

Broadband Report

Prosperity Grants- Broadband Projects

1. Develop Free Social Media Classes and Internet Safety Workshops for the Community's Local Businesses and Non-Profits

Goals: Businesses adopt and use broadband-enabled applications, resulting in increased efficiency, improved market access, reduced costs, and increased speed of both transactions and interactions.

Ensure that community members are aware of how to navigate the Internet safely.

Project Description: Methods of implementing a small and medium business broadband awareness program include, but are not limited to, facilitating awareness sessions, holding press conferences led by community leaders, inviting speakers to community business conferences or summits, and public service announcements. It is also important to educate local businesses about Internet tools that are available at minimum or no cost to them.

A training program, or entry-level "Broadband 101" course, could be utilized to give small and medium businesses an introduction on how to capitalize on broadband connectivity, as well as more advanced applications for IT staff. In addition, incorporate a program designed to help community members who are using the Internet to identify and avoid situations that could threaten their safety, threaten business

or government networks, compromise confidential information, compromise the safety of children, compromise their identities and financial information, or destroy their reputations.

Training should include resources for non-IT staff, such as how to use commerce tools for sales, streamline finances with online records, or leverage knowledge management across an organization.

Additional training might include:

- “How-to” training for key activities such as online collaboration, search optimization, cybersecurity, equipment use, and Web 2.0 tools.
- Technical and professional support for hardware, software, and business operations.
- Licenses for business applications such as document creation, antivirus and security software, and online audio and videoconferencing.
- Website development and registration.
- Basic communications equipment, such as low-cost personal computers and wireless routers.

Benefits:

- Provides entrepreneurial support.
- Eliminates knowledge gap about how best to utilize broadband tools, increasing productivity.
- Promotes business growth and workforce development.
- Broadband empowers small businesses to achieve operational scale more quickly by lowering start-up costs through faster business registration and improved access to customers, suppliers, and new markets. According to [Connected Nation’s 2012 Jobs and Broadband Report](#), businesses that are using the Internet bring in approximately \$300,000 more in median annual revenues than their unconnected counterparts.
- This project helps ensure that community members have a solid understanding of cyber threats.
- There are many risks, some more serious than others. Among these dangers are viruses erasing entire systems, a hacker breaking into a system and altering files, someone using someone else’s computer to attack others, someone stealing credit card information, sexual predators making advances at children, and criminals making unauthorized purchases. Unfortunately, there's no 100% guarantee that even with the best precautions some of these things won't happen, but there are steps that can be taken to minimize the chances.

Action Items:

- Identify federally or state sponsored business support programs (e.g. Chamber of Commerce, SBA, EDA, Agriculture, or Manufacturing extension) that include assistance with broadband or IT content.

- Identify or develop a business awareness and training program.
- Identify or develop online training modules for businesses. For example, the Southern Rural Development Center, in partnership with National Institute of Food and Agriculture, USDA, administers the National e-Commerce Extension Initiative. As the sole outlet nationally for e-Commerce educational offerings geared at Extension programming, the National e-Commerce Extension Initiative features interactive online learning modules. In addition, the program's website offers a library of additional resources and a tutorials section for greater explanation on website design and function. Modules and presentations include: A Beginner's Guide to e-Commerce, Doing Business in the Cloud, Electronic Retailing: Selling on the Internet, Helping Artisans Reach Global Markets, and Mobile e-Commerce. To see some examples, click here: http://srdc.msstate.edu/ebeat/small_business.html#.
- Partner with a local library or community center to offer security-awareness training initiatives that include classroom style training sessions and security awareness websites and information booklets.
- Awareness training can also be used to alleviate anxiety for community members who are not using the Internet because of fear of cyber threats.

Implementation:

The Roscommon County and Ogemaw County teams have successfully launched programs that whereby they are hosting a series of social media and e-marketing workshops for the local businesses and non-profits in their perspective regions. These programs is being constantly improved and recently will incorporate training on internet safety in future workshops to further meet the needs of its local business and non-profit community.

2. Identify, Map, and Validate Broadband Demand

Project Description

Develop a team to conduct research surveys and market analyses to validate a business case. A market analysis includes research on the existing and potential service offerings and the respective rates to determine the levels of interest in the services and rate plans offered by the client. The team should provide accurate, timely, and thorough solutions, accompanied by personalized service to meet the needs of communities or broadband providers.

Goals

1. To understand existing and potential markets for broadband subscribers (both residential and business)

Benefits

1. Enables the ability to better understand the key drivers of the broadband market.
2. Validates the business case for network build out and capacity investment.

Action Items

1. The project team should be prepared to provide research project design, data collection services, data analysis and reporting, and presentation development and delivery.
2. HARBOR Inc. is a citizen based, non-profit, Michigan Corporation founded in 2001 and located in the City of Harbor Springs. The organization's broadband committee developed and mailed a broadband demand survey in July 2012 to approximately 6,300 addresses, comprising all of the local property owners/residents in the community. A copy of the survey can be reviewed here:
http://is0.gaslightmedia.com/wwwharborincorg/_ORIGINAL_/fs72-1369322556-20386.pdf

Implementation Team

To be determined

3. Complete a Vertical Assets Inventory

Project Description

Wireless communications equipment can be placed in a wide variety of locations, but ideally, wireless providers look for locations or structures in stable conditions, with reasonably easy access to electricity and wired telecommunications, and with a significant height relative to the surrounding area. "Vertical assets" are defined as structures on which wireless broadband equipment can be mounted and positioned to broadcast a signal over as much terrain as possible. These assets include structures such as cell towers, water tanks, grain silos, and multi-story buildings.

The lack of easily accessible and readily usable information regarding the number and location of vertical assets prevents the expansion of affordable, reliable wireless broadband service. Wireless broadband providers must determine if it is worth the effort and expense to collect and analyze this data when making investment decisions. Public sector organizations are faced with the same challenges.

A centralized and comprehensive vertical assets inventory can help wireless broadband providers expedite decisions regarding the deployment of affordable, reliable broadband service in rural areas.

Goals

1. Develop a single repository of vertical assets, such as communications towers, water tanks, and other structures potentially useful for the support of deploying affordable, reliable wireless broadband in less populated rural areas or topographically challenged areas.

Benefits

1. The vertical assets inventory provides data for private and public investment decisions, lowering the initial cost of efforts needed to identify potential mounting locations for infrastructure.
2. The inventory can encourage the expansion of affordable, reliable wireless broadband services to underserved areas by shortening project development time.

Action Items

1. Identify or develop a vertical assets inventory toolkit to provide guidelines to identify structures or land that could serve as a site for installation of wireless communications equipment.
2. Data to collect would include vertical asset type, owner type, minimum base elevation, minimum height above ground, and location.
3. Identify and map elevated structures utilizing your community's GIS resources. The resulting database should be open ended; localities should be encouraged to continuously map assets as they are made available.

Implementation Team

To be determined

4. Perform an Analysis of Local Policies and Ordinances

High capital investment costs, including permit processing, pole attachment costs, and lack of effective planning and coordination with public authorities, negatively impact the case for deployment. For example, the FCC's National Broadband Plan concludes that, "the rates, terms, and conditions for access

to rights of way [including pole attachments] significantly impact broadband deployment.” The costs associated with obtaining permits and leasing pole attachments and rights-of-way are one of the most expensive cost functions in a service provider’s plans to expand or upgrade service, especially in rural markets where the ration of poles to households goes off the charts. Furthermore, the process is time consuming. “Make ready” work, which involves moving wires and other equipment attached to a pole to ensure proper spacing between equipment, and compliance with electric and safety codes can take months to complete.

Community and provider collaboration to problem solve around local pole attachment and other right of way issues is one of the most effective opportunities to encourage faster, new deployment of infrastructure.

Goal

Ensure that local policies are conducive to broadband build-out.

Benefits

1. Lowers cost barriers to improve the business case for broadband deployment.
2. Encourages good public policy and provider relations.

Action Items

1. Review local policies, ordinances, and other barriers to broadband deployment and consult with community leaders, providers, utilities, and other members of the community to ensure that they are supporting policies (local ordinances, pole attachments, and right-of-way) that are conducive to broadband build-out.
2. Develop an awareness campaign targeted towards community leaders to inform them of the benefits of broadband to the entire community derived from access to global resources that outweigh the need for some policies.

Implementation Team

To be determined

