

From: Joel Brick <joel@interlakeswireless.com>

Sent: Saturday, April 30, 2022 4:19 PM

To: Waldner, Mike <Mike.Waldner@state.sd.us>; Nelson, Chris <Chris.Nelson@state.sd.us>

Subject: [EXT] Saturday April 30

Hello Mike and Chris;

You've both known me for a long time. I respect you both so very much as true professionals and good friends. I know you understand my frustrations and my recent venting with the rural broadband funding programs as Interlakes Wireless just never seems to qualify for any of them.

Ten years ago, I built the Interlakes system with my own funds. Since then, I've re-built it several times to handle the increased customer demand and bandwidth requirements. A good deal of these upgrades were necessary to provide for Covid and work and school from home needs. We've also recently invested in licensed wireless CBRS PAL spectrum to assure future expansion in capacity and success.

I am extremely proud how we made things happen for so many Lake County rural residents and families needing quality broadband. I really can't imagine what would have happened had I not built this system when I did, as other broadband options in areas of Lake County were not adequate for what was to be.

At the end of 2021, I sold the Interlakes Wireless system to Chad and Heidi Benson of rural Chester. I've been working with them ever since to keep the service seamless and to assure an extremely high quality of reliability and customer service. I also help them with legal and spectrum and system engineering.

I'd like to meet with Mike sometime soon, and then I'd like to see if we can have Chris meet Chad and Heidi and myself for lunch here sometime to see what's new. It's been a long time since a visit.

The second part of my email message today is some extremely exciting news that's just been completed yesterday. As you may or may not know, I'm also a small percentage owner in Data Truck in Watertown. Lew Tollefson, a good friend of mine that I went to Electronics school with in Watertown at Lake Area Tech in the 70's, is the primary Data Truck owner. Lew also owns and operates an electronics engineering and manufacturing facility in Watertown SD, Minntronics, with telecom manufacturing overseas. Lew and I and several others started Data Truck approximately 20 years ago. Kevin Harrington became the System Manager there approximately 15 years ago.

Data Truck has a history of licensed 1st Gen, WiMAX, and now Cambium 450 wireless broadband. It's similar to Interlakes Wireless, with many hundreds of customers in the City of Watertown and rural Codington County.

Yesterday, Mr. Corey Hauer, owner of LTD Broadband, closed the purchase of Data Truck. The sale will be announced to the existing customers next week. The current employees will shift to LTD and more will be coming to Watertown. LTD has also negotiated an Agreement with Watertown Municipal Utilities for pole access and will begin installing aerial fiber in the Watertown area immediately beginning in mid-May 2022. Yes that's correct, next month. LTD will also improve and expand the existing Data Truck wireless broadband systems in-place, but its primary focus will be an ultra-fast rollout of fiber broadband via new fiber facilities to customers desiring fiber broadband.

As I'm a very small interest holder in Data Truck, I haven't been involved in this transaction to any extent other than telephone calls with Lew and Kevin to assure a smooth transition. Mr. Hauer has personally however been in Watertown for the past couple of weeks with Lew and Kevin making this all happen.

Yesterday, following the closing of the deal, Mr. Hauer was flying home, but he stopped to visit with me on his way to the airport to discuss his plans for his fiber build here in SD. It was the first time I'd met him, even though we've both been at several large wireless shows together, we've just never had an opportunity to meet.

During my meeting with Mr. Hauer, I found him to be totally focused on installing fiber to the home broadband in SD in both municipal and rural settings. In fact his energy reminded me of mine in similar issues I originally faced with the Interlakes Wireless system; lots of disbelief that I could engineer or afford to build and even successfully operate a quality wireless broadband system and make it profitable. Despite the naysayers, I worked night and day and invested my own retirement funds to make it all happen. The traditional broadband companies never took me seriously until I started and continued to hook up their customers. Today, Chad and Heidi are continuing expansion, connecting more and more new customers regardless of the competition. In addition to many new requests continuing in the rural areas, they're also now getting many new requests coming from inside the City of Madison. So, I'm already coming out of semi-retirement, looking at the absolute latest wireless technology available using our licensed CBRS PAL frequencies for this. Stand by.....

To conclude, after meeting and discussing with Mr. Hauer his fiber-build plans for SD, and his methods of getting things done, I was extremely impressed with him and his plans. He may just have a better and more efficient method of engineering, construction and operation than the traditional broadband fiber companies. He certainly has a formula to do all this more cost-effectively than his competition that incur high-cost engineering, equipment, and employees. What I've witnessed in the last couple of weeks with the Data Truck purchase and plans for the future is that Mr. Hauer knows how to make things happen. His employees are distributed just like so many work-from-home employees throughout SD are today for efficiency.

Chris, I know you've met Mr. Hauer. He sends his best regards. Mike, if you'd like to communicate with Mr. Hauer just let me know I'll try to help arrange it. I think you'll be impressed with him.

I told Mr. Hauer last night I'd be communicating with both of you, as I wanted you to both get the news about the Data Truck purchase and his plans for fiber build to you right away. I also wanted to let you both know that while I may seem to be frustrated with the past and current broadband funding programs for Interlakes Wireless, I haven't given up hope either, and I sincerely appreciate your good work and friendship.

Thanks and Sincerely;

Joel Brick
Interlakes Wireless LLC