

May 7, 2025

Dear Ames City Council Members,

I am writing on behalf of Lightedge to request the opportunity to negotiate with the City of Ames on the development of a new colocation data center at the Ames Regional Airport.

Lightedge is a Des Moines-based company with over 30 years of experience delivering secure, reliable IT infrastructure. We serve more than 1,400 customers with a team of over 400 employees and operate data centers across Minnesota, Iowa, Nebraska, Missouri, and Texas. Our clients span healthcare, financial services, technology, consumer packaged goods, and manufacturing. These are industries where the stakes are high and where system reliability is not optional.

Our business is built around the companies that anchor regional economies. We work with local and regional enterprises in heavily regulated environments, helping them manage complex IT infrastructure and navigate demanding audit and compliance requirements. We handle mission critical IBM and VMware platforms, and cloud connectivity under one roof, so our clients do not have to juggle a dozen vendor relationships to keep their operations running. The business leaders we work with are not shopping for more technology vendors. They want fewer, local relationships, more accountability, and a partner they can count on. That is what Lightedge offers, and it is the kind of support the businesses investing in Ames deserve to have close by.

Ames is a natural fit for our next facility. We already serve a dozen customers in the Iowa State University Research Park, and we have watched this community grow into a serious technology hub. The energy infrastructure is strong, property valuations are competitive, and the city has a clear commitment to business growth. Add in the proximity to our existing Altoona operations and the broader Des Moines market, and the case for building here is straightforward.

The facility itself would be a single-story, slab-on-grade building designed for efficiency and long-term sustainability. We plan to use air-cooled chillers with high-efficiency fans to manage heat, a design that keeps noise low, eliminates daily water consumption for cooling, and uses environmentally responsible refrigerants. We would also incorporate economizer functionality to take advantage of Iowa's cooler temperatures and reduce energy consumption further.

From a community standpoint, we think this project is a good deal for Ames. It generates tax revenue without adding demand for housing, schools, or other population-driven services. More importantly, it puts modern digital infrastructure in place for the companies already here and for the ones considering a move to Ames. Businesses making significant investments in this city should have the infrastructure to support them. We also plan to invest in STEM (Science, Technology, Engineering and Mathematics) education partnerships with local schools, because we believe a project like this should connect to the next generation of people who will work in this industry.

We would welcome the chance to sit down with the city and relevant stakeholders to discuss this further. We are confident this can be a lasting, productive partnership for the Ames community.

Thank you for your consideration.

Sincerely,



Rob Carter

Chief Executive Officer