8. Executive Summary

Introduction: Cellular Network Partnership, LLC (CNP), of Pioneer Telephone Cooperative, Inc. (Pioneer), with its headquarters located in Kingfisher, Oklahoma. CNP currently provides wireless voice and data services to customers in the south quarter of Kansas and the western half of Oklahoma.

Pioneer has been providing service to over subscribers in 30 Oklahoma counties throughout Western Oklahoma since 1953 (56 years). For over four decades, Pioneer participated in the RUS Telecommunications Loan Program as a Title II borrower. The services offered by Pioneer and its affiliate companies have changed over the years but the current offerings include voice, data and video (using copper, FTTH and CATV), wireless cellular and wireless data.

Pioneer's strengths as a Cooperative have come from a rich history of serving its owner/customers in the very rural areas where no company would serve. Pioneer strives to consistently bring leading edge technology to its customers and in many cases has been the first to do so. Pioneer also strives to maintain close friendly ties with the communities it serves through its business offices and retail stores.

Pioneer works directly with empowerment zones and businesses to insure the continual development of the rural community. Pioneer offers high speed data service to insure businesses can compete in the world wide market place.

Pioneer is also very involved with the schools, libraries and hospitals in their service area. Pioneer has a full time staff person which assists the school and hospitals with grants for many services including broadband. Pioneer supports the schools through fund raisers, advalorem taxes and credits for subscribers to long distance service.

Pioneer's prevalent strength lies in the fact that it is owned by its members. Pioneer has been at the center of the economic lives of the rural communities it serves for the last fifty-six years. Pioneer's industry experience is an asset that exists not only among its management but among it's over employees as well. The loyalty and versatility of the workforce provides for a significant advantage in building network infrastructure and integrity.

CNP voice and data service is provided using cellular and PCS frequencies over towers. The service covers large communities in western Oklahoma and south Kansas but provides a quality service to many very rural areas with sporadic populations.

CNP has been offering a wireless voice service for years and wireless data for over years. CNP uses the affiliates of Pioneer to assist with help desk, network monitoring, billing, marketing and management.

Area Served: CNP has developed this application for the BIP loan/grants and BTOP grant under the Recovery Act of 2009. CNP proposes to use the funds provided under this program to construct a mobile wireless broadband system to serve the very rural customers that are currently unserved and underserved in

The use of grant funds will allow CNP to give rural households the opportunity to obtain quality "high speed" broadband. The availability of service at reasonable rates will increase penetration and online usage. CNP will also use steep discounts to help the community anchor institutions and public safety obtain service to improve their operations.

The proposed funded service area covers . Both areas connect to existing areas CNP already serve. CNP will serve the towns but its main concern is for the rural customers where high demand for broadband service exists. The majority of the Service Area is underserved with vast pockets of unserved areas as well. The ARRA funds will provide broadband access for those in greatest need.

Grant Information: The proposed Service Area will pass households and approximately businesses. CNP will serve a total of square miles of area including square miles of underserved and square miles of served areas.

CNP will target the community anchor institutions, public safety entities and critical community organizations. These entities have been contacted and several plan to participate in the project when service is available. CNP's offering of a 25 percent discount for service to these entities has increased awareness and probability for service acceptance. CNP will pass health care facilities, schools and higher learning centers, libraries and public safety facilities.

CNP will provide individual or bundled services for voice and data. The data service will be provided over a wireless broadband pipe of advertised rates of download up.

The CNP voice offering will include CNP will provide data connectivity to the Internet.

CNP proposes to meet the non discrimination and interconnection requirements, as defined by the Act. CNP will also open its network to allow for wholesale service offerings.

CNP will construct a mobile wireless data network for all the proposed Service Area. The proposed equipment includes transmitter, antennas, transmission lines, routers, switches and microwave backhaul equipment. The equipment to be purchased meets standard based requirements.

CNP is ready to purchase the equipment, install and turn up the system. CNP has located the tower sites to be used and with current negotiations, will be ready to start construction.

CNP currently provides broadband service .

CNP's management and staff have constructed nearly new communication facilities and have the expertise to ensure that quality of service is maintained during the operation. CNP will be able to sustain a quality service with the use of a grant/loan combination or grant only funds while constructing the facilities.

CNP's overall cost to construct the proposed Service Area is The cost per household passed is

CNP expects to add subscribers on the network in the new funded service areas. The overall take rate is projected to be percent for data service. CNP's offering of bundled service will entice many customers to take voice and data services with reduced pricing.

The service offering will be community wide, so potential customers not identified in this study will have the capability to receive broadband service, at their home, office or educational facility.

With the ARRA 2009 comes an opportunity to immediately address deficiencies in rural broadband infrastructure and allow for immediate construction of the needed investment in rural America. This investment will have a direct impact on the economic lives of the people and the communities in which they live. The opportunity for a rural household to enjoy the benefits of unlimited high speed internet service for their children to pursue academic excellence and international recognition is priceless. Additionally, this broadband capability will allow rural businesses to connect to a global economy which removes barriers that previously seemed anti competitive. CNP's strategy is to enhance the lives of rural consumers and keep the towns prosperous and alive. This can be done by providing much needed broadband infrastructure which will allow households, local government, schools, libraries, rural health clinics and small business to compete globally. Cellular Network Partnership respectfully requests consideration for the needed ARRA funds to advance the public interest and carry out the President's agenda on economic recovery.