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Paul D. Gearheart
President

John C. Schmoldt
Vice President

11/27/2024

Inter Mountain Cable, Inc. ("IMC"), is qualified to expand broadband infrastructure to unserved and underserved locations, including unserved community anchor institutions in Virginia under the BEAD Program. All the BSLs IMC is evaluating for BEAD applications are in Buchanan and Wise counties.

Inter Mountain Cable, Inc (IMC) is a competitive local exchange carrier (CLEC) operating in Buchanan and Wise Counties in Virginia, another six counties in Kentucky, and has operations in Mingo County, West Virginia. IMC has been providing services since 1965 and began providing broadband service in 2004, shortly after IMC became a CLEC in 2000. IMC's current broadband network infrastructure is comprised of coaxial cable and fiber facilities. IMC currently serves 17,155 broadband customers via 842 miles of fiber plant. The proposed BEAD project areas are anticipated to be slightly smaller in scope and scale than recent projects and can be easily engineered, constructed, and operational within the 5 years allowable for infrastructure deployment under the BEAD program. The addition of the BEAD project areas is well within IMC's current capability and IMC will work with contractors to complete the proposed project. IMC's current core data infrastructure is sufficient to handle the additional customers without an increase in capacity.

IMC has a history of successfully planning, constructing, and delivering broadband service. The successful deployment of the existing fiber network, currently capable of offering speeds of up to 1 Gig symmetrical, is directly attributed to the knowledge and experience of IMC's broadband management team. It is this same team that will be responsible for the deployment of the fiber network in the proposed BEAD project areas.

The IMC key management team includes:

Paul D Gearheart, IMC President, has been working in telecom since 1971. Mr. Gearheart will review adherence to the project budget, monitor progress in the construction schedule, monitor drawdowns, monitor the subscription levels as the deployment is completed, oversee marketing to project area residents, compare projected and actual revenues and operating expenses, monitor cash flow, monitor customer service demand and response, evaluate customer Help Desk use and company response speed and effectiveness, monitor network system capacity and reliability, analyze overall network capacity, and plan strategically for continued network growth.

John Schmoldt, IMC Vice President, has over 39 years' experience with IMC, starting part time in 1985 tracking physical inventory of cable system households throughout Southeast Kentucky and Southwest Virginia and updating system plant records. He has held various titles since then, including Serviceman, Station Manager, Central Office Switch Technician, Office Supervisor, and Billing Supervisor. Mr. Schmoldt was named Director of Operations of the entire operation of Gearheart Communications Company, Inc. and IMC November 1, 2002, and became Vice President in 2015.

James Campbell, IMC Chief Financial Officer, attended Eastern Kentucky University where he graduated with a BBA in May 1981 and an MBA in 1982. Mr. Campbell has over 25 years' experience with IMC. Mr. Campbell has managed fiber construction projects including the completion of a 30-mile route in eastern Kentucky and a 20-mile route from Winchester to Lexington, KY where Inter Mountains' network operations center is located. He has increased Inter Mountain Cable's subscribers and revenue by 300% through acquisitions and guided the company through rate regulation by local franchising authorities.

Roy Harlow, IMC Outside Plant Manager, has been with Inter Mountain Cable for 42 years and currently serves as the Outside Plant Manager and the OSP Superintendent. He is responsible for the engineering and design of IMC's broadband network and supervises the upgrades of IMC's plant which includes fiber, coax, and extensions. Mr.

Harlow is current on all OSP training through Scientific Atlanta and holds a degree from Mayo State Technical College.

IMC's key management has been planning, constructing, operating, and managing fiber networks since 2004 and now manages the multi-state system network with geographically redundant links. IMC's current core data infrastructure is sufficient to handle the additional customers without an increase in capacity. IMC has 79 employees working in various executive, network, accounting, customer service, and billing capacities to provide voice, broadband, and video services. The company also has expertise in marketing, public relations, finance activity, and operations support system and business support system (OSS/BSS) functions associated with providing outstanding service to their customers.

Additionally, IMC's affiliate company, Gearheart Communications, Inc., shares resources—in operations, finance, marketing, regulatory—ensuring that the right person and process is in place for all project requirements. The expertise required for future funding for all monitoring, reporting, and regulatory submissions as required by the BEAD broadband infrastructure program is in place at IMC. IMC has self-funded most of the construction of the existing 842-mile fiber broadband network and has completed each project segment within the timeline provided to ownership. The BEAD LOI for the projects in Buchanan and Wise counties, as awarded, will be successful as a result of IMC's preplanning combined with existing project management processes to ensure timely completion of the projects within budget.

Attachment: List of counties and cities that IMC may apply to service with broadband under this LOI for the BEAD program:

1. Buchanan County
 - a. Cities in Buchanan County: 1) Big Rock, 2) Grundy, 3) Pilgrim's Knob, 4) Vansant, and 5) Whitewood.
2. Wise County
 - a. Cities in Wise County: 1) Appalachia, 2) Big Stone Gap, 3) Coeburn, 4) East Stone Gap, 5) Pound, 6) Stonega, and 7) Wise.

Sincerely,



James O. Campbell, CPA
Chief Financial Officer