

Broadband USA Applications Database

Applicant Name: Communications Infrastructure Group, LLC

Project Title: The Lake George Broadband Expansion Project

Project Type: Middle Mile

Executive Summary

a) Opportunity Addressed: The Lake George Expansion Project seeks to improve the availability of broadband Internet access (and cell phone service) in underserved areas of Warren County, NY. b) General Description of the proposed funded areas: Thirty-five (35) rings, each approximately 3-miles in diameter, comprising fourteen (14) service areas, all of which are located within the boundaries of the Adirondack Park. Warren County has an estimated population of 66,143. With 932 square miles of land, this breaks down to just 73 citizens per square mile. The population is divided amongst 11 towns, a city and a village. There are approximately 37,545 housing units within the county lines. The low population density, and conservation legislation that antedates the advent of wireless technology, have created an environment where (according to surveys conducted by the Adirondack Park Agency itself) less than half of residents have access to wired internet service at any speed (and over 70% of the citizens do not receive satisfactory cell phone service in these communities), and virtually none of the residents of the project service areas of the Lake George Expansion Project have wireless access to broadband. The cost of wiring outlying areas, and the existence of the conservation legislation that drives up the costs of zoning and limits commercial potential of constructing wireless broadband platforms combine to make bringing broadband access to the more remote regions of Warren County cost prohibitive for potential providers. Analyzing the market from a purely commercial perspective, the area will forever remain underserved, but for a federal subsidy. c) By our calculations using 2000 census data, we estimate today a total of approximately 9,000 households and businesses will be passed. d) Number of Community Anchor Institutions: Upon completion, we anticipate this project will provide wireless broadband access to at least 17 schools, three (3) hospitals and one major cancer center, nine local fire departments, the Warren County Sherriff, The City of Glens Falls Police Department and the local barracks of the New York State police. Warren County has over 2,300 non-farm businesses, and we anticipate that at least 1,000 of these will benefit directly or indirectly from the availability of broadband service this project will provide. In fact, local business and political leaders agree: bringing wireless broadband access to areas outside the urban centers of this region will create or save hundreds of jobs and provide many new commercial opportunities for residents, as well as to the one million plus visitors who venture to the Adirondack park region each year. e) Proposed services and applications: These include deep discounts, and when feasible, free emergency 911 access for local law enforcement and public safety, free hook-up to a wireless broadband ISP for all resident and commercial customers, and other communications services, including cell phone service. The lack of broadband and cellular phone service is a critical public safety concern for the citizens of this region. The lack of cell phone signal availability hampered emergency service efforts and clearly cost scores of lives. The failure to provide businesses, homes and

schools with broadband access is also seen by community leaders as a major obstacle to economic growth, providing quality educational opportunities, and improving medical and emergency services. f) Approach to non-discrimination and interconnection obligations: This system meets all interconnection, non-discrimination, and network management practice obligations established by the Notice of Funds Availability (NOFA) and the supporting Grant Guidelines for the BIP and BTOP programs. CIG proposes multi-tenant towers through which consumers can access lawful internet content through their choice of providers consistent with the FCC's internet principles. The CIG network does not discriminate, and offers fair treatment to all providers. Each tower allows for six carriers and space is offered on a "first come, first served" basis. This approach will provide an equitable platform that does not favor any one provider. By proposing multi-tenant towers, CIG provides competition among network providers and services and gives the end user a variety of internet applications and devices to choose from. By offering an agnostic shared platform, CIG would reduce the cost for all competitors to deploy their services. g) Hudson Valley Communications intends to utilize 11GHz spectrum to provide Broadband to the Tower via Fixed Microwave. Additionally, Hudson Valley Communications intends to deploy its Wimax technology which has download speeds ranging from 2Mbps-5Mbps and upload speeds ranging from 512k-2Mbps. The Wimax network will utilize the 3.65-3.675GHz Spectrum. Type of broadband system that will be deployed (network type and technology standard): Enhanced breadth and speed of existing area broadband systems would be facilitated by the erection of thirty five cell towers in Warren County, NY. Numerous technologies and services will be facilitated by the construction of the Towers including but not limited to: Cellular voice and data services such as GSM, iDEN, UMTS, 1XRTT, EVDO, and LTE; Trunked Radio Services; WiMAX Data Services, including Streaming and VOIP services supported by WiMAX; Public Safety Communication Nodes, such as Police, Fire, and EMS Repeaters; Industrial and Motorist Safety Call Boxes (on Towers in Transportation Corridors); WiFi Hotspots at Rest Areas and Service Plazas; Broadband Data delivery via Microwave to Local Government, Hospitals, and Public Safety Offices; Acoustical Warning Devices such as Sirens and Horns for Catastrophic Events, such as Tornados, Hurricanes, Tsunamis, Floods, Toxic Contamination, etc. h) Qualifications of the applicant to implement and operate or be a provider: The proposed project would be realized through the financial and technical collaboration of Communications Infrastructure Group LLC (CIG) and WFI. CIG is an Atlanta-based developer of multi-provider communications infrastructure focused on telecommunications tower design, construction, acquisition and management throughout the East Coast. WFI is a broadly experienced network infrastructure design, deployment, program management, quality assurance and maintenance service provider. WFI has engineered and successfully, rapidly and cost-effectively developed more than \$2 billion in telecom infrastructure since 1994. i) Overall infrastructure cost of the broadband system: \$10,280,125; this cost assumes a loan from BIP/BTOP and all development expenses to construct 35 telecommunication towers. j) Overall suspected numbers of subscribers (projection): We expect broadband subscription rates of fifty percent (50%) in these areas, based on our data provided by our interested operator Hudson Valley Communications (HVC). HVC's has thirty-three (33) years of data and experience providing service to areas unserved or underserved, and bases these rates on their ability, because of this program, to provide free initial installation for all customers (previously a \$295 per customer charge). Over 33,000 year-round residents and potentially hundreds of thousands of visitors are expected to have access to broadband because of our project, if it is funded, zoned and constructed as designed, according to our best estimates. k) Number of jobs to be

created or saved: We estimate each tower will create or sustain at least 50 jobs per year in each of the two years of the projects' first two phases. The project will directly stimulate economic growth and job creation by: 1) Directly creating demand for the manufacture of 35 towers and the equipment associated with their operation; 2) Directly creating demand for the installation of 35 towers, which includes the transport and installation of the towers and components, clearing the land and providing access and utilities to the site and 3) Directly creating demand for ongoing expansion (adding service providers) and ongoing tower maintenance. Further, this will create professional service jobs in real estate, A&E, environmental services.