



2025

WISPAMERICA™

BROADBAND WITHOUT BOUNDARIES

Wireless ABC's



Who is here and why

- Number of Employees – Under 10 – over 10

Disclaimer

- This presentation is **not** intended to create an attorney-client relationship.
- The information contained in this presentation is general and is **not** offered as legal advice.
- You are strongly encouraged to consult with your attorney(s), consultant(s), or financial advisor(s) if you have specific questions.
- Any reliance on the information in this presentation is taken at your own risk.

New Congressional Leadership

Senate Commerce, Science, & Transportation Committee

- Sen. Ted Cruz – Chairman
- Sen. Maria Cantwell – Ranking Member

House Energy & Commerce Committee

- Rep. Brett Guthrie – Chairman
- Rep. Frank Pallone – Ranking Member
- Rep. Richard Hudson – Chairman of Communications & Technology Subcommittee
- Rep. Doris Matsui – Ranking Member of Communications & Technology Subcommittee

Congressional Short-Term Agenda

- Spectrum Auction Re-Authorization
- BEAD reform
 - SPEED For BEAD Act
 - NOFO and NTIA Guidance
- USF reform
 - Supreme Court case

New Agency Leadership

FCC

- Brendan Carr – Chairman
- Olivia Trusty – Commissioner nominee
 - Longtime service on Senate Commerce and Armed Services Committees
- Geoffrey Starks has announced he is departing soon
- Nathan Simington (Rep) and Anna Gomez (Dem) are other two commissioners
- Staff appointments currently consist primarily of existing FCC leadership, with some new faces

Commerce/NTIA

- Howard Lutnick confirmed as Commerce Secretary
- Arielle Roth nominated to be NTIA Administrator; Senate conformation hearing Thursday

Expectations at FCC

Deregulation and light-touch regulation

- “Delete, Delete, Delete”
- Net neutrality gone, but watch states
- Digital discrimination rules at risk

Competition and innovation

- Higher volume of deals across the board expected
- Mergers of very large industry actors much more likely
- More lenient and quicker M&A review
- But regulatory uncertainty makes growth estimates more unpredictable

Expectations at FCC

Infrastructure

National Security

Spectrum for mobile and satellite

- FCC needs auction authority

Reform of broadband funding programs

- Contributions from Big Tech
- Outcome of Supreme Court case will impact next steps

Enforcement Priorities

- Broadcasters beware!
- DEI
- National security

FCC Applications

- **Form 601** for new wireless authorizations → prior FCC approval required for most authorizations
- **Form 602** ownership report if you have a wireless license in an auctioned service → must update when filing for new wireless authorization or assignment/transfer
- **Form 603** for assignment and transfers of control of wireless licenses
 - Yes, you need prior FCC approval for equity transfers even if the licensee's name doesn't change
 - Yes, you need prior FCC approval for conversions
- **Form 608** for spectrum lease approvals → prior approval required for some leasing arrangements
- **Section 214** transfer for common carriers, including CAF and RDOF → prior FCC approval required

Compliance Calendar

Item	Date	Frequency	Service Program	Filed with . . .
FRN	Startup	Once	All FCC	FCC
CALEA SSI Plan	Startup	Once	Broadband and voice providers	FCC
DMCA “Safe Harbor” Notice	Startup	Once	Broadband providers (recommended)	Copyright Office
Open Internet Transparency Statement	Startup	Once, update as necessary	Broadband providers	Post on website
Broadband Label	Since October 10, 2024	Once, update as necessary	Broadband providers	Post on website
Privacy Policy	Startup	Once, update as necessary	Broadband providers	Post on website
Terms of Service/Acceptable Use Policy	Startup	Once, update as necessary	Broadband and voice providers (recommended)	Post on website

Compliance Calendar

Item	Date	Frequency	Service Program	Filed with . . .
CPNI Compliance Certification	March 1	Annual	Common carriers/ETCs and Interconnected VoIP providers	FCC – requires training and manual
Robocall Mitigation Database Submission	March 1	Annual	Voice providers, intermediate providers and gateway providers	FCC
Supply Chain Report	March 31	Annual	Broadband providers	FCC
Form 499-A	April 1	Annual	Common carriers/ETCs and Interconnected VoIP providers	USAC
Disability Access Reporting Certification	April 1	Annual	Common carriers/ETCs and Interconnected VoIP providers	FCC
Form 395 Employment Discrimination Report	May 31	Annual	Common carriers/ETCs holding wireless licenses with 16 or more employees	FCC

Compliance Calendar – CAF + RDOF

Item	Date	Frequency	Service Program	Filed with . . .
Milestone non-compliance notice	January 15	Annual, if necessary	CAF and RDOF	FCC, USAC, governor and Tribe
Performance testing	January 15 April 15 July 15 October 15	Quarterly	CAF and RDOF	USAC
Section 54.316(b) Report	March 1	Annual	CAF and RDOF	USAC
Form 481	July 1	Annual	CAF and RDOF	USAC
Section 54.314 Certification	October 1	Annual	CAF and RDOF	FCC and USAC, if FCC designated ETC



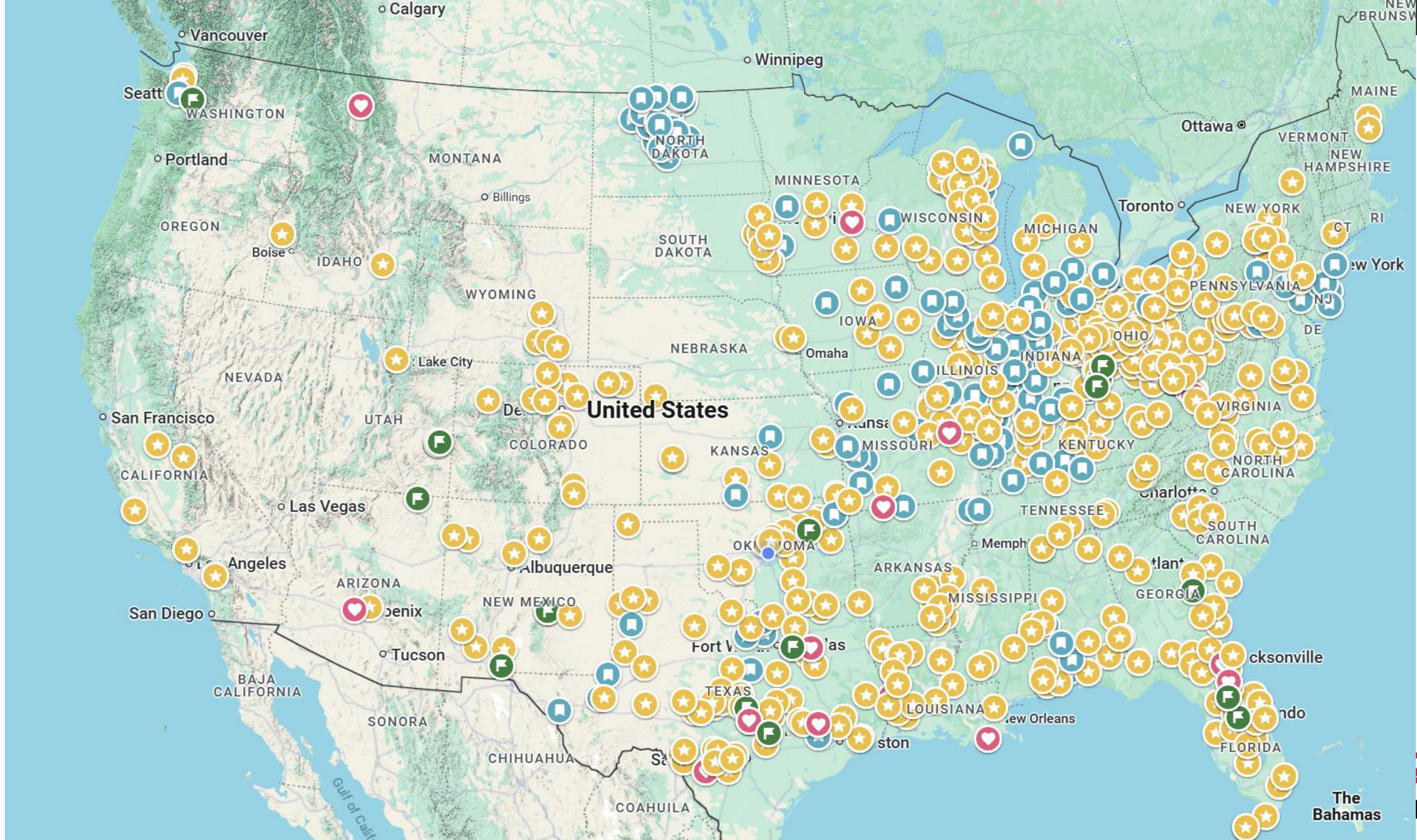
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Jeff Little
Above Wireless
Tower Services Nationwide





4/25/2024 9:02:33 AM CDT (32.507632, -87.829454)



4/27/2024 10:53:22 AM CDT (31.354754, -87.076006)



4/27/2024 11:45:48 AM CDT (31.354754, -87.076006)



4/27/2024 11:19:18 AM CDT (31.354754, -87.076006)



4/27/2024 11:46:15 AM CDT (31.354754, -87.076006)



3/27/2024 12:47:01 PM CDT (31.984118, -87.342756)





4/27/2024 12:12:57 PM CDT (31.354754, -87.076006)



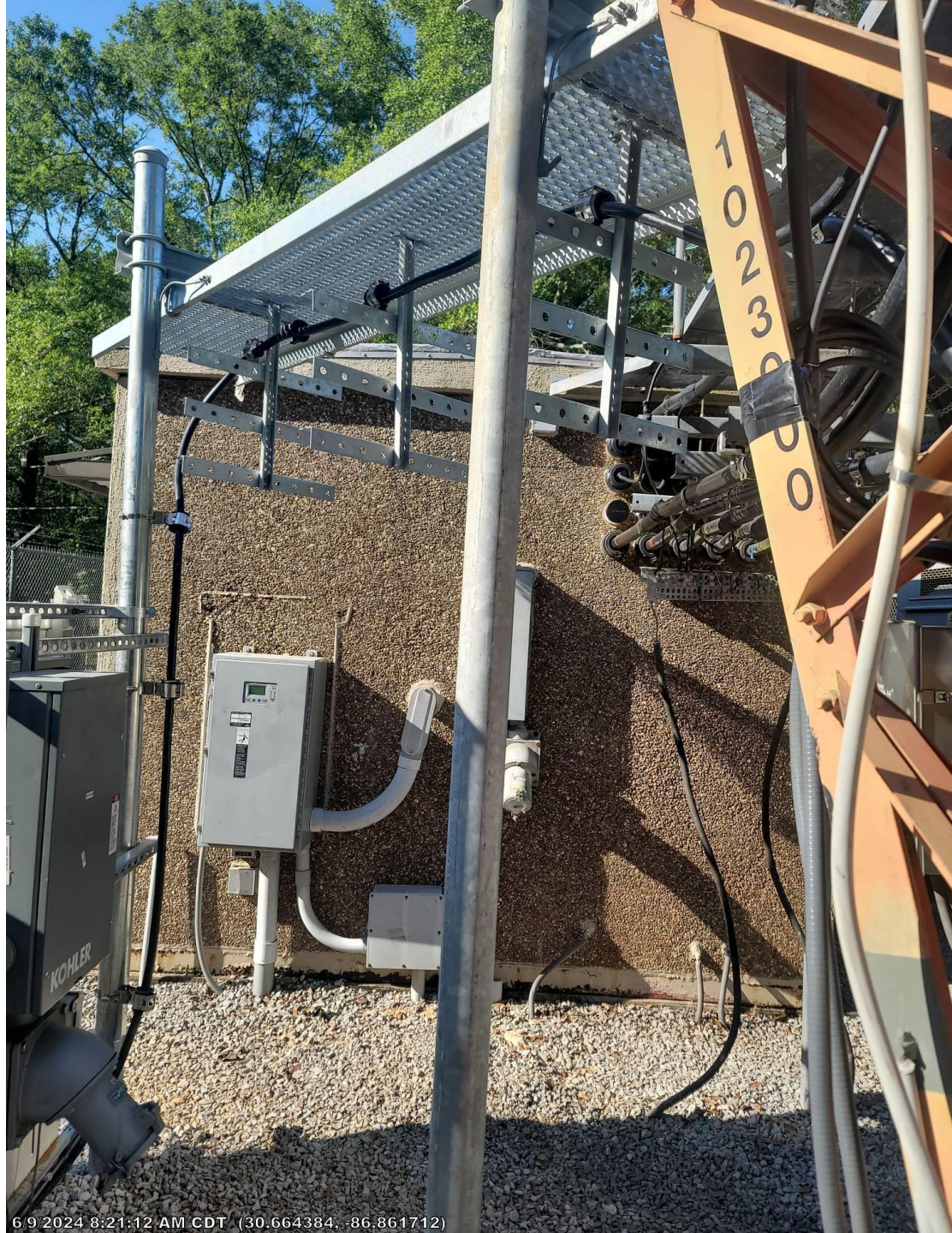
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4/6/2024 3:27:22 PM CDT (32-500571, -87-837938)



6/9/2024 8:21:12 AM CDT (30.664384, -86.861712)



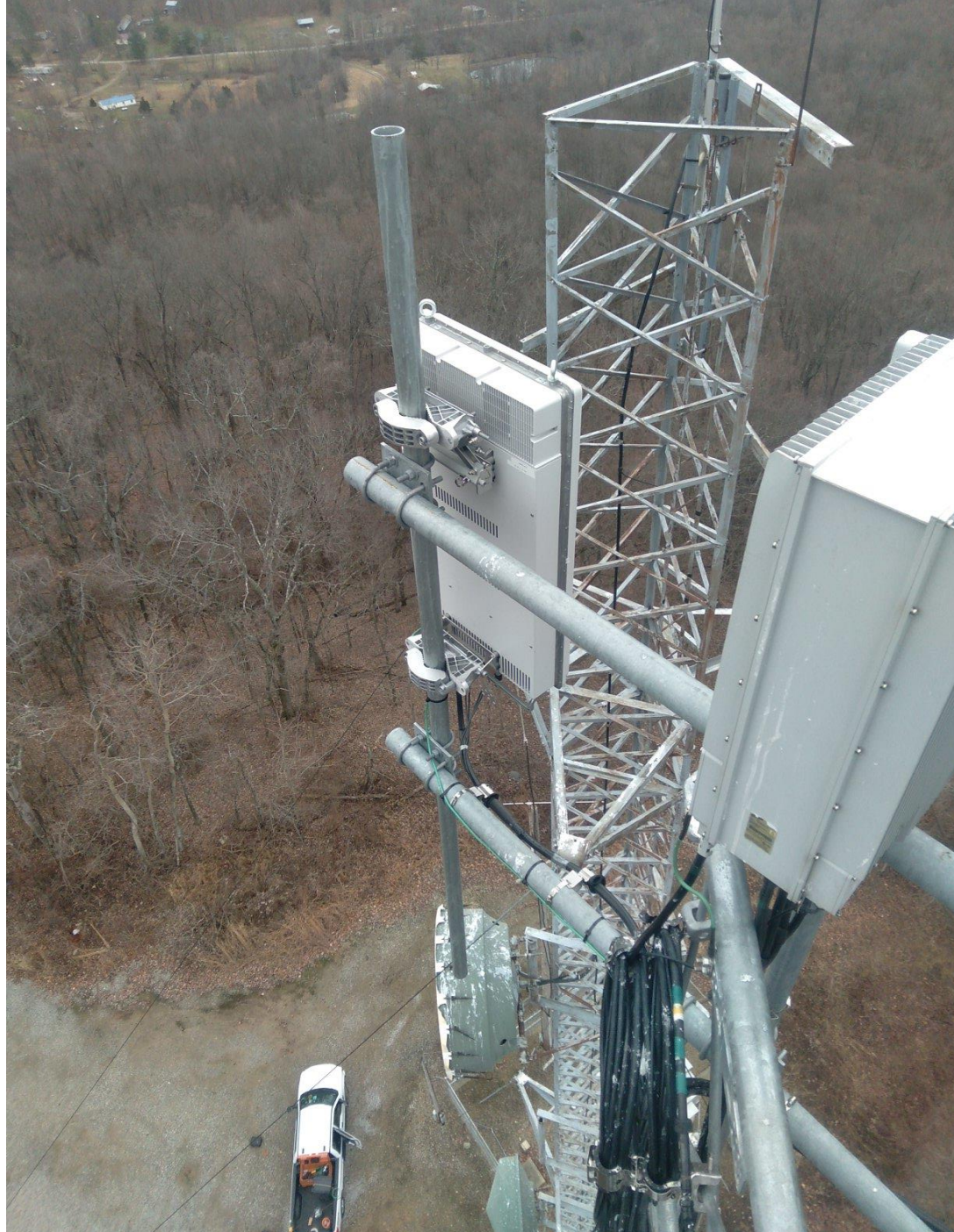


Mar 27, 2022 1:53:03 PM
39.751136° N 84.140758° W





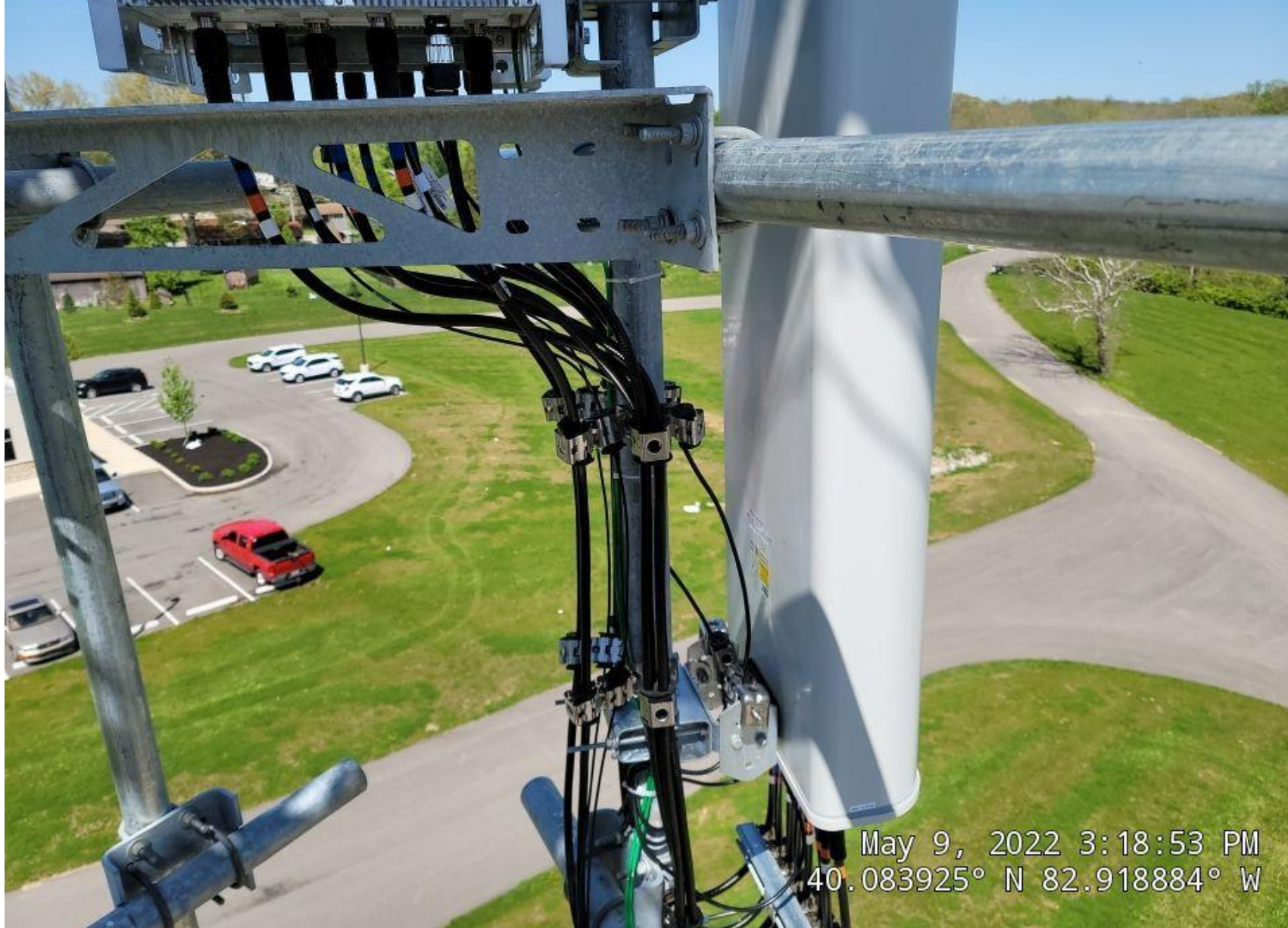






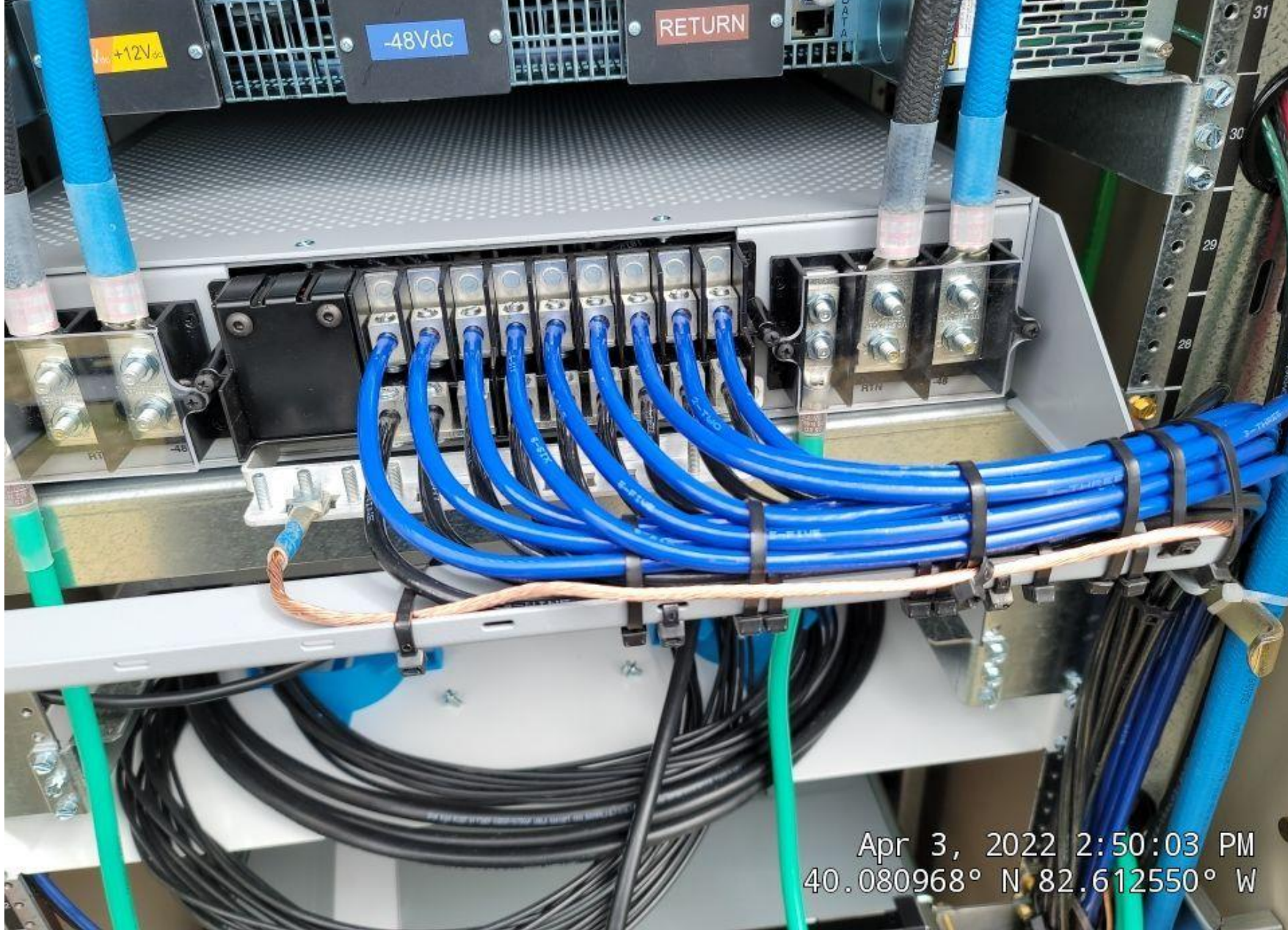


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Apr 27, 2022 3:17:26 PM
40.114726° N 83.014755° W



Apr 3, 2022 2:50:03 PM
40.080968° N 82.612550° W



Mar 18, 2022 12:08:02 PM
40.201566° N 82.915188° W



Mar 27, 2022 5:55:12 PM
39.751084° N 84.140595° W

The image features a city skyline at sunset, with buildings illuminated against a warm, orange and red sky. A large white speech bubble shape is overlaid on the left side of the image, containing the text 'THANK YOU'. The background is divided into several curved, overlapping bands of color: a dark purple band at the top, a white band for the speech bubble, and a dark grey band at the bottom. The bottom dark grey band contains a row of ten small, stylized house icons, each with a red roof and a yellow base.

THANK YOU



It is important to know the speaker's perspective

- Mostly rural: Main Counties Households: 19,469 – 6,478 – 10,385
- All towns have Cable and DSL. Most have Fiber
- Fiber is here or coming in 50% of area
- Tower rent (90' – 120') is CHEEP - \$40/mo – Available every 4 miles
- Established WISP – I will pay to get my weekends
- Not my money, but it is my network
- We are a Ubiquity Shop. Low cost, low customer density, fast ROI

Equipment Selection and Installation

What to buy deciding factors –Pro/Con list

- Urban/Rural: Customer density – Customers per AP
- Wireless Competition (noise) – Sync with competition
- Broadcast Structure rent – Lower rent, more structures
- Fiber Competition
- Is your area auctioned in CAF II, RDOF, BEAD
- Why are you doing this
- I can talk for hours about this topic

Equipment Installation Best Practice

- GROUND – GROUND – GROUND – 90% reduction in equipment loss
 - Look for prior year's presentations with step-by-step detail
 - Yes, shielding isn't ground, but think about it as ground
- OSHA will become a factor
 - Plan for 220 LB Employees
 - Client Site – Keep on ladder as much as possible
 - After your first employee with a broken toe and \$30K bill, liability will drive what you do
 - OSHA 10 puts things into perspective along with a conversation with your insurance person
- CPE / Customer
 - Line-of-Sight when possible. Tell the customer LOS options then let them choose. Not behind the only bush
 - Be willing to say no to new install – Bad person, weak signal, bad install location
 - Rule of 3 once they are a customer – upset 3 employees on 3 different times with me being the final one to fire the customer
- Tower – Envision a courtroom and what you tell the widow.

Wireless Network Design

- #1 – Know what you are going to do before leaving the office
 - Batteries tell you if utility outage. Eliminate short outages
 - Backhauls – Two per tower most of the time
 - Monitoring system – Use it – Live by it – force it to be up-to-date
- Learn Layers 1-3. Focus on 1 and 3 – VERY different skillsets
- Shielded cable, grounded electric
- Coverage Planning - ??????????
- Different Deployment models ??????????

Wireless Network Design

Tech slide

- Determine BH based on rain zone, distance, capacity
- Structure will impact higher Frequency radios
- Spend a lot of time on CPE Manufacture Pro/Con list. Once you are bundled, the pain to switch is high
- Towers – Plan for expansion/Growth
- Standardize soon – Tribal knowledge is VERY bad
- Transitioning from Reactive to Proactive – Group Discussion
- Visit WISPs 3+ hours away. Spend 2 days with them.
 - How – Speed Dating, Talking to who is sitting next to you, socialize

The image features a vibrant city skyline at sunset, with buildings illuminated against a sky of orange and red. A large white speech bubble with a black outline is positioned in the center, containing the text 'THANK YOU' in a bold, black, sans-serif font. The background is decorated with curved, overlapping bands of purple, white, and orange. At the bottom, a dark grey horizontal bar contains a row of ten stylized house icons, each with a red roof and a yellow base.

THANK YOU



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Hiring Basics



Speakers

Scott Piehn – JCWIFI.com

- Manager 20 Years
- Built WISP from 20 Purchased customers to 4000+
- 260 Broadcast towers.
- Autistic
- 15 people, 3 leads/Manager

Mike Houston – Director of Broadband Advancement & Advocacy

- Years in the Industry
- What accomplish
- # of People Supervise

Hiring

- Slow to higher, quick to fire – Sounds easier than it is
- Be Careful about highering the same personality - Managers.
- Owner should know his/her personality type and weaknesses.
- For field work, consider actual skills test – Screw two boards together.
- Have a Written Job Description with skills listed
- Ask about adjacent skills- Plumbing-roofing-electric-electronical-talest thing ever climbed- carpentry.

Managing

- Personal Development – Management Books or Coursera
- What is accepted becomes the norm – Child bedtime example
- If there are no consequences, no one cares. Company policy and writeups
- Know both sides of the story before making a decision
- Know what motivates your employees – Probably not money
- Put yourself in their shoes – Be Careful about making excuses for them



THANK YOU