

## Broadband USA Applications Database

**Applicant Name:** Barry County Telephone Company

**Project Title:** Barry County Telephone Wireless Expansion

**Project Type:** Last Mile Non-Remote

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### Executive Summary

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Barry County Telephone Company -Proposed Wireless Expansion of Existing Service Area- Barry County Telephone (BCTC) proposes to expand it's service area into underserved areas in Barry, Kalamazoo, Allegan, Eaton, Kent and Ionia counties. Broadband service in these rural areas is crucial for area business, education, citizens, and government to prosper in today's information age. Barry County Telephone Company has been offering communication services in the area since 1917. BCTC currently serves over 3,000 broadband subscribers (DSL and Wireless) in Southern Barry County and VanBuren County. BCTC is an established communications company having the infrastructure and qualified staff in place for wireless expansion of it's service area. BCTC has the ISP, Internet Pipe, Customer Support, and Billing System already in place. Having a solid background in wireless technology, BCTC proposes using licensed WIMAX base stations (last mile coverage), licensed microwave hops (backhaul), and existing fiber for the proposed network infrastructure. BCTC will offer Data and Voice (VIOP) services in the proposed service areas. Carrier class business and residential packages will be offered. These service packages will offer speeds up to 6Mbps. All data and voice traffic will be routed back to BCTC central office where voice traffic will be switched and data will be routed to our ISP. All internet traffic is routed, via an OC3 (155Mbps) pipe, directly to the internet. All network management practices including SPAM filtering and other security measures are clearly stated on our web page. Any major changes to these practices is updated regularly, on the web page, by our IT staff. BCTC strives to provide a useful and complete connection to the Internet. BCTC does not throttle connections, shape traffic, or forge packets on any customer connections that travel over its networks. BCTC does not express any preference (or dislike) of any protocol, network, or destination using either technologically or contract language. The customer is free to chose any protocol or traffic destination that they wish. The only traffic shaping and restrictions on our networks are those that enforce the speed for which the subscriber has paid and some industry standard safety restrictions. That is, customers are throttled to their paid-for rate without respect to the type of traffic traveling through their connection -- except for various ports that are blocked for consumer safety, ports that customers expect to be blocked on modern networks (e.g., 21, 80, 25, etc). The proposed funded service area will cover over 26,000 households, 18 communities and 2,173 businesses. Estimated penetration rates for the funded areas would be 3-5% penetration the first two years and 35% penetration by the 5th year. With the expansion our our service area, we can continue to employ two wireless technicians and one IT staff person. Future growth, with the expansion of our service area, would require us to add at least one wireless technician. We also would need to hire or contract a marketing analyst to market our new service area. Overall the project would inevitably save at least three jobs and would produce at least an additional two. Construction of the network

would also spark work for local contractors and vendors. BCTC is requesting funding of \$898,600 to build the proposed service area.