination (per each pole)	\$250.00
OTDR Testing (per each fiber)	\$10.00
Fiber Splicing (per each fiber)	\$55.00
Splice pit 4x6x4 (no shoring or sloping required) (per each pit)	\$1,800.00
Hand hole replacement (per each)	\$2,500.00
Fiber placement (per foot)	\$2.00
Fiber removal (per foot)	\$1.00
Traffic Control (incremental pass through + 10% markup when approved by city)	\$1.00

2. Hourly Labor Rates:	
Service Category/Title of positions	Hourly Rate
Directional Bore 3 Person Crew (Including necessary equipment & tools) - Normal Hours	\$561.06
Directional Bore 3 Person Crew (Including necessary equipment & tools) - Outside Normal Hours	\$729.37
Laborer 1 Person Crew, truck and associated hand tools, Normal Hours	\$123.48
Laborer 1 Person Crew, truck and associated hand tools, Outside Normal Hours	\$160.52
Aerial Placing 3 Person Crew (Including necessary equipment & tools) - Normal Hours	\$401.66
Aerial Placing 3 Person Crew (Including necessary equipment & tools) - Outside Normal Hours	\$522.17
Dig Crew 2 Person Crew (Including necessary equipment & tools) - Normal Hours	\$296.32
Dig Crew 2 Person Crew (Including necessary equipment & tools) - Outside Normal Hours	\$385.21
Vacuum Excavation 2 Person Crew (Including necessary equipment & tools) - Normal Hours	\$417.04
Vacuum Excavation 2 Person Crew (Including necessary equipment & tools) - Outside Normal Hours	\$542.15
Landscape 1 Person Crew (Including necessary equipment & tools) - Normal Hours	\$118.51
Landscape 1 Person Crew (Including necessary equipment & tools) - Outside Normal Hours	\$154.06
Fiber Splicer (Including necessary equipment & tools) - Normal Hours	\$163.39
Fiber Splicer (Including necessary equipment & tools) - Outside Normal Hours	\$212.41
Traffic Control/Flagger 2 Person Crew (Including necessary equipment & tools) - Normal Hours	\$194.57
Traffic Control/Flagger 2 Person Crew (Including necessary equipment & tools) - Outside Normal Hours	\$252.94
Foreman/Machine Operator/Working Leader, Normal Hours	\$112.72
Foreman/Machine Operator/Working Leader, Outside Normal Hours	\$169.07
Laborer, Normal Hours	\$89.77
Laborer, Outside Normal Hours	\$134.66
Flagger w/ 2 way radio, Normal Hours	\$100.61
Flagger w/ 2 way radio, Outside Normal Hours	\$150.92
Lineman - with Tools, Normal Hours	\$104.69
Lineman - with Tools, Outside Normal Hours	\$157.03
Fiber Splicer - with Tools, Normal Hours	\$122.64
Fiber Splicer - with Tools, Outside Normal Hours	\$183.96
Air compressor w/ hose & tools	\$23.95
Backhoe, Extend-a-hoe w/ trailer	\$65.72
Directional Boring Equipment	\$162.92
Excavator - Mini - All sizes/types	\$48.01
Generator - up to 10KW	\$28.73
Pole or Cable Trailer	\$19.55
Scissor lift / person lift up to & including 28'	\$64.36
Shoring, Hydraulic Per Eight Foot Section	\$10.98
Steel plate to cover excavation up to 5' X 10'	\$20.58
Trailer - over 20' length	\$30.88
Trailer - up to & including 20' length	\$15.90
Truck - up to 1 ton	\$37.80
Truck - 1 1/2 ton to 2 ton	\$45.61
Truck - aerial lift - up to 40' max	\$80.04
Truck - dump, 9 - 14 yards	\$99.30
Truck - dump, up to 8 yards	\$63.20
Truck - vacuum (potholing) Large	\$118.18
Truck, tractor & semi lowbed - all sizes	\$107.53



Registered Name: TelCom Construction, LLC
2218 200th Street East,
Clearwater, MN 55320
www.telcomconstruction.com

Key Contacts:

Justin Westrum, Operations Director, 612-590-4345 justin.westrum@telcomconstruction.com

Mike Gillette, Senior Vice President, 612-968-3357 michael.gillette@telcomconstruction.com

If awarded – other key contacts will be provided.

History:

See attached Vendor Service Qualifications and Capabilities

Proposed Schedule

Once the contract award takes place October 29th, 2024, TelCom will be able to utilize our existing footprint in Duluth, MN to service this contract. TelCom currently has 5 in-house underground crews, as well as a wealth of subcontractors in and around the Duluth and Superior Area.



TelCom will use our existing corporate and local resources, and management to implement our normal Project Management Program as described below. These processes have allowed for much greater 'Speed to Market' for both TelCom and our customers.

-TelCom Corporate Oversight:

TelCom assigns a Program Manager to work with City of Superior and our Operational Leadership from inception (pre-contract) through completion of the program. This provides a common thread in the form of a Program Manager who is intimately familiar with City of Superior's business needs and strategy. This role is responsible for establishing the program framework in alignment with contractual commitments and City of Superior expectations.

A TelCom Program Controls Manager will work with the In-Market team to establish the communication channels to capture all of the appropriate data from the point of service, into our overall Program Plan and out to City of Superior in an excel format with the content that is tailored to meet City of Superior's specific reporting needs.

-TelCom In-Market PMO:

The In-Market PMO team consists of Project Managers who manage scope, schedule, resources, risk and change with a "boots on the ground" approach. TelCom Project Managers are in the market with our Operations personnel working hand-in-glove to ensure that reporting is timely and accurate. This positions TelCom to better mitigate risk through a pro-active management approach by being located at the point of service.

The In-Market PMO team also has accountability for bridging the gap between Engineering and Construction in regard to permitting. Our Permit Management personnel pro-actively communicate permit requirements and status amongst all stakeholders.

The PMO Controls team who reside in the market are Reporting Analysts that work closely with Operations Clerks to capture the data that is critical to the success of the overall program plan. Having these personnel in the market allows TelCom to better serve City of Superior through streamlined reporting efforts, allowing faster identification of potential procedural issues that lend to an opportunity for continuous process improvement.

Our Quality Team also resides within our In-Market PMO team. The QC Manager and Inspectors will inspect 100% of all final work. They will also be responsible for auditing all construction jobs and performing routine training with all stakeholders on City of Superior's standards and specifications.

TelCom In-Market Operational Excellence:

The Executive Leadership within TelCom Construction brings decades of experience in managing the delivery of quality engineering and construction services to the telecommunications industry. Our teams dedicated to City of Superior have experience that is specific to this market. Our personnel dedicated to the City of Superior program have long standing relationships with the stakeholders in the Minnesota markets. This level of trust is earned over time and allows for operational efficiencies with navigating the local jurisdictional landscape in an expedient manner.

-Communications

Our web-based proprietary management programs are useful tools to accumulate important job status and roadblock information. Each of our management team members are equipped with laptops, tablets and/or smart mobile devices, as well as traditional mobile communication devices. This enables them to update critical information for timely reporting status and progress of each phase of completion. Access to these systems can be granted to our customers and other stakeholders for ready access to the most up to date information. This approach has improved coordination between construction groups and stakeholders.

Our systems track progress against schedules, identify roadblocks, and monitor customer communications. Given our long-term focus on serving telecommunications companies, we have extensive experience in Project Reporting systems jointly designed with our telecommunications customers. Together with our customers, we have been through multiple system upgrades from mainframe systems through today's web-based applications. Our Project Reporting systems have been continually tailored to the needs of individual customers so that they can streamline their internal administrative processes. For some customers our proprietary tracking and billing system is seamlessly integrated into the work order issuance and tracking, work print generation, material reporting, and accounts payable modules of the customer's information technology systems. For other customers, we track and report weekly and monthly production totals against scheduled targets. In several instances, we provide mechanized as built drawings which can be seamlessly posted into the customer's records system. We will work with City of Superior to identify opportunities to increase efficiency, improve communication flow, and simplify administrative flow through mechanized processes.

We will monitor and control our Project Reporting systems at the regional and corporate level. Information flow into the systems will be managed locally where it can be most effective and cost efficient. This local ownership of the data allows for quick resolution on issues such as identification and resolution of roadblocks that impact scheduling, as well as day-to-day stakeholder coordination. Integration of customer communications with actual crew data can enable root cause analysis of customer issues and minimize disruptions. Finally, no single process can better impact costs through scale economies than mechanized reporting as crucial information can be widely disseminated at very low incremental costs.

-Reporting Systems

We provide project information systems at the local project level through web-based and client server applications. In addition, we have extensive experience as pioneers in the deployment of wireless dispatch systems and the use of GPS positioning technology for streamlined management of mobile employees. These systems allow for real time control over projects and empower local management to make quick informed decisions. At the same time, the same information is available at the regional and corporate levels within TelCom so as to ensure that local management is making thorough use of the information available. This data is also continuously analyzed and mined for insights into cost saving and productivity improvement opportunities as well as schedule compliance. Roadblocks are identified and addressed proactively.

-Performance Management and Reporting

TelCom utilizes field reports to gather the latest information from the field and to feed status reports and schedules on a regular basis. We use field data, executive dashboards, as well as other mechanisms to constantly monitor actual results with the forecast to identify trends before they become issues.

Performance management essentially defines all elements involved with our proven program management approach. TelCom's approach is based on accountability and common goals for all parties involved in the execution of a major project. We will launch this program with outstanding program management controls plan that will track all commitments made. TelCom will assign specific tasks to our superintendents, foremen, vendors and subcontractors that will be involved.

Our system will flag forthcoming delivery milestones and record actual vs. committed deadlines. We will trend the performance of specific organizations and their respective managers who have a role in the project. In cases where a lack of luster performance is demonstrated, we will quickly take action to mitigate the issue. TelCom will also encourage the project team to employ initiatives that will provide positive performance results. We will clearly define important performance criteria for the project and establish common deliverable goals.



TelCom Maintenance Process

- 1) TelCom Construction LLC is awarded Contract from the City of Superior.
- 2) We will perform initial walk through of entire Phase 1 route within first two weeks of contract awarded.
- 3) We will provide a schedule to city of when we will be doing the monthly walk through.
- 4) We will provide the city with all emergency contact information in case of emergency work.
- 5) We will be on standby and ready to go for emergency work.



TelCom Drops Process

- 1) TelCom Construction LLC is awarded Contract from the City of Superior.
- 2) We will request an initial meeting with the city and engineering company to review customers requesting fiber service.
- 3) We will reach out via phone and email to customers requesting service and set up appropriate times to meet at their residence to create the drop work plan.
- 4) We will focus on coordinating multiple drops in one area but considering how small the overall area is, there will be plenty of flexibility to meet the schedules of homeowners and crews.
- 5) We will start meeting with customers within the first two weeks of the contract being awarded.
- 6) Once a work plan is signed off with the homeowner and the city accepts the plan it will be issued to one of our crews for placement.
- 7) Our crew will call in a locate ticket and begin work once all existing utilities are marked and everything is 100% ready to go (preferred method to install will be boring).
- 8) A separate install crew will do the ONT work inside the house once the outside work is complete.
- 9) A separate splicing crew will do all splicing functions once ready.
- 10) We will turn the drop over to city for turn up.
- 11) Time from initial site survey to drop completed is estimated to be less then 30 days.

Survey Performed By: Ent S.

Overview

Survey Performed Date: 10/22/2024

Narrative:

From existing Ped with MST, bore 132" to south wall of house. Place NID on South Wall. Then run TSP Cabling to entertainment center and install ONT.

Order #: ASCD12345

Address: 1902

City: Superior

State: VT

Distance of Install: 132'

Demarc Point on Building: South Wall

Homeowner Signature: [Signature]

Homeowner Name: John Doe

Homeowner Phone #: 555-555-5555

All Contact Info: N/A

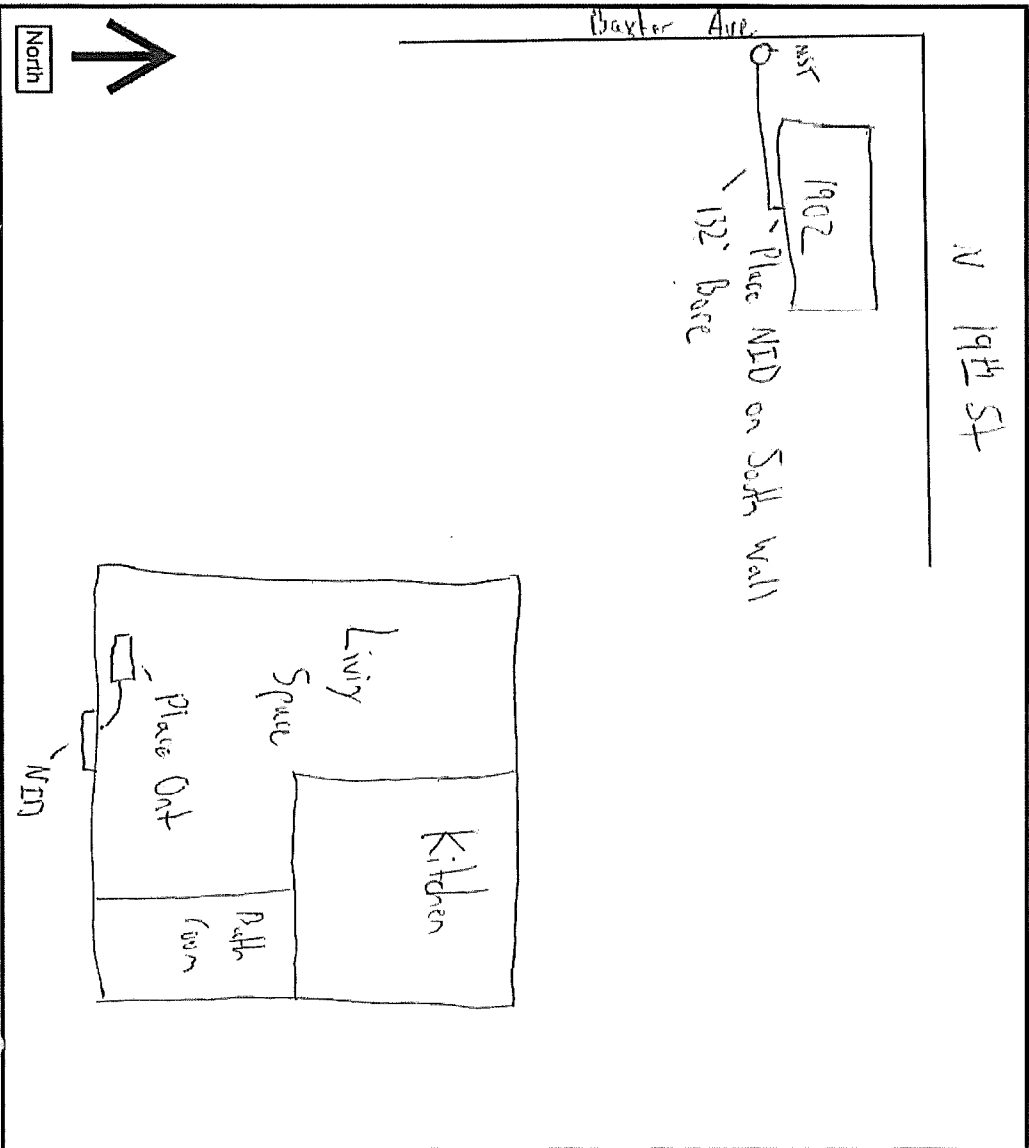
-Notes: Needs 24 hr heads up so he can be home

Well/Septic or City Water?: City Water

Sprinklers?: Yes

Invisible Fence?: No

Are there any other utilities or conflicts that we should be aware of?: N/A





Survey Performed By:

Overview

Survey Performed Date:

Narrative:

Order #:

Address:

City:

State:

Distance of Install

Dmarc Point on Building :

Homeowner Signature:

Homeowner Name:

Homeowner Phone #:

Alt Contact Info:

-Notes:

Well/Septic or City Water?:

Sprinklers?:

Invisible Fence?:

Are there any other utilities or conflicts that we should be aware of?



North



REFERENCES:

Customer Name	Contact Name	Contact Phone Number	Contact Email	Description
Gardonville Cooperative Association 800 Central Ave. N., Brandon, MN 56315	Dave Wolf	320-524-2211	dewolf@gardonville.net	OSP Construction 75 miles of FTTH in 2021 and 70 miles in 2022
Albany Mutual Telephone Association 131 6th Street, Albany, MN 56307	Randy Klasen	320-845-2101	randy.klasen@albanytel.net	OSP Construction - Ongoing
IMON Communications 101 3rd Ave SW Cedar Rapids, IA 52404	Scott Stimart	319-298-6484	Scott.Stimart@imon.net	OSP Construction 275 mile fiber project in 2022
Valley Telecommunications Cooperative 102 Main Street, Herreid, SD 57632	Jeff Symens	605-437-2615	Jeff.s@valleytel.coop	OSP Construction 750 miles of FTTH in 2021 and 700 miles in 2022
City of Waukesha 201 Delafield Street, Waukesha, WI 53188	Jeffrey Hernke	262-524-3592	jhernke@waukesha-wi.gov	Fiber Connection in 2023
Sauk County 505 Broadway, Baraboo, WI 53913	Phil Raab	608-963-7516	phil.raab@saukcountywi.gov	Fiber Relocate in 2024



CREDIT REFERENCES

ACCOUNT NAME **TELCOM CONSTRUCTION LLC**

ADDRESS (PHYSICAL) **2218 200th Street E.**
(MAILING) **P.O. BOX 189**

CITY **Clearwater** STATE **MN** ZIP **55320-0189**

PHONE **320-558-9485** FAX **320-558-9486**

PRINCIPALS **MARK MULLER, PRESIDENT**

STARTED BUSINESS **2001** Fed ID # **41-2007261**

AP CONTACT: **DEB POZORSKI** APINVOICES@TELCOMCONSTRUCTION.COM

TRADE REF:

1) HOLT MOTORS	PHONE 320 286-2176
ADDRESS P.O. BOX 910	FAX 320 286-2091
CITY COKATO STATE MN	ZIP 55321
EMAIL: <u>katekeith@lundeenford.com</u>	CUST.# 110580
2) DITCH WITCH OF MN & IA INC	PHONE 952-445-3066
ADDRESS 12826 EMERY WAY	FAX 952-445-0035
CITY SHAKOPEE STATE MN	ZIP 55379
EMAIL: <u>TERRIP@DWMN.COM</u>	ACCT# TELCO001
3) FS3	PHONE 320-274-7223
ADDRESS P.O. BOX 989	FAX 320-274-7205
CITY ANNANDALE STATE MN	ZIP 55302
EMAIL: <u>laurie@FS3inc.biz</u> or	<u>marty@fs3inc.biz</u>
	ACCT # NOT LISTED ON INV
4) GRAYBAR	PHONE 763-898-5644
ADDRESS 12437 COLLECTIONS CENTER	FAX 763-898-5650
CITY CHICAGO STATE IL	ZIP 60693
EMAIL: <u>beatrice.hamshari@graybar.com</u>	ACCT# 104003

MAJOR PROJECTS PERFORMED

Arvig Telephone Company

(TDS Telecommunications, LLC)
Prime Contractor, 56 miles of OSP construction
under master agreement.

Pequot Lakes, MN

P.O. Box 628490 Middleton, WI 53562

Ralph DiMartino, (608) 558-8564

Customer Since: 2011

\$4,500,00.00 - 4 Year Contract

Albany Mutual Telephone Association

Prime Contractor, 400 miles rural & town build.

Albany, MN

131 6th Street, Albany, MN 56307

Randy Klasen, (320) 845-4800

Customer Since: 2013

\$50,000.00

Benton Cooperative Telephone Company

Prime Contractor, 85 miles
under master agreement.

Minnesota

2220 125th Street Rice, MN 56367

Cheryl Scapanski, (320) 393-2115

Customer Since: 2014

\$1,800,000.00 - 2 Year Contract

Gardonville Cooperative Telephone

Prime Contractor, 75 miles of FTTH in
2021 and 70 miles in 2022.

Alexandria, MN

106 Central Ave N. Brandon, MN 56315

Dave Wolf, (320) 524-2211

Customer Since: 2015

\$1,200,465.00

Consolidated Communications

Enterprise Services, Inc.

Prime Contractor, OSP construction
under master agreement.

Minnesota & Iowa

121 South 17th St. Matoon, IL 61938

Scott Dunbar, (218) 740-6193

Customer Since: 2016

\$18,000,000.00 - 3 Year Contract

Valley Telecommunications Cooperative

Prime Contractor, 750 miles of FTTH in 2021
and 700 miles in 2022.

*Arlington, DeSmet, Flandreau, Lake Preston,
Volga Exchanges, SD*

102 Main Street P.O. Box 7 Herreid, SD 57632

Jeff Symons, (701) 226-2155

Customer Since: 2021

\$10,570,196.00

Red River Rural Telephone Association

Prime Contractor, 38 miles of OSP construction.

Wahpeton, ND

510 Broadway, Abercombie, ND 58001

Tom Steinolfson, (701) 553-8234

Customer Since: 2021

\$1,397,830.00

IMON Communications, LLC

Prime Contractor, 275 Mile fiber project under
master agreement.

Iowa

1013 3rd Ave SW,

Suite 400 Cedar Rapids, IA 52404

Scott C. Stimart, (319) 360-5638

Customer Since: 2022

\$22,154,160.0 - 2 Year Contract

Daktel Communications, LLC

Prime Contractor, 254 miles of OSP construction.

Jamestown, ND

604 18th Street SW Jamestown, ND 58401

Keith Larson, (701) 652-3184

Year(s): 2020-2021

\$2,108,783.00

Consolidated Telecommunications Company (CTC)

Prime Contractor, 90 miles fiber to the home
directional drill, plow, trenching and splicing.

Minnesota

1102 Madison Street, P.O. Box 972

Brainerd, MN 56401

Kristi Westbrook, CEO

Year(s): 2015-2020

\$1,895,000.00

West River Cooperative Telephone Company

Prime Contractor, 26 mile FTTH project.

Solen/Fort Yates, ND

P.O. Box 39 Bison, SD 57628

Jerry Reisenaner, General Manager

(605) 244-5213

Year(s): 2015-2017

\$2,744,591.00

OUR LEADERSHIP

MARK MULLER

President

Prior Experience: Founder of TelCom Construction. Executive, Utility Construction, Safety & Risk

39 YEARS
OF RELEVANT
EXPERIENCE

DAVE RANTASHA

Senior Vice President

Prior Experience: Gas, Utility, Telecom, Utility Construction, Safety & Risk

46 YEARS
OF RELEVANT
EXPERIENCE

MIKE GILLETTE

Senior Vice President

Prior Experience: Gas, Utility, Telecom, Utility Construction, Safety & Risk

31 YEARS
OF RELEVANT
EXPERIENCE

ROD ELMS

Vice President

Prior Experience: Gas, Utility, Telecom, Utility Construction, Safety & Risk

36 YEARS
OF RELEVANT
EXPERIENCE

SCOTT HACKER

Contract Administrator

Prior Experience: Utility Contract, Engineering and Construction Management

28 YEARS
OF RELEVANT
EXPERIENCE

MIKE BRUNNER

Corporate Controller

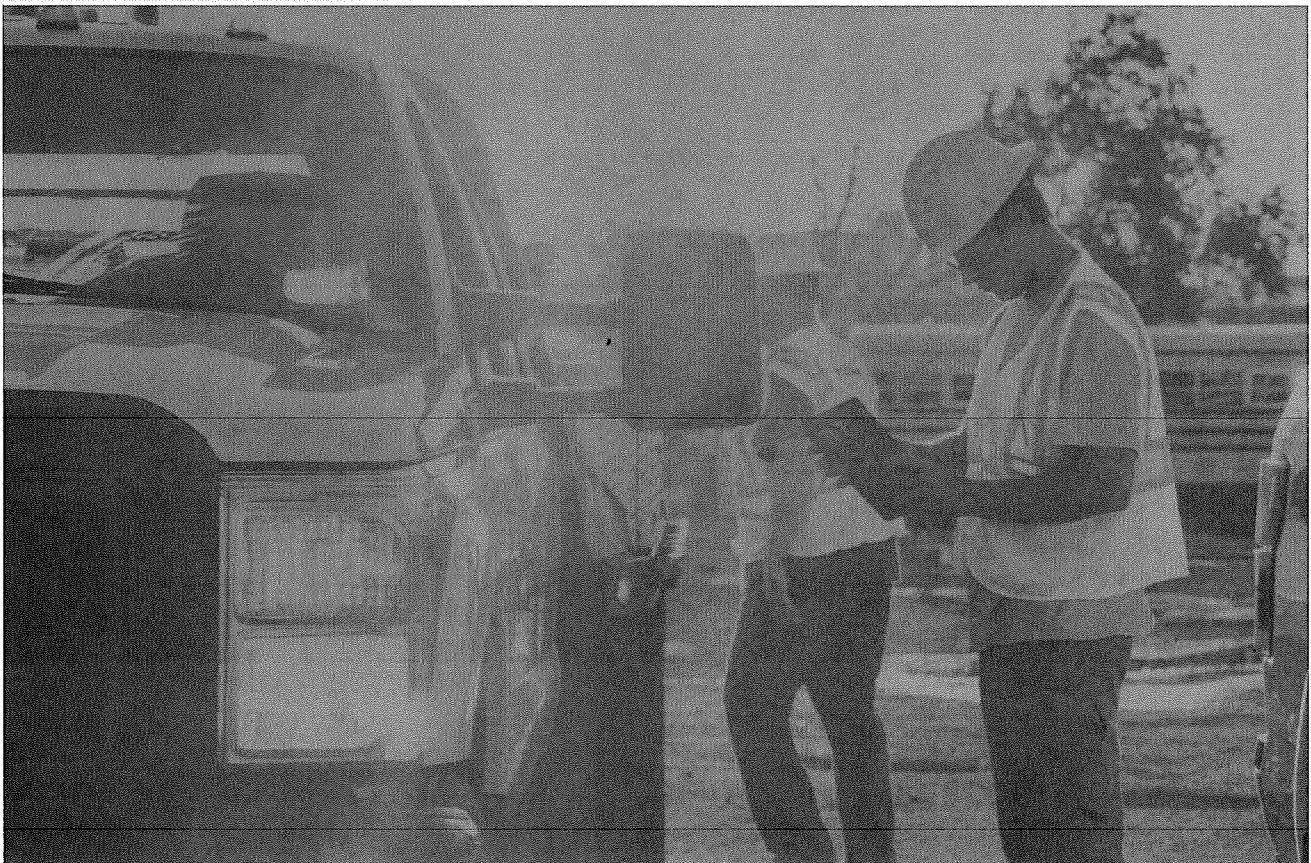
Prior Experience: Finance Nash Finch

30 YEARS
OF RELEVANT
EXPERIENCE





VENDOR SERVICE QUALIFICATIONS **AND CAPABILITIES**



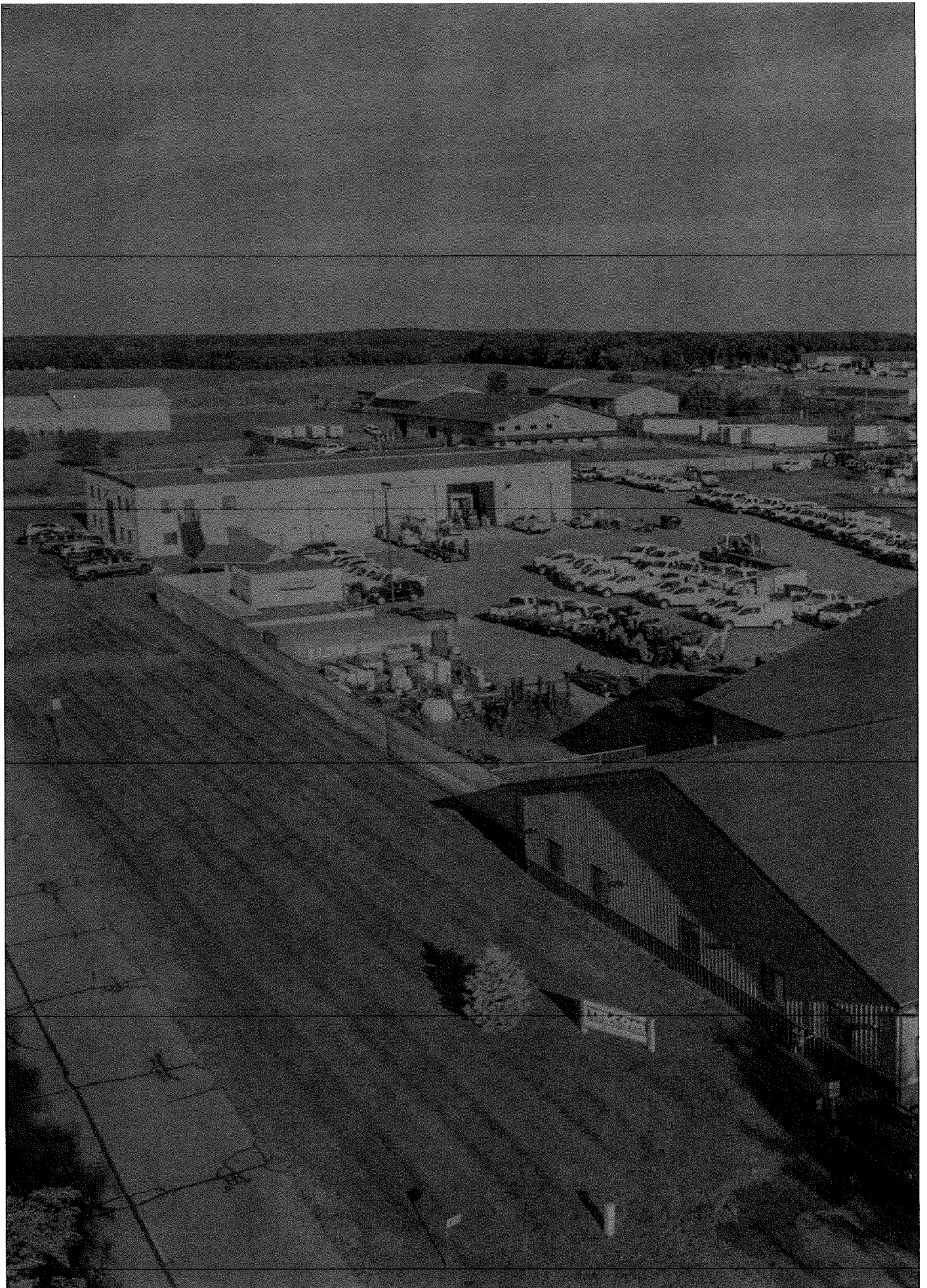
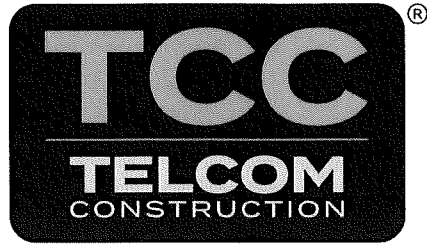


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LETTER OF INTRODUCTION

TelCom Construction, LLC ("TelCom") is a specialized contractor providing construction and maintenance services to telecommunications providers throughout the United States. TelCom prides itself in being self-performing and turn-key, offering a wide range of services, including underground, aerial and wireless construction, project management, installation, and splicing.

TelCom is headquartered in Clearwater, Minnesota, with over a dozen offices and hundreds of professionals located throughout the Central and Southwestern United States. Since its establishment in 2000, TelCom has built an impressive client portfolio by developing and embracing a true partnership approach with its customers and creating unique solutions to meet the customer's individual project goals and objectives.

2218 200th Street East
Clearwater, MN 55320

Phone: (320) 558-9485
Fax: (320) 558-9486



MISSION / VISION / VALUES

MISSION

Serve customers skillfully. Deliver results with discipline.
Accountable in all we do.

VISION

To connect America.

VALUES



PEOPLE

Our people are at the heart of everything we do. They are our most important resource. Every day, we strive to create and maintain a healthy environment in which they can grow their skills, work collaboratively, and deliver high quality services to our customers.



SAFETY

An instinctually safe culture is our goal, ensuring our teams, and everyone who comes in contact with our work, gets home safely each day. Integrity: We hold ourselves accountable to one another and treat others with respect. We are honest, forthright, and ethical in the work we perform and deliver every day.



INNOVATION

We continually challenge ourselves to improve our performance and solve problems, driving innovation, informed but unconstrained by our past experiences.



CUSTOMERS

Customers are at the forefront of everything we do. By understanding their needs and exceeding their expectations, we strive to be valued partners, delivering the high quality our customers require and building enduring relationships.

TELCOM CONSTRUCTION

TelCom Construction, LLC. is a nationwide, self-performing, turnkey service provider. Our customers include wireless and wireline cable/telco providers and power companies. With over 24 years experience, 20+ office locations across the United States and with a workforce of 1000+ professionals, plus managing an additional 500 work partners. TelCom is a "preferred" vendor to providers both large and small.

Since its inception, TelCom has built an impressive client portfolio by developing and embracing a true partnership approach with its customers. Our solid and involved management team has years of experience in the telecommunications industry; and our multi-disciplinary staff consists of planners, business professionals, construction managers, financial analysts and partners. Together we develop strategic implementation programs, creating unique solutions to meet the individual project goals and objectives of our clients. TelCom Construction, Inc. is well capitalized and capable of completing even the largest

and most complex projects, from large urban metro areas to the most rural locations. Our corporate headquarters is located in Clearwater MN. TelCom provides professional services to both the private and public sector, and our model of execution provides for superior quality service, ensuring all required project tasks are completed as expected through a constant process of addressing important customer issues, adjusting as needed and improving where necessary. Our goal is to create an ideal environment for the most successful project outcome possible.



COMPANY OVERVIEW

We have accomplished our goals and objectives by adhering to the highest professional standards; while simultaneously challenging the constraints of expectations. As a result, TelCom Construction began as—and has consistently remained—an innovative leader in the telecommunications industry. As your business needs expand, TelCom is positioned to provide the leadership, resources and experience needed for the successful implementation and completion of your communication technology projects.

TelCom Construction Services

- ✓ Cable and Fiber Installation services

- ✓ Fiber engineering

- ✓ Wireline & Wireless Construction

- ✓ Cable Reclamation

- ✓ Aerial Construction

- ✓ Underground Construction

- ✓ Fiber Splicing/Testing

- ✓ Copper Splicing

- ✓ RUS/ARRA Funded Projects

- ✓ MSA/Service Agreements

- ✓ Power/Gas/Wind Distribution services

- ✓ Emergency Services


- ✓ Fiber back haul


- ✓ Project management


- ✓ Material Procurement/Warehousing and logistics





OUR REACH


 24 year history of providing wireline & wireless services


 Fully funded, "well capitalized" and significant bonding capabilities

 Self-Performing Service model with "In-House" Resources

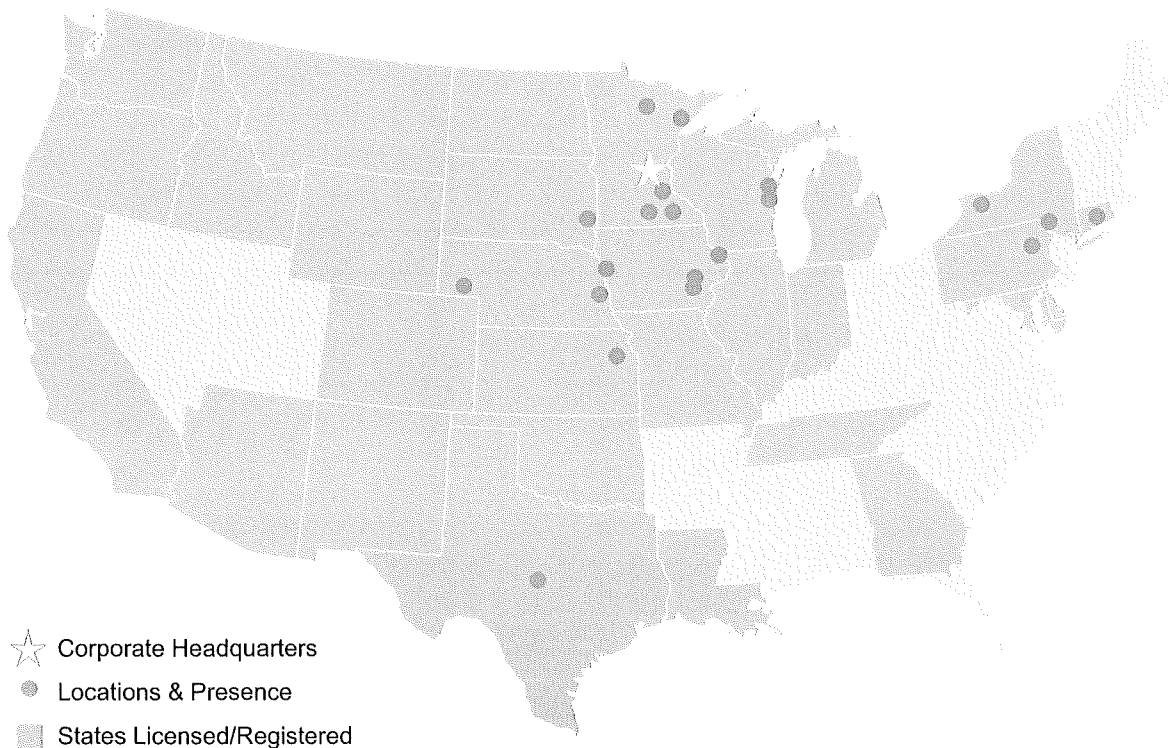
 Experienced senior management team with a combined 300 years of leadership

 Market presence reaching over 30+ markets across the United States

 Workforce of over 1000+ professionals, plus managing and additional 500 work partners.

 TelCom Founder and CEO remains active in day-to-day management of the business

“ TelCom has your needs covered from Metro to Rural and everything in between. ”



CONTACT INFORMATION



**MARK
MULLER**

President
612-282-8579
mark.muller@telcomconstruction.com



**DAVE
RANTASHA**

Senior Vice President
612-282-8594
david.rantasha@telcomconstruction.com



**MIKE
GILLETTE**

Senior Vice President
612-968-3357
michael.gillette@telcomconstruction.com



**ROD
ELMS**

Vice President
602-826-7435
rodney.elms@telcomconstruction.com



**SCOTT
HACKER**

Contract Administrator
320-248-4322
contracts@telcomconstruction.com



**MIKE
BRUNNER**

Corporate Controller
218-280-7706
michael.brunner@telcomconstruction.com



RANGE OF CAPABILITIES

Through years of industry-leading dedication, TelCom has remained above the competition, providing a wide variety of self-performing services to multiple industries. Our expansive portfolio of work includes the construction of over 100,000 fiber route miles, we've managed and executed extensive fiber to cell projects—including the subsequent maintenance and support of these systems—a compliment to our core services of designing, building and maintaining wireline and wireless networks. Our customers range from Fortune 500 companies to Rural Telephone Co-Ops to City, County, State and Federal Agencies. Regardless of who the customer is and/or how large or small the project is, TelCom Construction specializes in connecting the Wireless and Wireline worlds.

We have a workforce of over 1000+ professionals, plus and additional 500 work partners who have "hands" on experience to support every type of commercial, terrestrial communication network used in North America. Together our team of experts have supported the needs of almost every major wireline & wireless companies in the United States.

TelCom is a stable and informative force for our clients from project inception to conclusion. It has been this repeated ability of TelCom to provide only the best array of talent to those who partner with us, ensuring a successful and productive conclusion to your business objectives

Client

- ✓ Wireline
- ✓ Fiber operators
- ✓ Power Companies
- ✓ Government
- ✓ Homeland security
- ✓ Cable operators
- ✓ Enterprise clients
- ✓ Tower companies
- ✓ Local Exchange Carriers



CONSTRUCTION SERVICES

WIRELINE CONSTRUCTION DELIVERABLES

With over 100,000 route miles built network deployments is our strength! We take a different approach than most firms our approach is to DO the physical construction rather than just manage it. This self-performing model makes us decidedly unique—in a sea of a look alike construction firms, TelCom is the “self-performing” leader. We select our construction teams and manage them closely for maximum efficiency, maintaining high standards. In addition, our ability to plan, execute and manage large-scale projects is well documented. We provide 7/24 support to the nations largest Telco’s and during peak construction we deploy over 300 miles of fiber network per month TelCom maintains a dedicated construction team in all our estimating markets to coordinate directly with the project team and has

full responsibility for overseeing and ensuring the success of all construction activities.

Constructability assessment: TelCom visits and reviews selected sites for constructability, analyzing cost, feasibility, access concerns, structural qualities and utilities planning prior to breaking ground.

Building Permit Package: TelCom will prepare a design package to be included with the submittal of building permit applications to local municipalities.

Building Permit Filing & Expediting: We will file and expedite all applicable building permit applications.

Market Construction Staffing

- Pre-planning/ implementation
- Site maps/directions to site
- Schedule performance
- Cost control/labor productivity
- Quality performance
- Schedule and manage subcontractors
- Labor relations
- Cost and schedule control
- Material control
- Orientation and training
- Inspections/compliance



Field Engineer

- Develop and monitor detailed construction plan including manpower and equipment needs
- Assist with subcontractor negotiations and administration
- Building permit application support
- Quality control reports to ensure evidence of inspections and successful test completion
- Self-sufficient contractor site



Construction Office Staffing

- Implementation of new hire physicals, drug testing, safety training and enforcement
- Site foreman/tower foreman coordinate the site labors and required equipment
- Office manager correspondence, purchasing, material receiving, accounts payable and payroll/labor hour tracking
- Other staff, as needed
- In-house personnel/office support personnel



Additional Construction Services

- Fiber Splicing
- Copper Splicing
- In-Home Installations
- Cable Reclamation
- Bridge Attachment
- Road access
- Utility trenching
- Logistics Services
- Warehouse/kitting services
- Re-supply of commodity materials
- Pre-fabrication of assemblies
- Major equipment deliveries

CONSTRUCTION SERVICES

Turn-Key Construction: Inclusive of drop bury services in conjunction with our turnkey construction process, TelCom manages and expedites the installation of BSW service.

Project Management & Reporting: TelCom oversees and manages all phases of the construction process, and on a routine (weekly/ monthly) basis will issue a project status report providing an overall snapshot including budget, schedule and a forecast of upcoming critical issues. This report will also serve as chronological documentation for the project.

Additional construction services TelCom provides include:

- **Construction Specification**—Develop construction specifications for the project.
- **Cost Estimates**—Site-specific cost estimates based on site acquisition data, A&E designs and construction.

- **Punch List**—Records of non-conformance items detected during the build, all to be rectified prior to final date.

- **As-Builts**—As-built documents to record final site construction arrangements.

- **Site Acceptance**—Following completion of all punch list items and as-built documents, our customer formally reviews and officially accepts the site.

We provide the leadership, resources and experience needed for the successful completion of your construction project, and will deliver in a manner.



CONSTRUCTION SERVICES

CABLE AND FIBER SERVICES

Telcom Construction has the experience, people and equipment to handle any underground or aerial project you may have, large or small, Metro or Rural, from a few feet to projects going.

We specialize in providing turnkey solutions for telco and coax construction, engineering and installation needs, focused on creating a bridge between the wireline and wireless industries. Offering cost effective design and installation services in conformity with the latest industry standards, our technicians have worked for a diverse group of commercial customers and are committed to exceeding our customers' expectations to ensure every project is handled with professionalism and care. With every project we:

Conduct a thorough site survey prior to cable placement—The purpose of a site survey is to recognize circumstances or locations in need of special attention, for example physical hazards such as high temperatures. Additionally, building code regulations, like the National Electric Code (NEC) must be considered. If there are issues

regarding local building codes or regulations, TelCom assures they will be addressed prior to project start.

Develop a cable pulling plan—A cable pulling plan should communicate the considerations noted during the site survey to the installation team including logistics of cable equipment, location of intermediate access points, splice locations and specific responsibilities of member of the cable and fiber field installation project management team.

Follow proper procedures— Our knowledgeable technicians follow all appropriate steps to ensure project safety compliance and success.

Document the installation— Cable pre- and post-installation test data will be recorded in an orderly and logical fashion to ensure future trouble shooting and upgrading will be simplified. TelCom's reputation for professionalism and excellence has been obtained through trusted relationships with our valued customers. We would like to provide you with that service as well.

Additional Core Asset Offerings for the Fiber and Cable Industries

- ILECs/CLECs
- Urban/Rural
- Fiber backhaul implementations
- Project management/Site development and maintenance
- Outside plant construction (OSP)
- Inside plant construction (ISP)
- Fiber fusion splicing and testing
- Copper Splicing
- Full documentation and engineering
- Testing and certification
- Emergency fiber/coax repair
- Upgrade/rebuild construction
- Coax splicing and activation
- System audit and maintenance



PROJECT MANAGEMENT

With extensive experience managing large network deployments on both a national and regional basis, and we have developed proven processes for managing network engineering, specifying and procuring equipment, construction services and commissioning of complex infrastructure projects.

Our project management tracking processes—in place to launch and manage all types of wireline communication projects—are developed, adjusted and monitored in-house, so every person throughout the organization is both trained and familiar with the steps we put into place to ensure the success of our work. Through these established processes we are able to customize our full menu of turn-key services per project; thereby enhancing our abilities to effectively and accurately develop a solution that is tailored to your individual needs and objectives.

Our procurement and material handling approach provides necessary accountability of materials and equipment to support construction of project sites. We utilize a Procurement System to maintain all data in one, central database from which purchasing intelligence and supplier data management activities will be performed. This approach serves to encompass complete project processes, and facilitates the actions deemed necessary for the successful execution of total materials management and control.

We maintain a dedicated Construction Manager (CM) in all markets to coordinate directly with the Project Manager, Site Acquisition Manager, Engineers, Material Managers and Construction crews. The CM has full responsibility for overseeing and ensuring the success of all construction activities, and publishes weekly status reports on the progress of the build-out.



PROJECT MANAGEMENT

Our primary decision criteria as to when we utilize internal labor resources versus subcontractor craft resources is determined by schedule performance, project scope and skill set needs. Our objective is to achieve all schedule dates with certainty; our focus during the construction phase is safety, quality and schedule.

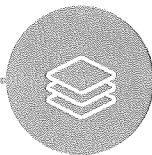
We are not distracted by layers of subcontracting administration, multiple bid walk cycles, bidder's conferences, bid analysis and contract negotiations. We focus on moving forward to put

sites on air. With project managers located nationally, we have tremendous depth of both local and regional expertise and resources; and our team has an intellectual database of experience spanning every discipline. Project Management is a distinct, core competency and is not an "add on" service provided only in specific locations—designed to bring only the most credible and reliable wealth of information and resources to your next wire-line construction project.



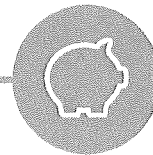
PROJECT MANAGEMENT

- Conduct planning meetings
- Provide oversight and coordination of all scope activities
- Prepare market-level program instructions
- Prepare field instructions
- Maintain market site development schedule
- Perform all market accounting functions



QUALITY CONTROL

- Provide and implement quality assurance/quality control programs
- Implement revision controls
- Establish work authorization procedures



PROGRESS/ FINANCIAL

- Update, track and monitor progress in accordance with project schedule
- Prepare progress reports
- Establish, update and track information databases

WAREHOUSE & LOGISTICS


TelCom provides configured solutions to our customers, applying our warehousing expertise to ensure maximum efficiency and productivity. Our warehousing practices are centered on the goal of timely and cost effective order fulfillment; and our warehousing capabilities allow you to feel secure knowing your products arrive, are checked, organized and prepared to be delivered as needed.

TelComs' combined field office locations allow for over 100,000 square feet of space that are fully secured and designed for one purpose—the expeditious and accurate handling of our clients' warehousing needs.

From varying quantities to special order shipping and handling requests, our expertly trained staff will fulfill your orders accurately and expeditiously. All orders are double-checked prior to shipping, and our procurement and material handling

approach provides the necessary accountability of materials and tools to support your project objectives. TelCom will utilize its Procurement System to maintain all procurement data in one, central database from which purchasing intelligence and supplier data management activities will be performed. This approach encompasses complete project processes and facilities deemed necessary for the successful execution of total materials management and control activities.

Our nationwide service offering is designed to optimize your project performance by providing a local point-of-presence, increasing speed to market, lowering your costs, reducing lead times and increasing your inventory visibility for better decision support. Allow TelCom Construction's experience to provide an organized warehousing strategy that increases efficiencies while putting your mind at ease.

Warehousing and Distribution	
Material Handling	
Web-Enabled Inventory Tracking	
Site Kitting	
3rd Party Material Sourcing & Processing	
Delivery	
De-Commissioning	
Pre-Assembly and Testing	
Rack and Stack	
System Testing	

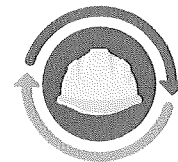
SAFETY MANAGEMENT

Safety and Health (“S&H”) programs developed and implemented by TelCom produce results, as our projects have consistently generated accident statistics below the national average for construction—as reported by the Bureau of Labor Statistics. In addition, our safety expertise enables us to deliver cost, quality and schedule goals to our clients through better risk management and a safer workplace.

TelCom places the highest priority on the well-being of its employees and subcontractors during the execution of work. Accident prevention involves not only personal safety, but also many other factors affecting the progress and efficiency of a project, such as condition of equipment, materials storage, vehicle control and fire prevention.

TelCom Construction’s goal is to provide comprehensive and pro-active solutions for incorporating safe operational methods and strong safety consciousness to our employees, supervisors, subcontractors and material suppliers. The TelCom Safety Committee—in conjunction with Senior Management—is responsible for developing and implementing the TelCom S&H Program, and providing the most current and appropriate guidance and support to the Field Management team through company, project and facility S&H training and audit programs.

Additional safety measures include accident investigations; hazard analysis; labor/management S&H programs; OSHA Training; industrial hygiene surveys; drug-free workplace programs; and project insurance program administration.



HEADWAY™
Your connection to safety excellence

SAFETY MANAGEMENT

TelCom expects all employees and subcontractors to fulfill this commitment by striving to achieve a “100% accident free” performance each day based on four key elements:

- ✓ Management commitment and leadership

- ✓ Employee commitment and participation

- ✓ The belief that all accidents are preventable

- ✓ Execution of prevention-based safety programs



OUR COMMITMENT

- Safe and efficient work execution
- Maintain a safe work environment
- The safety and welfare of all employees and the public



THE TELCOM SAFETY COMMITTEE

- Provides S&H advice to all levels of the organization
- Ensures technical S&H resources are available and continuously updated
- Establishes and maintains S&H training requirements and programs
- Requires and monitors implementation of the S&H Program
- Continually assesses hazards and amends work execution plans
- Ensures S&H audits and assessments are conducted and corrective actions implemented
- Monitors and disseminates information on S&H regulatory requirements
- Supports emergency response plans and procedures
- Supports incident reporting and investigation
- Measures and communicates S&H performance
- Monitors and assesses subcontractor S&H performance

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MIKE BRUNNER

Corporate Controller

Prior Experience: Finance Nash Finch

30 YEARS
OF RELEVANT
EXPERIENCE



Date: January 1, 2024

RE: 2024 Bidder's Qualifications

Dear Sir or Madam,

TelCom Construction is pleased to provide our 2024 Bidder's Qualifications. We are delighted to leverage our company's operations and experience in building RUS fiber and power line networks and appreciate your consideration.

TelCom Construction, LLC. is a self-performing, turn-key provider of Wireline Engineering, Design and Construction services with significant experience in the design/build of telecommunications projects. With our national foot print and a work force of over 1000+ experienced professionals we are committed to demonstrating the necessary values and governing principles to assure trust from our employees, vendors and subcontractors. The following response was developed with the goal to establish significant time and cost savings to you.

The Highlights of our capabilities include:

- **LOCAL Single point of contact** and accountability for all services;
- **LOCAL Project teams** dedicated and focused solely on this project;
- **LOCAL Rapid response** regarding "time to market";
- **LOCAL Immediate and up-to-date** site deliverables and project controls via our proprietary systems.

Our company has built over 100,000 route miles of FTTP/x network and has the capacity to support over 1MM feet of underground fiber placement per month. TelCom Construction has the experience, people and equipment to handle any type of construction project you may have, large or small, rural or metropolitan environment. We have completed projects from a few hundred feet to those going hundreds of miles.

Please do not hesitate to contact us directly with further questions. Thank you—in advance—for your time and continued consideration of TelCom Construction, LLC.

Sincerely,

Mark Muller
President
TelCom Construction, LLC.
telcomconstruction.com

MAJOR PROJECTS PERFORMED

Arvig Telephone Company

(TDS Telecommunications, LLC)
Prime Contractor, 56 miles of OSP construction
under master agreement.
Pequot Lakes, MN
P.O. Box 628490 Middleton, WI 53562
Ralph DiMartino, (608) 558-8564
Customer Since: 2011

Albany Mutual Telephone Association

Prime Contractor, 400 miles rural & town build.
Albany, MN
131 6th Street, Albany, MN 56307
Randy Klasen, (320) 845-4800
Customer Since: 2013

Benton Cooperative Telephone Company

Prime Contractor, 85 miles
under master agreement.
Minnesota
2220 125th Street Rice, MN 56367
Cheryl Scapanski, (320) 393-2115
Customer Since: 2014

Gardonville Cooperative Telephone

Prime Contractor, 75 miles of FTTH in
2021 and 70 miles in 2022.
Alexandria, MN
106 Central Ave N. Brandon, MN 56315
Dave Wolf, (320) 524-2211
Customer Since: 2015

Consolidated Communications Enterprise Services, Inc.

Prime Contractor, OSP construction
under master agreement.
Minnesota & Iowa
121 South 17th St. Mattoon, IL 61938
Scott Dunbar, (218) 740-6193
Customer Since: 2016

Valley Telecommunications Cooperative

Prime Contractor, 750 miles of FTTH in 2021,
700 miles in 2022 and 118 miles in 2023.
*Arlington, DeSmet, Flandreau, Lake Preston,
Volga Exchanges, SD*
102 Main Street P.O. Box 7 Herreid, SD 57632
Jeff Symons, (701) 226-2155
Customer Since: 2021

Red River Rural Telephone Association

Prime Contractor, 38 miles of OSP construction.
Wahpeton, ND
510 Broadway, Abercombie, ND 58001
Tom Steinolfson, (701) 553-8234
Customer Since: 2021

IMON Communications, LLC

Prime Contractor, 275 Mile fiber project under
master agreement.
Iowa
1013 3rd Ave SW,
Suite 400 Cedar Rapids, IA 52404
Scott C. Stimart, (319) 360-5638
Customer Since: 2022

Consolidated Telecommunications Company (CTC)

Prime Contractor, 90 miles fiber to the home
directional drill, plow, trenching and splicing.
Minnesota
1102 Madison Street, P.O. Box 972
Brainerd, MN 56401
Kristi Westbrook, CEO
Year(s): 2015-2020

West River Cooperative Telephone Company

Prime Contractor, 26 mile FTTH project.
Solen/Fort Yates, ND
P.O. Box 39 Bison, SD 57628
Jerry Reisenaner, General Manager
(605) 244-5213
Year(s): 2015-2017

City of Waukesha

Prime Contractor, 1.5 Miles pulling through existi
ng conduit.
Waukesha, WI
201 Delafield Street Waukesha, WI 53188
Jeffrey Hernke (262) 524-3592
Customer Since: 2023

City of Plymouth

Prime Contractor, 3 miles, 80% Aerial, 20%
Underground
Plymouth, WI
128 Smith Street Plymouth, WI 53073
David Augustin, (920) 893-1471
Customer Since: 2023

2024 EQUIPMENT LIST

EQUIPMENT		QUANTITY
Air Compressors		29
Max Sneaker		16
Skid Steer		62
Trenchers		26
Backhoes		25
Crawler Dozers		11
Plows	Up to 20,000#	13
Plows	Over 20,000#	18
Plows	Over 55,000#	5
Rock Saw		2
Rock Drills		0
Directional Drills		45
Mud Vacuum with Trailers		36
Reel Trailer		71
Larson Reel Trailers		25
Excavators	Large	5
Excavators	Medium Duty	4
Mini excavators		51
Trailers	Up to 12,000#	100
Trailers	Over 12,000#	50
Dump Trailers		41
Enclosed Trailers		23
Vans		5
Bucket Trucks		36
Trucks	1/2 ton	60
Trucks	3/4 ton	70
Trucks	1 ton	76
Trucks	2 1/2 ton	28
Enclosed Trucks		14
Bore Trucks		41
Semi Trucks		19
Vac Trucks		6
Auto/Compact Pickups		17



CONCLUSION

As a nationwide, full turn-key service provider to the Telecommunication & Power industries TelCom Construction built its reputation through years of precise work performed by our dedicated and multi-disciplinary staff. We have maintained this reputation through an unparalleled and reliable baseline of respect towards the people we serve, taking quality to another level.

Our collaborative and tight group of professionals share a common and adhered to philosophy—trust is earned; never assumed. By fostering a partnership approach, we have risen above our competition and exceeded expectations placed before us, measuring success upon satisfaction from clients who entrusted their business objectives to us.

TelCom provides best-in-class construction, installation and design solutions for all industries.

Whether a copper, fiber-optic or wireless solution is needed, we are capable of designing and building a network which can meet the needs of your application and budget. Our goal is to continuously exceed our customers' expectations as we've become the trusted source for many wireline & wireless carriers, local governments, schools and businesses.

We are pleased to present our statement of capabilities for your review and consideration. For projects entrusted to us we will bring together unsurpassed local market knowledge, our team's abilities to self perform key services, and financial stability—all to ensure TelCom as the ideal choice for telecommunication services.

TelCom looks forward to becoming your trusted partner.

