

# **PRESS RELEASE**

## **FOR IMMEDIATE RELEASE**

### **Public/Private Partnership Proposed for Waterloo Fiber Network**

**Waterloo, IA, - Tuesday, November 14, 2006** — An informal group of public and private organizations presented a plan today to construct what they call, an “Open Access Fiberoptics Network” in Waterloo. The plan presented to the city’s new Telecommunications Utility includes a structure the group has come up with to “meet Waterloo’s need for advanced telecommunications services without putting the city government on a crash course with private carriers such as Qwest and Mediacom”, says Mark Kittrell, a consultant working on the project.

Kittrell’s firm, TEAM Consulting Partners, has been retained by several of the group’s members to locate the communications services they need to grow. “The Cedar Valley is our home and where we do business. But, increasingly we need to think globally to stay ahead”, says Steve Dust, CEO of the Greater Cedar Valley Alliance ([www.cedarvalleyalliance.com](http://www.cedarvalleyalliance.com)). The Alliance has joined the group’s call as it works everyday with businesses looking to expand in the area. And Dust knows the challenge very well, “...one of the first things they tell us is that they need fast and affordable communications to even consider us.”

The solution, what the groups calls an “Open Access Network”, or network that can be shared by businesses, education, government users, and even the *telecom carriers themselves*. “Let’s face it, it costs a lot of money to install fiberoptics cabling and associated equipment” Kittrell says, “and we don’t blame carriers for not being able to justify the expense in a community the size of Waterloo, IA.” The approach has network users banding together and paying for the network and being repaid if/when use picks up. That puts the risk on the users, not on carriers, the city, or taxpayers.

The group has received excellent feedback on their plan so far and is hopeful that they can get commissioners to endorse their effort. If so, they hope to begin working toward a launch in 2007.

Anyone interested in further information on the group or the Open Access Fiberoptics Network a web site has been set up at [www. waterlootelecompartners.com](http://www.waterlootelecompartners.com) or they may contact TEAM Consulting Partners at [consultingteam@teamnet.net](mailto:consultingteam@teamnet.net).

#### **About TEAM Consulting Partners**

TEAM Consulting Partners is an affiliate of TEAM Companies, a Cedar Valley based technology and real estate development firm. TEAM Companies is developing advanced technology properties in the upper Midwest including the Prairie Lakes Technology Park in Cedar Falls, IA. For more information contact TEAM Consulting Partners at [consultingteam@teamnet.net](mailto:consultingteam@teamnet.net).

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