



OCIO Broadband Grant Committee
Submitted via iowagrants.gov

08/04/2020

To the Grant Committee:

This letter is to confirm that Massena Telephone Company is experienced and knowledgeable in providing communications services.

Massena Telephone has been serving our area with telephone service since 1903. MTC bought the Wiota exchange in the mid 1960's. MTC introduced dial-up internet to its customers in the 1990s and DSL around 2005. In 2012 we started providing fixed wireless service to customers in the Corning area. In 2016 we began building FTTH to customers in our rural Massena exchange. To date we have upgraded 126 of our DSL and Fixed Wireless customers to Fiber.

MTC maintains ETC designation with the FCC.

Currently MTC does not rely much on contractors or consultants for technology. We do our own OSP planning in-house. We install and maintain our own routers, servers, and power systems. Splicing and customer premises cutovers are done in-house as well. We believe that by doing most of the work ourselves, we can be more efficient with our dollars. We also have found that being hands-on gives us the experience to resolve any problems much faster than if we relied on consultants or contractors.

I have been with MTC in the CEO position for over 6 years, and I have over 20 years of telecom experience, in positions ranging from cable locator and splicer, to installer, to CEO. Plant Manger Dan Bonnesen has ten years of telecom experience in OSP, Phone Systems, DSL, Fixed Wireless, and IP Routing.

If you have any other questions about our experience, I would be happy to talk to you. The references on our application will confirm our history of providing quality communications services.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike Klocke", is written over the printed name.

Mike Klocke
CEO
mike@massenatelephone.com