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February 16, 2018

Chad Bird  
City Manager  
City of Decorah  
400 Claiborne Drive  
Decorah, IA 52101

Dear Mr. Bird,

I am writing to respond to comments that were made at the most recent City Council Working Session held on February 13. During this meeting, the council had a discussion regarding the expired moratorium on the franchise agreement. It is our understanding that this moratorium was not extended into 2018.

We were pleased to hear that the council would consider restarting franchise discussions and believe that this type of agreement would benefit Alliant Energy's customers, and Decorah's residents and businesses. It is always our goal to partner with communities we serve, with a particular focus on customizing the franchise agreement to help the city meet its goals and initiatives.

As you know, there are also benefits to the city with having a well-defined franchise agreement. The agreement sets a plan for use of right-of-way and will save the community thousands of dollars on road move projects. Additionally, it allows for the collection of a franchise fee that will provide a new source of revenue to the community without risk.

Consistent with our previous discussions, we suggest, and would like to discuss, options concurrently when working on a new agreement:

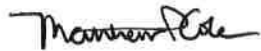
- The investment in a new operations facility in Decorah.
- In-depth discussions on options and priorities for undergrounding of utility infrastructure.
- A solar project which could be part of a companion agreement with the city.
- Partnerships with Luther College and/or the Decorah Public School system to create a solar learning center, where different types of solar technologies are used throughout the City of Decorah and the performance of various types of renewable technology can be studied.
- Explore new concepts for renewable pricing options, purchase power agreements and pilot programs.

We are proud to have served Decorah and its citizens for the past 100 years and continue to believe that our goals are aligned.

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We welcome the opportunity to continue to work with the city to accomplish those goals more quickly and with less financial risk to the city than a potential municipal utility would offer. We are optimistic that we will be able to find common ground and a path forward to continue to provide service to the residents and businesses of Decorah.

Sincerely,

A handwritten signature in black ink that reads "Matthew Cole". The signature is written in a cursive style with a prominent initial "M".

Matthew Cole  
North Region Operations Director  
Alliant Energy