WELCOME!
The “WISP”

U.S. WISP INDUSTRY FAST FACTS
- More than 2,000 providers
- More than 4 million customers
- In all 50 states
- Average 1,200 customers per provider
- Typical download speeds: 5 to 50 Mbps residential, up to 1 Gbps business
A vibrant, growing industry

BWA Industry Revenue Review and Forecast

More revenue means more staying power.

Source: The Carmel Group
Copyright 2017, Property of The Carmel Group. All Rights Reserved.
A vibrant, growing industry

BWA Customer Growth

Users double every five years.

Source: The Carmel Group
Copyright 2017, Property of The Carmel Group. All Rights Reserved.
Key growth drivers

- Streaming media / video
-Phones, PC’s, tablets, household devices connected to Wi-Fi
- The Internet of Things
Key growth drivers

• Your innovation, bringing broadband where Big Cable and Big Mobile won’t and can’t go!
Spectrum is our fuel

• There’s simply not enough
• Unlicensed spectrum we use is getting crowded and noisy
Spectrum is our fuel

• Big 4 mobile companies each possess between 100-200 MHz of sub-6 GHz spectrum nationwide
Spectrum is our fuel

- Uncle Sam is the biggest holder, occupying 85% of all useable spectrum
Washington is key to our growth

Average piece of legislation takes 7 years to become law
Washington is key to our growth

FCC works for Congress, but has immense discretion how to act on policy
Our Great Story – Serving Rural America
Our Great Story – Serving Rural America
Our Great Story – Serving Rural America
Spectrum lobbying is fierce & $$

- AT&T $18 million
- Verizon $12 million
- T-Mobile $8 million
- Sprint $3 million
- CTIA $11 million
Spectrum lobbying is fierce & $$$

- NAB $14 million
- Boeing $15 million
- Lockheed $13 million
- GM $8 million
- Ford $4 million
- GE $6 million
Spectrum lobbying is fierce & $$$

WISPA spends less than .2%
Big Mobile has big guns

- Funded or paid for 300 advocacy organizations
- 58 staff members
- Its largest members each have dozens of lobbyists and regulatory attorneys
How is WISPA delivering for you?

- Spectrum is a public resource
- Uncle Sam controls that spectrum
- Achieving good policy = more spectrum, etc.
WISPA – Lobbying for you

- Hundreds of policymaker meetings
- 50+ agency filings
- Hill testimony
- Op-eds and widespread press coverage
WISPA – Lobbying for you

Aiken testifies at House hearing on rural broadband
We have seen a lot of hype about 5G wireless technology in the news lately, and in the halls of government. But in March, at a hearing about broadband infrastructure, Sen. Jon Tester (D-Mt.) asked a critical question: “How do we get 5G into rural America?”
“[5G] doesn’t do anything for rural and under-served areas, where 24 million Americans have ‘no G,’ and where fixed wireless broadband operators do not have enough access to good spectrum to reach customers that are within range of their towers right now...”
Tester uses “no G” meme in subsequent advocacy to call for more and better rural broadband...others follow suit
WISPA – Lobbying for you

Aiken represents WISPs at White House 5G Summit
WISPA – Active issues

- The FCC’s Spectrum Horizons proceeding
- FCC rules on partitioning, disaggregation, and leasing of spectrum
- The C-band
- CBRS
- 5.9 GHz
- The 6 GHz band
- TV White Spaces
- 24 GHz
- 37 GHz
- Proposing rules for the Connect America Fund program

Before the
Federal Communications Commission
Washington, DC 20554

In the Matter of

Unlicensed Use of the 6 GHz Band
ET Docket No. 18-295

Expanding Flexible Use in Mid-Band Spectrum
between 3.7 and 24 GHz
GN Docket No. 17-183

To: The Commission

COMMENTS OF
THE WIRELESS INTERNET SERVICE PROVIDERS ASSOCIATION
WISPA – Active issues

• Keeping FCC reporting obligations to a minimum
• Reforming FCC and USDA subsidy programs to further promote WISP market entry
• Broadband competition and deployment / bridging the digital divide
• Fair access to rights-of-way, poles and other infrastructure by WISPs
• Net Neutrality and updating the Communications Act
• Federal privacy legislation

Before the Federal Communications Commission
Washington, DC 20554

In the Matter of

Unlicensed Use of the 6 GHz Band ET Docket No. 18-295

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Between 3.7 and 24 GHz

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COMMENTS OF
THE WIRELESS INTERNET SERVICE PROVIDERS ASSOCIATION
WISPA – Active issues

• The Ray Baum’s Act
• Access to Federal Lands for Broadband Infrastructure
• Plans for more broadband infrastructure to service Veterans in Rural America
• NTIA’s Smart Cities Working Group
• And, key standards-setting bodies that act as private-sector regulators of our industry

Before the
Federal Communications Commission
Washington, DC 20554

In the Matter of

Unlicensed Use of the 6 GHz Band  )  ET Docket No. 18-295
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Between 3.7 and 24 GHz  )

To: The Commission

COMMENTS OF
THE WIRELESS INTERNET SERVICE PROVIDERS ASSOCIATION
FCC visits = WISPs the real deal

Commissioner Brendan Carr visits Leap Wireless
FCC visits = WISPs the real deal

Commissioner Brendan Carr visits Leap Wireless
FCC visits = WISPs the real deal

Commissioner Carr visits On-Ramp Indiana
FCC visits = WISPs the real deal

Commissioner Carr visits On-Ramp Indiana
The media report WISPA

- ArsTechnica
- Bloomberg
- Comm Daily
- CNET
- Fierce Wireless
- Politico
Accomplishing more

- You amplify our message
- This is something we have that Big Mobile and others don’t
- You make this personal and that alone can change outcomes in amazing ways
We need your voice!

Text
WISPA

to 50457
We need your voice!

Great customer service is another powerful, easy way to get engaged!
“1-star” Yelp reviews not helpful
WISPA’s policy focus

• Balanced spectrum approaches, ensuring that small and rural providers have a fair shot at accessing airwaves
WISPA’s policy focus

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• Targeted subsidy programs to bring broadband deployment to unserved locations
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• Balanced spectrum approaches, ensuring that small and rural providers have a fair shot at accessing airwaves
• Targeted subsidy programs to bring broadband deployment to unserved locations
• Fast and fair access to infrastructure for broadband deployments no matter the location
WISPA’s policy focus

• Balanced spectrum approaches, ensuring that small and rural providers have a fair shot at accessing airwaves
• Targeted subsidy programs to bring broadband deployment to unserved locations
• Fast and fair access to infrastructure for broadband deployments no matter the location
• Keeping small businesses competitive by ensuring regulatory burdens are appropriately scaled
The C-Band

• The C-Band is generally used for satellite industry earth stations
The C-Band

- The C-Band is generally used for satellite industry earth stations
- FCC must make 300 megahertz available for fixed, point-to-multipoint broadband
The C-Band

- The C-Band is generally used for satellite industry earth stations
- FCC must make 300 megahertz available for fixed, point-to-multipoint broadband
- Our fixed services are uniquely suited to share with earth stations
CBRS

• FCC rules initially enabled access through census tract-sized PALs
CBRS

• FCC rules initially enabled access through census tract-sized PALs
• FCC reopened the rule and changed PALs to larger county-sized license
CBRS

• FCC rules initially enabled access through census tract-sized PALs
• FCC reopened the rule and changed PALs to larger county-sized license
• WISPA prevented them going even larger
Operational outlook

• WISPA is contemplating offering members group health-care plan
• Please fill out the survey to help us decide
Operational outlook

WISPA webpage to get facelift Summer 2019!
Operational outlook

Regional Shows
ENJOY THE SHOW!