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Marlene H. Dortch, Secretary
Federal Communications Commission
445 12th Street, S.W.
Washington, DC 20554

Attention: Jon Wilkins, Chief
Wireless Telecommunications Bureau

Re: Application of AT&T Mobility Spectrum LLC and Eastern Colorado
Wireless, LLC for Consent to Assign Licenses
WT Docket No. 16-189

Dear Ms. Dortch:

On behalf of Eastern Colorado Wireless, LLC ("ECW"), we are submitting herewith its response to the FCC's inquiry concerning ECW's decision to assign its licenses to AT&T Mobility Spectrum LLC.

In accordance with Section 1.12 of the Commission's Rules, please direct any questions or correspondence regarding this filing to our office.

Sincerely yours,



Richard D. Rubino
Counsel for Eastern Colorado
Wireless, LLC

Attachment

cc: Kathy Harris [kathy.harris@fcc.gov]
Scott Patrick [scott.patrick@fcc.gov]
Betsy McIntyre [Elizabeth.mcintyre@fcc.gov]
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EASTERN COLORADO WIRELESS, LLC
6488 US HIGHWAY 36
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August 4, 2016

Marlene H. Dortch, Secretary
Federal Communications Commission
445 12th Street, S.W.
Washington, DC 20554

Attention: Jon Wilkins, Chief
Wireless Telecommunications Bureau

Re: Application of AT&T Mobility Spectrum LLC and Eastern Colorado
Wireless, LLC for Consent to Assign Licenses
WT Docket No. 16-189

Dear Ms. Dortch:

In response to the Commission's July 28, 2016 inquiry concerning the above-referenced application, Eastern Colorado Wireless, LLC (ECW) provides the following information:

FCC Inquiry:

1. Explain in detail the decision made by Eastern Colorado to assign to AT&T the Lower 700 MHz C Block spectrum that is the subject of this application, including any attempts made to enter into a sale of this spectrum or alternative arrangements with parties other than AT&T.

ECW Response:

ECW obtained its 700 MHz C-block spectrum in Colorado 8 with an eye toward bringing wireless data and broadband service to substantial portions of Brent, Crowley, Kiowa, Otero and Prowers counties in the State of Colorado as well as the Colorado counties included in its other 700 MHz license areas. The majority of the areas targeted for service constitute rural areas under the Commission's Rules. ECW, through its co-managing member Plains Telephone Cooperative Association, Inc. (Plains), conducted market studies and deployed an experimental wireless network in several counties utilizing its C-Block 700 MHz spectrum with the intent of ultimately offering a fixed wireless data service across its spectrum holdings. However, a combination of a changed competitive situation, capital constraints and a disappointing customer response to its fixed data product caused ECW and Plains to examine alternative scenarios.

ECW contacted Falkenberg Capital Corporation (“Falkenberg”) in September, 2015 to assist in a strategic review of its 700 MHz wireless operations and spectrum holdings. Falkenberg is a FINRA-registered broker dealer with extensive experience in the rural wireless industry. Falkenberg’s experience in rural wireless began in 1989 and includes numerous transactions involving both wireless operating businesses and spectrum assets. In addition, Falkenberg’s managing principal has substantial experience providing advice on the implementation and financing of wireless systems in rural markets.

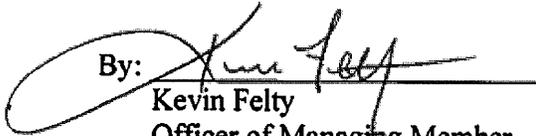
Falkenberg agreed that ECW was at a competitive disadvantage to other wireless carriers in the area. Based on Falkenberg’s review and analysis and the consideration of other relevant factors, ECW concluded that a sale of all of its 700 MHz holdings was the appropriate financial alternative for ECW to undertake. On September 14, 2015, ECW and Falkenberg signed an agreement for Falkenberg to market these assets and concurrently ECW instructed Falkenberg to market its entire portfolio of 700 MHz licenses in a single package. Falkenberg began contacting potential buyers regarding the sale of the licenses on or about October 5, 2015. Specifically, Falkenberg conducted discussions with the following parties: AT&T, T Mobile, and NE Colorado Cellular, Inc. dba Viaero Wireless. Falkenberg requested that initial offers for the ECW spectrum portfolio be submitted by October 28, 2015. Prior to the submission of bids, Falkenberg worked with the prospective purchasers, arranging non-disclosure agreements, answering questions regarding the licenses, and generally promoting interest in the licenses.

By the end of an extended bidding process, AT&T had submitted the most attractive economic proposal for the entire package of 700 MHz licenses offered for sale. Since this offer garnered the greatest resources to offset ECW’s substantial investment in its wireless spectrum portfolio, ECW reasonably concluded that its best course of action was to accept the AT&T offer. ECW and AT&T executed a Definitive License Purchase Agreement on March 15, 2016.

Please direct any questions to our counsel, Richard D. Rubino, Esquire, at Blooston, Mordkofsky, Dickens, Duffy & Prendergast, LLP, 2120 L Street NW, Suite 300, Washington, DC 20037 or rdr@bloostonlaw.com.

Sincerely,

EASTERN COLORADO WIRELESS, LLC

By: 

Kevin Felty
Officer of Managing Member

Eastern Colorado Wireless, LLC

Page 3 of 3

cc (via email): Kathy Harris, FCC
Betsy McIntyre, FCC