

101 W. Main Street
Waukon, IA 52172
Business: 563-568-2624
Toll Free: 800-824-1424



FAX: 563-568-6990
www.allamakeecounty.com
www.visitiowa.org
e-mail: aced@mchsi.com

BUSINESS DEVELOPMENT • TOURISM MARKETING • REVOLVING LOAN FUND • PHILANTHROPIC WORK • MUNICIPAL ASSISTANCE

July 29, 2020

David Byers
NEIT Services, LLC
800 S. Main St.
Monona, IA 52159

Dear David:

I write on behalf of Allamakee County Economic Development & Tourism (ACED) in support of NEIT Services, LLC's (NEIT) proposal to the State of Iowa Broadband Grant Program to fund the expansion of NEIT's Fiber to the Home network in a portion of rural Allamakee County. ACED strongly supports this grant application and the focus on expanding fast, high-quality, reliable Broadband in rural portions of the county.

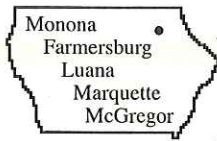
The existing service options available to residents and businesses in the proposed funded area are inadequate and do not meet the standards of today's definition of Broadband at 25 Mbps download and 5 Mbps upload. Considering that the network expansion would be capable of serving customers with speeds of 250 Mbps or greater, this project would open doors for the residents and businesses in this area for distance learning, telecommuting and smart agriculture that is just not possible today. Allamakee County currently ranks in the bottom 50% of Iowa Counties in median income, and Broadband expansion such as this proposed project is critical to improving the local economy.

As an organization which has continually invested in the upgrade and expansion of its network in Northeast Iowa through its parent company, Northeast Iowa Telephone Company, which was formed in 1903, NEIT has demonstrated a customer, technology and service quality focus that is worthy of the funding to support this project. ACED applauds the efforts of the State of Iowa to expand Broadband to underserved areas and encourages approval of NEIT's application.

Sincerely,

A handwritten signature in black ink that reads "Valerie O. Reinke". The signature is fluid and cursive, with the first name "Valerie" being the most prominent.

Valerie O. Reinke
Executive Director
Allamakee County Economic Development & Tourism
101 W Main St
Waukon, IA 52172



MFL MarMac Community School District

700 South Page Street • P.O. Box 1040 • Monona, Iowa 52159-0544

Dr. Dale Crozier, Superintendent

Phone (563) 539-4795 Monona, Iowa 52159

August 3, 2020

TO: David Byers, Director of NEIT Services, LLC
FROM: Dr. Dale Crozier, Superintendent
RE: Recommendation for Fiber Expansion

Dear Mr. Byers,

Please consider this letter to the State of Iowa, which is in support of Northeast Iowa Telephone (NEIT), and the grant they are writing. NEIT's proposal is to increase Fiber in the area, which is greatly needed for our families and students. This proposal will expand broadband to homes in the MFL MarMac and Postville School Districts. I fully support this effort as this is a current extreme need. Many of our homes are of lower income, and with the onset of COVID 19 we have increased online learning and distance education. This process will continue, and therefore it is critical going forward that we have these services available to our families.

In review of the proposed area in the OCIO Grant Request Area, the existing services available to residents and businesses do not meet current needs. In our district some families have a greater ability to access high quality broadband than others. Considering that this expansion would be capable of serving customers with speeds of 250 Mbps or greater, this project would greatly increase the ability of families and businesses to move into 21st Century learning models, and level the playing field for all. This fall MFL MarMac will go into a learning mode that will consist of at least one full day of a continuous learning model (online learning) per week. With the uncertainties of COVID 19, this could easily change into daily continuous learning. As superintendent at MFL MarMac for twenty years, I can testify that NEIT is an excellent and positive partner for this grant award. Their organization has worked with us during this crisis to provide families affordable solutions, and I see nothing about this changing in the future. Please consider them heavily for this award as it will be a win-win solution for children in both districts.

Sincerely,

A handwritten signature in blue ink that reads "Dale Crozier".

Dale Crozier
Superintendent, MFL MarMac

3 of 5
Administration

Tim Dugger, Superintendent
Brendan Knudtson, 7-12 Principal
Jennifer Schutte, PreK-6 Principal

Phone: 563-864-7651
Fax: 563-864-7659



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July 29, 2020

David Byers
NEIT Services, LLC
800 S. Main St.
Monona, IA 52159

Dear David:

The Postville Community School District supports NEIT Services, LLC's (NEIT) proposal to the State of Iowa Broadband Grant Program to fund the expansion of NEIT's Fiber to the Home network in a portion of rural Allamakee County. The school district would find it beneficial for our students and families to expand quality broadband service for their needs as a high percentage of the 33 homes that would benefit from this network expansion are within the Postville Community School District.

The existing service options available to residents and businesses in the proposed funded area are inadequate and do not meet the standards of today's definition of Broadband at 25 Mbps download and 5 Mbps upload. Considering that the network expansion would be capable of serving customers with speeds of 250 Mbps or greater, this project would open doors for students in this area for distance learning, which is critical today given how COVID-19 has changed education and the uncertainty of our ability to provide in-classroom instruction until the pandemic has ended.

The Postville Community School District endorses the broadband grant application that NEIT will be submitting to the State of Iowa.

Sincerely,



Tim Dugger
Superintendent

From: [Collin Stubbs](#)
To: shanson@neitel.com
Subject: Letter of Support
Date: Thursday, July 30, 2020 11:18:20 AM

To whom it may concern:

I wanted to drop you a quick note and express my strong support for the potential of expanded internet and television services provided at my residence located at 10078 Blackberry Rd. Luana, IA 52156. As a rural resident of northeast Iowa, we have unfortunately grown somewhat accustomed to living with the poor performance, slow speeds, and frequent outages that come with satellite TV and internet. As a small business owner who attempts to conduct daily business from a home office the thought of having expanded high speed internet service options available is exciting news. If a reliable high speed fiber optic service was available it would allow me to confidently host and conduct virtual online meetings through Zoom and other platforms that I simply cannot do today. The thought of being able to enjoy the same level of internet speeds and service as our neighbors in town would be amazing.

Regards,

Collin

Collin Stubbs | President
OmniLogix Solutions
10078 Blackberry Rd. Luana, IA 52156
Office: 877 220 6664 | Cell: 608 306 0323
cstubbs@omnilogixsolutions.com
www.omnilogixsolutions.com

Collin Stubbs | President
OmniLogix Solutions
1940 Vena Court | Prairie du Chien, WI 53821
Office: 877 220 6664 | Cell: 608 306 0323
cstubbs@omnilogixsolutions.com

August 4th, 2020

Steve Hanson
Director of Business Development
NEIT, Northeast Iowa Telephone Company
800 South Main Street
Monona, IA 52159

RE: Letter of Support for Needed Fiber in Rural Residences and Rural Businesses

Dear Mr. Hanson:

I have learned that you are applying for a grant for installing underground fiber to our local Rural residences and rural businesses for improving internet/phone/TV availability in the southern portions of Allamakee County, Iowa. I am a rural resident in this area of potential fiber and fully support the need for these services.

My past experiences in our area is our phone landline, CenturyLink, voice communication was poor with no internet availability at all and whenever it rained, phone line connection problems, so we discontinued that service. We tried NEIT point to point internet service, but due to the far away distance, we could not get the speed we needed for video, so we discontinued that service as well. We are fortunate that we live on top the hill to get cell phone service, unlike many of our neighbors living in the valleys.

The rural topography of our area is beautiful with hills and valleys with many trees, but this limits and even prevents any internet and/or cell phone point to point services.

I work for MFL-MAR-MAC School District and even more so now with COVID-19, virtual video internet meetings is a must working from home with high speed internet. Not to mention all the rural students needing to use the internet for our school education programs.

A few years ago NEIT installed fiber underground within two miles southeast of my residence. My husband tried to persuade NEIT at that time to continue the fiber to our neighborhood, but unfortunately financing was not available at that time.

Therefore, we are pleased to hear that you are pursuing funding options for fiber for our rural neighborhood. Thank you.

Sincerely,



Renee Ridenour
302Fuel Hollow Road
Luana, Iowa 52156

email: ridenourrm@gmail.com