

# Iron Claw Engineering Cover Letter

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Christopher Huhnke, P.E., S.I., GISP | Owner/Civil Engineer  
Iron Claw Engineering LLC  
216.644.7927 | chris@ironclawengineering.com

RE: RFP Response Fiber Engineering Consulting Services for the City of Hudson, OH

June 19, 2025

Dear Mr. Leedham and Mr. Ersing,

Iron Claw Engineering LLC, in strategic partnership with Ascend Broadband, is pleased to submit this proposal to assist the City of Hudson with the design, engineering, and documentation for a comprehensive Fiber-to-the-Home (FTTH) expansion. This project will cover approximately 140 miles and 6,500 premises.

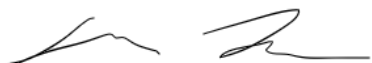
Our team offers over 20 years of combined leadership in broadband infrastructure. We have a proven track record of successfully delivering fiber projects for municipalities and cooperatives across Ohio and the United States.

We provide a full suite of services, including high-level and detailed design, permitting, construction documentation, and as-built reconciliation. Our approach is rooted in best practices and adheres to the City's standards. Utilizing advanced platforms like Esri ArcGIS and Vetro Fiber Map, coupled with extensive field experience in Ohio, we guarantee precision, compliance, and deployment readiness.

Our market-aligned, not-to-exceed fee structure emphasizes efficiency and accountability. We also offer a single point of contact to ensure clear communication, responsiveness, and transparency throughout the entire project lifecycle.

Iron Claw Engineering is dedicated to serving as a trusted and innovative partner to the City of Hudson. We are committed to expanding high-quality broadband infrastructure that will enhance community connectivity and foster long-term economic growth.

Sincerely,



Christopher Huhnke, P.E., S.I., GISP  
Owner/Civil Engineer, Iron Claw Engineering LLC

# Iron Claw Engineering Response

## 1. Background

Iron Claw Engineering, a consulting and infrastructure firm, excels in comprehensive network design, engineering, deployment, and operations. For over five years, Iron Claw and Ascend Broadband have successfully collaborated on large-scale fiber infrastructure projects, encompassing thousands of miles for network owners such as Lit Fiber/Medina Fiber, Verizon 5G/Business, and AT&T Fiber. Additionally, our partnership has supported both municipal and private broadband expansion initiatives across Northeastern Ohio.

Iron Claw has extensive experience in creating and executing high-quality, standards-compliant FTTH networks. Our technical proficiency includes GIS/CAD-based network architecture, both aerial and underground engineering, permitting, construction documentation, and community-centered consulting.

### **Primary/Local Office Location:**

Iron Claw Engineering, LLC  
979 E 179<sup>th</sup> St.  
Cleveland, OH 44119  
Christopher Huhnke, P.E., S.I., GISP – Owner/Civil Engineer  
Email: [chris@ironclawengineering.com](mailto:chris@ironclawengineering.com)  
Phone: 216.644.7927

### **Project Management Office Location:**

Ascend Broadband, LLC  
4080 Verbena Dr. Moody, AL 35004  
Email: [chris.kirkland@ascend-broadband.com](mailto:chris.kirkland@ascend-broadband.com)  
Phone: 205.337.9345

## 2. Insurance

Iron Claw Engineering, LLC maintains all necessary insurance coverage required by the City of Hudson for this project in Appendix A.

### 3. Related Project Experience

Iron Claw Engineering's leadership has delivered or contributed to numerous complex fiber projects. Highlights include:

**1. Project Overview:** Ascend Broadband leadership, partnered with Iron Claw Engineering, led the fiber engineering and deployment for a crucial middle-mile expansion, alongside a comprehensive Fiber-to-the-Home (FTTH) rollout across Guilford Township and neighboring communities. This initiative aims to bridge the digital divide, bringing high-speed internet access to underserved areas.

- Key Contact: David Corrado, Chief Executive Officer (CEO) at MCFN. For further inquiries or collaboration opportunities, please reach out to David via email at [dccorrado@fibercounty.com](mailto:dccorrado@fibercounty.com) or by phone at 216.832.7059.

**2. Project Overview:** In the County of Medina, OH, for Lorian Medina Rural Electric (LMRE), Iron Claw Engineering, and Ascend Broadband leadership (formerly with Lit Fiber), comprehensive fiber engineering and deployment services were provided for a state-of-the-art Fiber to the Home (FTTH) deployment. This project aims to establish a robust and future-proof network infrastructure that will enable the implementation of future technology in Spencer, Homer, Litchfield, Chatham, and the surrounding rural areas of western Medina County, Ohio. The deployment will bring high-speed internet access and essential connectivity to underserved communities, supporting economic development, education, and overall quality of life.

- Key Contact: Ed Vanhooose, [evanhooose@fesco-oh.org](mailto:evanhooose@fesco-oh.org), LMRE - FESCO. Mr. Vanhooose serves as the primary point of contact for this initiative at Lorain Medina Rural Electric, in partnership with FESCO. Collaboration and communication with Mr. Vanhooose and his team were paramount throughout the project lifecycle to ensure alignment with LMRE's objectives and smooth project execution.

**3. Project Overview:** Ascend Broadband leadership managed the end-to-end lifecycle of large fiber optic network deployment projects, including design, permitting, field deployment, testing, and operations. Oversaw the development of thousands of network miles, passing over 50,000 homes with fiber, and assisted with developing a pipeline for 200,000+ additional homes in Northern Ohio. Collaborating with valued partners like Iron Claw Engineering, the internal cross-functional team, and external stakeholders to ensure project execution and business alignment.

- Key Contact: Lindsay Miller, Former Chief Business Officer at Lit Fiber, can be reached via email at [lindsay@cfconsultancyllc.com](mailto:lindsay@cfconsultancyllc.com) or by phone at 614.648.8659.

## 4. Understanding of the Project

The City of Hudson seeks qualified consultants to design and engineer a 140-mile Fiber-to-the-Home (FTTH) network reaching approximately 6,500 residential households. The selected consultant will provide full design and engineering services, including high-level and detailed designs, permit acquisition, construction drawings, and as-built records. They will also offer project guidance and ensure compliance with local standards, regulations, and the city's GIS tools.

Iron Claw Engineering will:

- **Advanced Design and Mapping Technologies:** Proficiently utilize ArcGIS, AutoCAD, Ohio 811 OUPS (Ohio Utilities Protection Service), and Vetro Fiber Map to develop comprehensive and integrated network designs, ensuring accuracy and efficiency. This includes the manipulation and analysis of geospatial data to inform strategic infrastructure placement.
- **Route Optimization and Field Validation:** Execute meticulous aerial and underground route optimization strategies, employing best practices to minimize project costs and timelines. Conduct thorough field verifications to ensure alignment with design plans and to address any unforeseen obstacles or site-specific considerations.
- **Detailed Documentation and Reporting:** Generate a suite of essential project deliverables, including .dwg files, shapefiles for geospatial analysis, Vetro Map bills of materials for precise inventory management, Vetro Map splice reports for detailed connectivity documentation, .pdf construction drawings for clear execution on-site, and meticulously compiled permit packages that meet all regulatory requirements.
- **Stakeholder Communication and Coordination:** Engage in consistent, weekly coordination with City stakeholders and leadership, providing regular updates, addressing concerns, and fostering collaborative relationships. This ensures transparency and alignment throughout the project lifecycle.

## 5. Schedule and Coordination

Iron Claw and Ascend Broadband will work collaboratively to meet the City's timeline for network design and permitting. Our approach includes:

- Weekly project meetings
- Timely submittal of all deliverables via SharePoint or an approved method
- Prompt response to permit comments or revision requests
- Dedicated team scaling based on deployment phasing

## 6. Fee Schedule and Scope Description

Iron Claw Engineering proposes per-unit Not-to-Exceed fees for each Scope of Services item. Please refer to the following fee table for detailed pricing. Our pricing reflects current regional market rates, optimized for efficient execution through design tools and streamlined permitting workflows. We commit to transparency and billing solely for actual work performed, in accordance with RFP guidelines.

**\*Note:** the below “Estimated Units” are assumptions. The below “Unit Fee” is a fixed fee not to be affected by the volume of the “Estimated Units” assigned to Iron Claw Engineering. Task units for City-approved work shall be invoiced monthly by Iron Claw Engineering. The tasks and fees below do not include the services of a Professional Surveyor, Ground Penetrating Radar, etc. However, these services can be provided at cost plus 10%. Additionally, Professional Engineering services can be provided for City-created FTTH plans under the Project Consulting task.

Task	Unit of Measure	Estimated Units	Unit Fee	Not to Exceed Total
High-Level Design in Client Database and Quality Review	Foot	739,200	\$0.15	\$110,880.00
Field Data Collection and Route Review	Foot	739,200	\$0.35	\$258,720.00
Permit Creation and Submittal (ODOT, RR, Long-lead permits)	Foot	100,000	\$0.90	\$90,000.00
Detailed Design, Quality Review, and Splice Connectivity in Client Database	Foot	739,200	\$0.30	\$221,760.00
Construction Drawing and Quality Review	Foot	739,200	\$0.25	\$184,800.00
Post Construction As-built GIS Data Collection and Client Network Documentation	Foot	739,200	\$0.30	\$221,760.00
Project Consulting	Hour	As Needed	\$105.00	
<b>Overall Project Not to Exceed</b>				<b>Total \$755,280.00</b>

Scope Item	Description
High-Level Design	GIS/CAD route layout, address data, major fiber paths
Low-Level Design	Detailed strand/pole/conduit/fiber design with field verification
Permit Submittals	All utility conflicts, cross-sections, traffic control plans, and PE stamps
Construction Prints	DWG and PDF print sets of low-level design areas
As-Built Collection	Field data, GPS coordinates, structure photos, pole audits
As-Built Documentation	Final shapefiles and updates from construction records
Project Consulting	Hourly support for vendor management, planning, and review

## 7. Management Summary

Our network deployment strategy centers on careful planning, active communication with stakeholders, and clear information sharing to reduce potential issues. The design phase emphasizes creating forward-thinking, adaptable solutions that lessen environmental impact within the designated areas, utilizing sophisticated mapping techniques. We ensure smooth regulatory processes through efficient and open permitting, supported by thorough documentation and timely responses. These essential preliminary steps pave the way for a successful project with minimal disruption, showing respect for the community and the City's objectives.

Iron Claw Engineering fosters strong client relationships through openness, consistent reporting, effective conflict management, and client education. We ensure clients are well-informed and actively involved through regular, comprehensive updates. We encourage feedback and prioritize proactive and equitable solutions to any conflicts that may arise. By empowering clients with knowledge, we enable them to fully leverage the implemented solutions. To ensure streamlined communication and efficient execution, Iron Claw Engineering provides a dedicated point of contact through our partners at Ascend Broadband, Chris Kirkland, for all project matters. This single point of contact maximizes clarity and minimizes the chance of misunderstandings or delays, leading to a unified and successful project.

## 8. Additional Information

Iron Claw Engineering and our partners at Ascend Broadband pledge to be a reliable and innovative partner. Our proven, flexible, and scalable delivery model, coupled with our extensive regional broadband experience, provides us with a unique advantage. This combination allows us to not only meet but surpass the ambitious FTTH expansion goals set forth by the City of Hudson.

We are confident that our commitment to excellence and our deep understanding of the region's needs make us the ideal choice to serve your community's broadband requirements now and in the future.

# 9. Appendix: Certificate of Insurance



IRONC-1

OP ID: FK

## CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
06/09/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Corsaro Insurance Agency, Inc. 8039 Broadmoor Road Mentor, OH 44060 Matthew R. Corsaro		<b>CONTACT NAME</b> Matthew R. Corsaro <b>PHONE (A/C, No, Ext):</b> 440-946-4950 <b>FAX (A/C, No):</b> 440-946-6030 <b>E-MAIL ADDRESS:</b> Matt@corsaroinsurance.com	
<b>INSURED</b> Iron Claw Engineering LLC 979 East 179 St. Cleveland, OH 44119-2963		<b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A:</b> Central Insurance Companies <b>INSURER B:</b> Arlington Roe & Co., Inc. <b>INSURER C:</b> <b>INSURER D:</b> <b>INSURER E:</b> <b>INSURER F:</b>	
		<b>NAIC #</b> 20230	

COVERAGES		CERTIFICATE NUMBER:		REVISION NUMBER:			
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.							
INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PER-ACCIDENT <input type="checkbox"/> LOC OTHER:			CLP 9656676	07/30/2024	07/30/2025	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (E&A occurrence) \$ 300,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPROP AGG \$ 2,000,000
A	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			CLP 9656676	07/22/2024	07/22/2025	COMBINED SINGLE LIMIT (E&A accident) \$ 2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 0			CXS 8670234	07/30/2024	07/30/2025	EACH OCCURRENCE \$ 2,000,000 AGGREGATE \$ 2,000,000
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		N/A	CLP 9656676 EMPLOYERS STOP GAP	07/30/2024	07/30/2025	<input type="checkbox"/> PER STATUTE <input checked="" type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
B	Prof Liability			591889744	06/04/2025	06/04/2026	Prof Liab \$ 1,000,000
B	Cyber Coverage			01CY000551232200	07/30/2024	07/30/2025	Cyber Cov \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

### CERTIFICATE HOLDER

HUDSON2

City of Hudson  
27 E Main Street  
Hudson, OH 44236

### CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

*[Signature]*

ACORD 25 (2016/03)

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## Appendix: Planned Workflow

