

# Broadband to the Vineyard

Perspective from a Rural Wireless Provider

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HILLCOUNTRY  
WIRELESS & TECHNOLOGY

# HCWireless

- Established December 2017
- Built on a Dream
  - “There’s no need to wait for someone else; we’ll just do it ourselves.”
- “We have the knowledge and we can fix this.”
  - Hill Country Wireless & Technology was born.



# HCWireless

- Our goal is simple
  - Make our Community Better
  - Provide Outstanding Customer Service
  - Provide a Quality Product
  - Serve our Community

*We work hard, have fun, make money by providing outstanding customer service & following The Golden Rule*



# HCWireless

- Broadband Provider for Blanco County
  - High-Speed Fixed Wireless
    - 5Mbps to 100Mbps
  - Ultra High-Speed Fixed Wireless
    - 100Mbps to 500Mbps
  - Fiber to the Home/Business
    - 100Mbps to 1GB
- Carrier-Grade Equipment
  - PtMP Unlicensed
  - LTE Licensed



# Texas Hill Country Wineries

- 2<sup>nd</sup> Largest Wine Producer in the US
- 1.7 Million Tourist each Year
- 400 Wineries
  - 66 in Blanco & Gillespie County
- 100,000 Full Time Employees
- Fast Growing Industry
- Little to no Technology Support
- Limited Internet Connectivity
- Under Built Networks



# HCWireless & Texas Wineries

- How can we help?
  - Provide quality, reliable Internet
  - Help our customers businesses
    - On-site during Events
    - Available for business support
    - Manage their Technology



# HCWireless by the Numbers

- HCWireless 2018 to 2019
  - 225% Net Income Growth
  - 104% Monthly Recurring Revenue Growth
  - 116% Customer Base Growth
  - 2019 over \$500 Thousand in Revenue
  - 2020 project \$1 Million in Revenue



# Broadband Current State

- Government Spending
  - 2014 \$115 Million Round 1 \$107 Million Round 2
  - 2018 \$2 Billion
  - 2019 \$20 Billion
- Technologies
  - Fixed Wireless
  - Fiber
  - Satellite High-Orbiting
  - Mobile Wireless (Cellular)

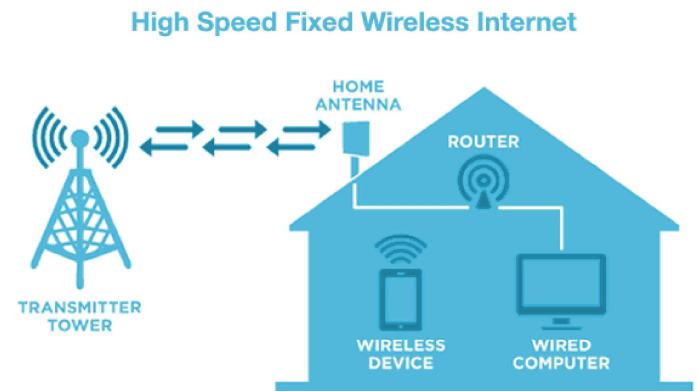


# Broadband Future

- 20% of Americans do not have Broadband
- More Government Spending
- More Competition
- Higher Bandwidth & Lower Latency
- Greater Geographic Coverage
- Emerging Technologies

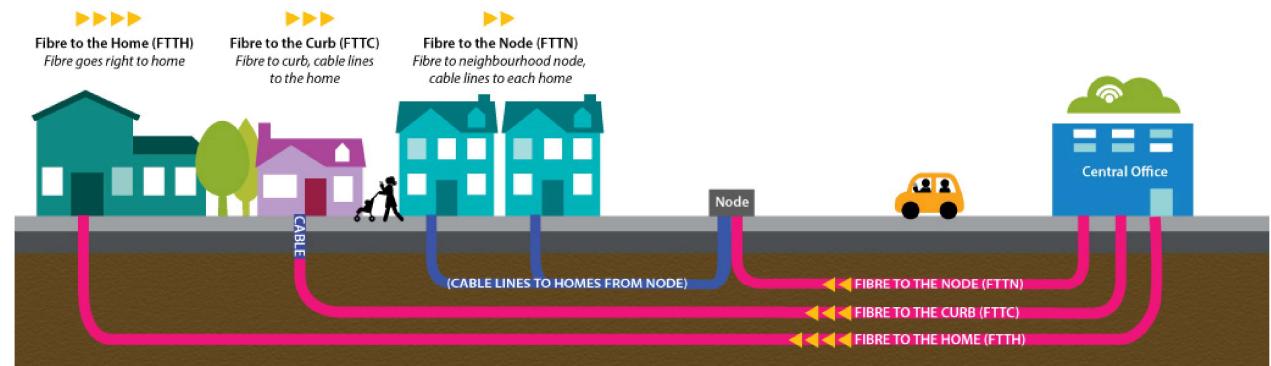
# Emerging Fixed Wireless

- New Spectrum Availability
  - CBRS (Citizen Broadband Radio Service)
  - TV White Space
  - Unlicensed
    - 24Ghz
    - 60Ghz
    - Expanded 5Ghz
    - C-Band (Sub 1Ghz)



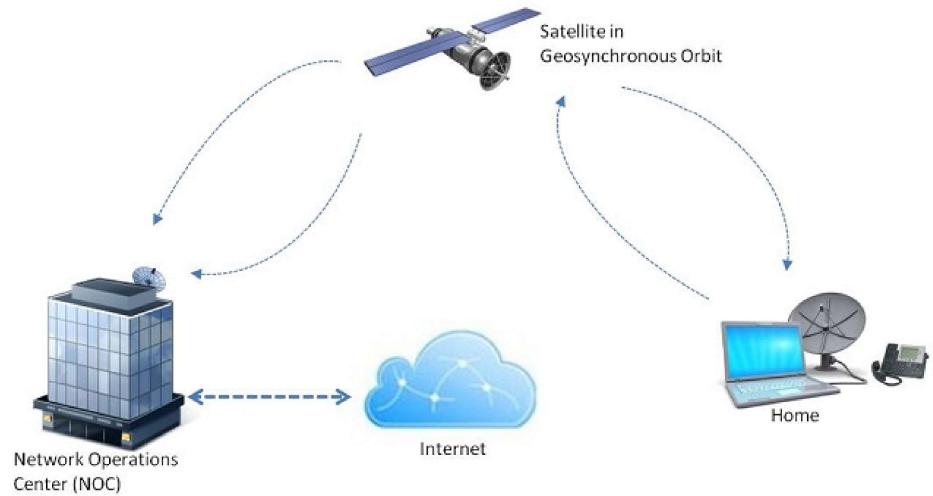
# Emerging Fiber

- Electric Co-Ops
  - State Legislation Pole Access
  - Existing Infrastructure
    - Poles
    - Substations
- Govt. Incentives



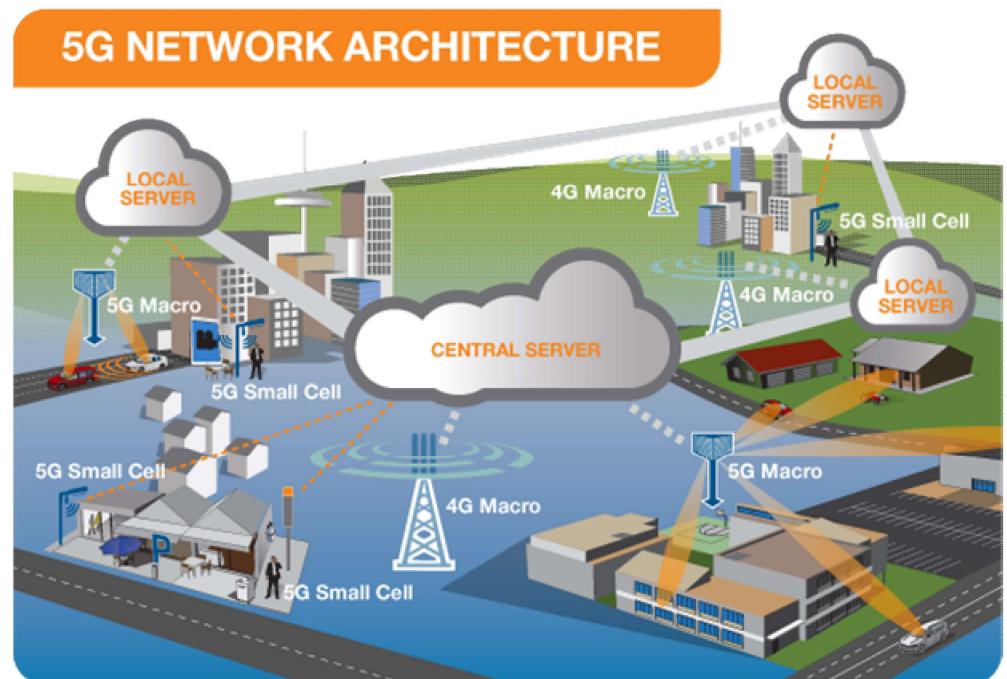
# Emerging Satellite

- Superior Geographic Coverage
- Two Technology Forms
  - High Earth Orbit
    - Greater Bandwidth
  - Low Earth Orbit
    - Lower Latency
      - SpaceX
      - OneWeb
      - Amazon
- *Drones*



# Emerging Mobile Wireless (Cellular)

- 5G
- Expanding Infrastructure
  - Geographic Coverage
- Fixed Wireless – Cellular Carriers



# Opportunities & Challenges

- Internet Delivery Capital Intensive
- Tremendous Market Opportunity
  - Internet is quickly becoming a basic utility
- Customer Education
  - Competing Products being Sold Differently
    - Data Cap, Unlimited Data, Throttling, Bandwidth vs Data Allotment, Technologies, Net Neutrality

# Discussions