

Broadband USA Applications Database

Applicant Name: Union Telephone Company

Project Title: Wyoming Broadband from Union Wireless

Project Type: Last Mile Remote

Executive Summary

2a . Project Title Wyoming Broadband from Union Wireless 2b . Project Description The Wyoming Broadband Project will expand the footprint of the Union Wireless network to cover all areas of Wyoming be it served, underserved or unserved with high speed wireless services. This network, when funded, will utilize the latest in 3G technology to provide voice, data, internet and content at speeds up to 7.2 mbps. We will create a network that currently utilizes over 200 sites, double its size and overlay the next generation in high speed wireless. This project will address the needs of the citizens of Wyoming by providing advanced high speed service to Residents, Businesses, Educational Institutions, Health Care, State Transportation, Public Safety Officials and Native Americans throughout the State. Union Wireless will use the grant money to support the expansion of our network from 200 cell sites in Wyoming to over 400 cell sites in five years. In so doing, we will provide coverage currently unavailable to key locations of the department of transportation including; rest areas, key snow removal facilities. Public Safety areas including; State and Local Law Enforcement sites. In fact, Union will cover (as a part of this funding) every rest area in the State of Wyoming with high speed service. All of them. We will cover every key road maintenance and snow removal. All of them. Union, through this project, will provide 3G service to the state and its citizens. As a Wyoming company with a heritage of connecting our residents, we are uniquely positioned to make this happen. 8. Executive Summary of Project for BIP and BTOP: Please provide an Executive Summary of the proposed Project. The executive Summary should be a brief description of the Project, and address the following topics. a) Opportunity the proposed system seeks to address. The State of Wyoming is rural by nature, vast in distance and challenging to cover. Most companies won't invest due to high cost and as a result Wyoming residents lack the same opportunities as other parts of the U.S. Network expansion to provide advanced services is more costly and as a result, slow to arrive if ever. Enter Union Wireless. Our mission: Provide the opportunity and access to high speed services and content for the citizens of Wyoming. Create a bridge that spans the current service gulf between the haves of metropolitan U.S. and the have nots of rural America. By providing a wireless broadband infrastructure to the un-served and underserved areas of Wyoming, Union will enable consumers, small business, health care, public safety, transportation and native Americans (in short the citizens and visitors to our state) to receive state of the art services. Those services would include; voice, high-speed data/internet, fax, content and applications. b) A general description of the proposed funded service area The proposed service area consists of all of Wyoming with funding being requested for those areas outside of Casper and Cheyenne Wyoming. While Casper and Wyoming are a part of our overall network project, we are seeking funding for expansion outside of those areas. c) Number of households and businesses passed The number of households passed in the

proposed funded service area are; 193, 608 The number of businesses passed in the proposed funded service area are; 18,120 d) Number of community anchor institutions, public safety entities, and critical community organizations passed and/or involved with project (e.g., health care, education, libraries, etc.). We are currently working with or will pass the following entities; State of Wyoming State of Wyoming Department of Public Safety State of Wyoming Department of Transportation State of Wyoming Department of A&I State of Wyoming Department of Game and Fish State of Wyoming Department of Corrections Local and County Law enforcement Local and County Emergency Services Local School Districts Local Libraries Local Hospitals and Health Care Shoshone Nation e) Proposed services and applications for the proposed funded service areas and users. • Voice Services • Internet Access (7.2 mbps via UMTS/HSPA or 3G) • Data Transmission (7.2 mbps via UMTS/HSPA or 3G) • Facsimile Transfer • Software Applications delivered via high speed data connection f) Approach to addressing the non-discrimination and interconnection obligations Union provides non-discriminated interconnection in the following manner by providing carrier roaming with carriers that offer matching technology. Roaming agreements currently exist with 42 carriers nationwide. Our intention is to provide similar roaming access in the 3G environment as agreements are reached with other carriers. Union also provides open internet access in all of our high speed offerings. Equal access to clients is a consistent part of our operating process. g) Type of broadband system that will be deployed (network type and technology standard). UMTS HSPA will be deployed in the specified areas. This technology will provide voice, internet and data speeds of 7.2mbps. UMTS HSPA conforms to all recognized international standards and is being deployed by wireless carriers around the globe. h) Qualifications of the applicant that demonstrate the ability to implement and operate a broadband infrastructure, and/or be a sustainable broadband services provider. Union Wireless is a brand of Union Telephone Company. We have provided complete end-to-end telecommunications solutions to connect Wyoming citizens since 1914 and have been a premier wireless provider since 1988. Today Union employs over 260 people ranging from customer service to technical and engineering. We provide technical support for our network throughout the state with company employed technicians and service that is unparalleled as reflected in our live operator services offering. The Company's infrastructure includes: • 250 GSM cell sites covering over 120,000 square miles, mostly in Wyoming, with some coverage in northeastern Utah, Idaho, and northwestern Colorado; • A GSM switch in Mountain View, Wyoming; and • Over 47,000 subscribers, consisting of 41,416 wireless and 6,240 wireline subscribers. In 2008, the Company's business generated: • Over \$65 million in total revenues; • \$21.5 million in EBITDA; and • In 2008, the Company invested approximately \$28 million in Capital Expenditure, representing by far the largest investment of any wireless carrier in the state. j) Overall expected subscriber projections for the project. We anticipate an expansion of subscribers for this project that will drive; • 70,004 new residential subscribers • 15,933 new business subscribers k) Number of jobs estimated to be created or saved as result of this project. Within Union; • 3 additional Engineers • 15 additional Cellular Maintenance Technicians • 3 Central Office Technicians • 7 Construction Specialists • 12 Customer Care Specialists • 2 Sales Engineers • 2 Business Sales Care Reps • 4 Business Sales Representatives • 2 Administrative Personnel