Our Company "Vanir Broadband" was formed in March 2004 with the motto that "Everyone Deserves Broadband" and to that end has been successful in building a Tillamook County based WISP (Wireless Internet Service Provider) last mile broadband business using wireless broadband carried via microwave to reach customers that have no other means to receive broadband Internet service. We serve nearly 200 paid subscribers currently across the County and we are cash positive. This grass roots network has already been instrumental in supporting local government, businesses, and residents during many local disasters, including floods and the hurricane force winds that annually affect this coastal county. The opportunity is to now expand our current distribution network to bring on over five times the number of additional residents, businesses, and remote government facilities. We propose to increase rural customers on the network by five times the current capacity and to handle even greater numbers at economical monthly rates. We believe that there are currently over a thousand rural customer in our County that are in need of Broadband Internet services. Our core management team includes members who have many years experience in projects at companies like IBM, Intel, AT&T, and MCI/Worldcom as well as with entrepreneurial ventures. We have all been successful in the past and we are convinced that we are well qualified to handle a project of this magnitude. Proposed Service Area Background As of the 2000 census, there were 24,262 people, 10,200 households, and 6,793 families residing in the county, out of which 24.60% had children under the age of 18 living with them, 54.80% are married couples living together, 7.70% had a female householder with no husband present, and 33.40% were non-families. 27.90% of all households were made up of individuals and 12.60% had someone living alone who was 65 years of age or older. The average household size was 2.33 and the average family size was 2.82. Our population density is 22 people per square mile. There were 15,906 housing units at an average density of 14 per square mile. The population was spread out, with 22.20% under the age of 18, 6.50% from 18 to 24, 23.50% from 25 to 44, 28% from 45 to 64, and 19.8% who were 65 years of age or older. The median age was 44 years. The median income for a household in the county was $34,269, and the median income for a family was $40,197. Males had a median income of $31,509 versus $21,555 for females. The per capita income for the county was $19,052. About 8.10% of families and 11.40% of the population were below the poverty line, including 13.40% of those under age 18 and 8.10% of those that are age 65 or over. Impact of the proposed project Our proposed project, upon completion, would be able to offer Broadband services to approximately 14,701 households, about 90% of the county households and businesses. We would also serve all of the communities listed in the census and would cover 90% of the map community named areas in the county. Local government and school buildings Most of the large anchor institutions, including public safety, governmental, health
clinics, main county library, county courts, port authority, and schools have already been connected to a government special district broadband fiber cable. This fiber optic facility does not reach remote government facilities across the county nor does it provide delivery to any residential customers or small businesses within the county. Costs for connection range above $500.00 per month. Proposed services Our proposed services include both affordable fixed broadband microwave service to farms, homes, and businesses and a much lower cost portable 802.11 solution that would be available to 90% of the county's populated areas. We also intend to provide over 60 Internet based video cameras across the county, along both US Highway 101 and Oregon Highway 6, for both public conditions awareness and for public safety situational awareness. We will also make our green based high level microwave distribution locations available to public safety for improving their radio systems reception in this mountainous coastal county. We also agree with and understand and will comply with all non-discrimination and interconnection obligations. Vanir Broadband is a non-discrimination based broadband service provider and is an equal opportunity employer. Our corporate policies are stated on our web site, www.vanirbb.com. We plan to deploy a microwave backbone using Motorola Canopy, based on 802.3 standards, licensed 802.16 WiMax 3.65 GHz equipment, and last mile links to our customers using both 802.3 and 802.16 fixed point microwave. In addition we will deploy and support a wide base, across the county, using 802.11 WiFi commercial quality access points for a more portable, easy availability, network. Vanir Broadband has demonstrated and been a leader in building solutions to reach rural customers with a high level of customer service and community spirit since 2004. We continue to build and currently offer a WISP network in Tillamook County with the same goals and intentions as this initiative. Our current investment in the system represents over $330,000. While we are cash positive in providing operational services to our present customers it has been extremely expensive for us to reach these remote potential customers. The capital costs return on investment to reach customers in mountainous regions is over 10 years. We are asking for expansion funds that would reach five times our current rural customer base for the approximately $1.75 million requested. We expect to connect over 1,000 rural subscribers to the network within the three years. We believe that we will create several new local jobs with the construction of the remote off grid green microwave distribution sites. We anticipate hiring local system installers, customer support specialists, and a small operations staff to operate and maintain the network. These local jobs will also have a positive effect in this community and will help to support the future economic business development growth in this rural county. We expect that when this project, as defined in this application, is fully funded that there will be 5 new jobs created during the project implementation phase and 5 or more permanent jobs created to manage and support the enhanced network.