



Luke Weiss
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Iowa Broadband Grant

To Whom it May Concern,

I am writing this letter of recommendation on behalf of Omnitel Communications as it relates to the Iowa Broadband Grant. As a growing business in Rural Iowa, Hoover's Hatchery has been fortunate to work with the Omnitel team.

In early 2016, Hoover's Hatchery determined that in order to support its growing business a faster and more dependable internet connection was needed. Hoover's has a custom software package that is stored in the cloud. Additionally, the traditional phone system that Hoover's had at the time was inadequate for Hoover's customer service needs.

At the time, Omnitel did not offer a fast-enough internet connection to Hoover's that would allow Hoover's to run its cloud-hosted software and upgrade to a modern Voice Over IP telephone system. After much discussion, the Omnitel team offered a solution to run fiber optic from their office to Hoover's and to split the cost of this fiber line 50/50 with Hoover's. Both parties agreed, and Hoover's has had outstanding internet connection ever since.

This outside the box thinking by Omnitel has allowed Hoover's to continue to grow and serve our customers right here in Rudd, Iowa. Since 2016, Hoover's has nearly doubled its workforce. Considering the trends of small towns shrinking, this has been extremely positive for the community of Rudd. I know that Omnitel will have this same impact on other small towns should they be awarded this grant money.

Regards,

Luke Weiss, CFO

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