Executive Summary

Tri-County Times Wireless, Inc. (a subchapter S corporation) is an innovative company which currently provides wireless broadband internet connections to the City of Fenton and the surrounding tri-county area. This three county area consists of portions of Genesee, Livingston and Oakland counties. We also supply VOIP phone service to the businesses and residents within this large area. Utilizing proprietary motorola technology we provide the last mile fixed wireless link to get service to our clients and customers, the ultimate end user. Tri-County Wireless also uses WI-FI (Wireless Fidelity) Mesh products to deploy roaming service to the public in parks, downtowns and other locales. This allows cost effective mobile service for the area residents and those who randomly visit a WI-FI zone. Opportunity: The market for wireless broadband Internet service is wide open. Because of its unlimited appeal, demand for traditional broadband connections is surpassing conservative forecasts in the residential, commercial, and municipal markets. This demand for internet presents the opportunity to provide service to rural locations with limited to non-existent access to the internet and/or VOIP phones. The build-out for this proposed system consists of erecting four (4) self-supporting steel towers in key locations. These towers will be equipped with Access Points and Backhauls which will supply a 360 degree wireless reception signal for up to 12 miles in any direction. The system will receive its bandwidth from our Tri-County Wireless home base tower located at 256 N. Fenway Drive, Fenton, MI. Service area description: The area of proposed coverage for wireless broadband internet access would be portions of Genesee, Livingston, and Oakland counties. The targeted areas would be the outlying, rural residents and communities within these three counties. Our objective is to offer internet access to at least one township within each county which will include the villages, towns and residents which are in or border the townships. For example: a tower located in Argentine Township would allow access to all premises within Byron, Gaines, Deerfield, Cohoctah and Linden. The number of communities with internet access covered by this build-out would be at least twelve (12); including at least four townships, three cities, and five villages. Number passed: The number of households and businesses located and passed in the process of getting to the build-out coverage area are as follows (per the census information of decennial 2000): Genesee County area households, 12,431; businesses, 645. Livingston County area households, 6,319; businesses, 147; Oakland County area households, 6,902, businesses, 454. Number community institutions: Anchor institutions passed and or involved in project within the stated coverage area is 188. Proposed services: Services for funded service areas which will be offered are Broadband wireless internet access and VOIP phone reception. The application would be network services, email and web hosting. Approach to obligations: All federal, state and local laws and ordinances would be adhered to in regards to addressing non-discrimination for employees, clients, and customers.
The interconnection obligations would amount to making our infrastructure, site presence and broadband build-out available to other entities. Tri-County Wireless will conform to both requirements. Our interconnection and non-discrimination policy is clearly stated in response to: question #22. Description of Network Openness. --broadband system: A Motorola canopy system will be deployed to the underserved, rural areas of our stated and projected coverage. This is a routed, multi-path network utilizing Motorola technology standards. We employ Motorola canopy certified technicians. qualifications to implement: We have over five years experience as a provider of internet access. Tri-County Wireless was established in 2004 to offer an affordable alternative for wireless broadband internet connection to the tri-county area businesses and residents. We have installed LAN and WAN services for city municipalities. In the city of Fenton we successfully deployed WI-FI to cover an extended downtown area over a mile long, effectively making it a “hotzone” for internet access. Tri-County Wireless designed and built a VPN (Virtual Private Network) for broadband internet for the City of Fenton satellite divisions of Dept. of Public Works, Water Department and Fire Department. We have a proven track record of meeting clients needs and exceeding customer expectations. Finally, as a company, we have installed and erected four (4) self-supporting towers. Tri-County Wireless took each of these towers from concept, site location, and application process to final inspection completion in less than 90 days — start to finish. infrastructure cost: Our build-out plan which encompasses three connected counties and covers approximately 344 square miles of proposed funded service area for rural and underserved premises will cost 2.6 million dollars. This cost encompasses self-supporting towers and their erection at four (4) different locations with broadband signal equipment being deployed on each tower for 5.7ghz, 2.4ghz and 900mhz wireless transmissions. It also includes all equipment, accessory equipment needs, and reception modules for all new subscribers subscriber projections: Our projections, as a result of the proposed build-out project, will fall somewhere between 4,960-6,500 new subscribers. This projection indicates a minimum of 4,960 premises in rural, underserved areas within the next three years will exercise the option to now have high speed internet access at an affordable rate. We anticipate 70-80% of our subscriber growth will take place in the first two years of our planned build-out. estimated jobs: With the above stated projections, Tri-County Wireless itself would be the largest job creator. To support and maintain an influx of even 4,960 new subscribers over a period of three years, our company would have to hire approximately15-18 field technicians, 8-10 phone and website CSR’s (Customer Service Reps), another 9-12 receptionists, 3-4 certified tower climbers and equipment installers, another 5-6 sales persons, and probably a comptroller and bookkeeper. In total, another 50-60 jobs would be created with long time job security and the present jobs of our seven full time employees would be saved and secure in the future. Additionally, internet connectivity at residences allows the opportunity for many persons to work offsite, from home, on job related responsibilities. It also affords self-employment to new subscribers by introducing the potential to take advantage of the broad expanse of internet business now being conducted over the network of the world wide internet.