



December 28, 2017

Marlene H. Dortch, Secretary  
Federal Communications Commission  
445 12<sup>th</sup> Street, SW  
Washington, DC 20554

Re: Citizens Broadband Radio Service (CBRS)  
GN Docket No. 17-258  
Comments of Virginia Everywhere, LLC dba All Points Broadband

Dear Ms. Dortch:

I am writing on behalf of Virginia Everywhere, LLC dba All Points Broadband, a fixed wireless Internet service provider serving northern and southwestern Virginia and communities in Maryland and West Virginia. All Points has been in business for just over three years and now serves approximately 15,000 end-users. We raised private, at-risk capital from institutions and individuals which we invest to bring broadband service to areas where there are no terrestrial alternatives or a lack of choice. Our young, entrepreneurial company is an example of the private sector's willingness to invest in rural broadband if there is a sensible regulatory environment that encourages investment and enables competitive and disruptive providers to enter the marketplace.

I also serve on the Board of Directors of the Wireless Internet Service Providers Association and am Chairman of its Legislative Committee. I have testified before the United States Senate on matters relating to rural broadband deployment.

I am very aware of the statistics showing that 23 million rural Americans lack access to broadband and millions of others lack choice. Given the relative economics of fixed wireless compared to fiber-to-the-home in sparsely populated areas, fixed wireless is the most cost efficient and effective access technology to connect these unserved Americans. The FCC's spectrum policies must reflect this reality and foster the related private investment that will bridge the digital divide and provide robust, fixed broadband connectivity to all Americans.

In several parts of All Points' network, we are already operating in all available unlicensed spectrum and are therefore unable to add additional customers without diminishing the quality of the service received by current customers. In areas such as these, CBRS priority access licenses (PALs) will provide us with the additional *capacity* we need to connect more unserved Americans.

In virtually all of our network footprint, there are potential customers who desire service, but who we cannot serve because we do not have access to a spectrum band that will support non-line-of-sight connections. In these areas, CBRS PALs will provide us with the needed non-line-of-sight *coverage* we need to connect more unserved Americans.

These are the same dynamics confronting hundreds of other wireless ISPs (WISPs) throughout the country. WISPs need access to licensed spectrum to provide capacity in areas where unlicensed bands are congested, and need access to licensed mid-band spectrum to provide the coverage necessary to deliver service to customers on a non-line-of-sight basis.

All Points has made several hundred thousand dollars in operating and capital investments in reliance on the current rules for the CBRS band. We reassigned several of our most senior managers to focus on CBRS-related activities and obtained an experimental license to conduct real-world trials of CBRS-capable equipment and to compare the performance of equipment from at least four different manufacturers. However, after the NPRM was issued, we dramatically reduced our testing activities and declined to initiate testing with two of the four planned equipment manufacturers until the uncertainty regarding the future of the band has been resolved.

While we serve customers in at least eight Partial Economic Areas (PEAs), our business model is serving customers at fixed locations in specific geographic areas where consumers lack choice. These pockets of unserved and underserved customers are spread throughout the country and do not correspond to county or PEA boundaries.

There are dozens of census tracts within and adjacent to our current footprints where All Points would be an aggressive bidder for PALs. This is because we have existing tower leases and infrastructure and we know we could obtain additional customers if we had the additional capacity and coverage that CBRS PALs would offer. The potential of acquiring the critical licensed, mid-band spectrum we need to connect the unconnected, using census tracts as the bidding unit, is what gave us the confidence to invest substantial resources preparing for the CBRS auction.

If PAL sizes are increased from census tracts to counties or PEAs, all of our investment in CBRS activities will be stranded. It is clear that All Points and other operators of similar size serving customers at fixed locations over several PEAs cannot possibly compete in an auction in which the minimum lot size is several times the size of our potential addressable market.

All Points and other companies in our industry are the entrepreneurs and small businesses who are investing private, at-risk capital to solve America's most pressing public policy issue: bridging the digital divide. We urge the Commission to retain census tracts as the geographic unit for PALs so that we have the opportunity to compete at auction to continue investing to connect unserved Americans.

Sincerely,

/s/

James G. Carr  
Chief Executive Officer