

**PUBLIC-PRIVATE PARTNERSHIP
PRELIMINARY PROPOSAL APPLICATION FORM**

CONTACT INFORMATION:

Name of Submitting Organization: SkywaveLink, LLC

State of Incorporation: Florida Tax ID: 933647112 Non-Profit? Yes No 501(c)3? Yes No

Contact Name (First, Last): Joshua Hall

Contact Address (Street, City, State, Zip): 8588 Ostrom Way, Brooksville, FL 34613

Contact Phone Number: (352) 701-8150 Contact Email Address: SkywavelinkLLC@gmail.com

GENERAL PROJECT INFORMATION:

Name of Proposed Project: Hernando Beach Fixed Wireless Broadband

Preferred Location: Herando Beach Water tower

Summary Description of Proposed Project (please type or print clearly):

We would like to install about 5-6 antennas on the water tower vertical railing where it does not jeopardize safety or appearance of the Hernando Beach wording. These would all be white in color, 4-5 would be on the NW to SW side of the water tower measuring 8" W X 32" H and the microwave backhaul dish would be located on the NE to E side measuring 3' in diameter. Each of the sector antennas weigh 10lbs each while the microwave backhaul dish weighs 30lbs. We would need access to a shed or enclosure or be able to install one 3' H X 3' W X 1.5' D on site. Electric access or the ability to install separate service with a meter or install 4-6 solar panels on a 7'-8' tall raised platform for flood purposes would be needed. Last but not least the right to have fiber installed at the water tower.



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I. ALIGNMENT WITH COUNTY PRIORITIES

This project would give the residents and businesses of the Hernando Beach area and parts of Weeki Wachee Gardens another option for internet and WiFi services as this area grows the need for better quality and more reliable internet and WiFi service grows. We look to provide these areas with a local service that's focused on these areas and not expanding across the state or the country. Most cable providers have no desire to reinvest into existing infrastructure that already meets or exceeds the federal government's guidelines for high-speed broadband leaving older more established areas neglected. That's where we come in to support our local community with local customer service and the goal of providing the best services possible! The county currently maintains the water tower with no financial gain from it, we propose offering a reasonable lease fee to the county of \$600/month which is consistent with what we pay to lease a portion from commercial tower companies.

II. FINANCIAL/COMMERCIAL VIABILITY

The preliminary cost of this project will be all on SkywaveLink LLC to implement and operate. We expect to invest up to one hundred thousand dollars within the first year just at the water tower site depending on the fiber cost associated with the site. This alone is a huge benefit for the county to obtain fiber going to this site making the water tower a much larger asset to the county. The only thing that we would ask from the county as far as resources go is whether they can assist in pushing any permits through as quickly and as efficiently as possible. The source of the financial resources will come from our success we have had with other businesses, investments and real estate throughout the years and if we ever did need more capital to invest into the project, we do have others who are willing to invest.

As far as the need/demand for this project, we have spoken to a good number of people within the area of Hernando Beach who have expressed their frustration about their current service provider not just from a residential standpoint but from a business standpoint because of the reliability issues affecting their ability to run their businesses efficiently. We have gained the support of several local businesses who have expressed a need for our services within the Hernando Beach community.

We propose providing individual internet service plans to businesses and residents that would support up to 1.5 GBPS (Gigabits Per Second) FD (full duplex) depending on LOS (Line of Sight) to the customer. Within the first 18 months of being in full operation, we are planning to do a community wide meshed WiFi service with flash pages advertising the local businesses. The capital invested into a community wide WiFi service during the first 18 months will ultimately depend on the first 12 months initial growth in customers from the internet services. It is estimated we could invest as much as one hundred twenty thousand within the first 24 months not including wages.



II. FINANCIAL/COMMERCIAL VIABILITY CONTINUED

Field technicians and other staff will be hired and trained directly by Joshua Hall as need be along the way to support and maintain these internet and WiFi services to hold the greatest standard possible in the industry. Our plan within the first initial 12 months will include emergency electricity back up sources, emergency fiber microwave back-haul sources and on call staff to support and maintain these services. Over the first 2 years our goal is to obtain at least 35% of homes and businesses in Hernando Beach to recoup our initial investment. By year 3 our plan will be to stay connected to the community listening to their needs and reinvesting into expansion of the system as those needs grow between 24-30 months of being in full operation, while turning a profit and recouping all investments by the end of the 36 months. After the first 36 months we hope that any/all investments made are to maintain the system we have put in place, which should be future proof for at least the first 5-7 years of initial launch into operation. We will regroup not just as a company but with the community to see what is needed during/after the first 5-7 years of operation to keep up with technology and times.

III. DEVELOPMENT IMPACTS

There should be very little development impacts, the most being fiber to be run to the site. Our equipment as far as visual goes on the water tower should be at minimum as we would like to keep the water tower in as close to its current visual state as possible. Our plans would be to paint all equipment, lines and or conduit white or another color that would allow them to blend into their background. Utility electric and/or the need for solar panels from a 4-6ft ground platform would be needed, preferably solar so we are running green and as efficiently as possible for our environment. Noise should not be a problem as we mainly work between the hours of 8am-6pm Eastern Time which brings up the need for nighttime lighting, this should only be needed in the event of an emergency like an outage.

IV. COMMUNITY BENEFIT

As said earlier SkywaveLink LLC plans to provide High Speed Internet services and WIFI services to the Hernando Beach area eventually extending down to the Weeki Wachee river area. Our goal will be to provide very competitive pricing to the cable service that's currently available. There is a high desire for more options in this area since the internet services have been neglected for some time now. Yann Milcendeau and Tom Dishman, both business owners in Hernando Beach have been very vocal about the need for better quality service within the Hernando Beach community to us and we understand their needs and what it takes to make this all happen by working together.

V. Professional Qualifications

The owners of SkywaveLink LLC not only bring a great deal of technical experience but also business experience. Jeff Guzlas is a former developer building apartments and condos in Illinois. He has been an RV park owner in Hernando County for 20 years serving tourists and those seeking cheaper temporary and permanent living arrangements. Codys RV Park is located on a 60-acres on the west side of highway 19 behind the Heather Subdivision nicely decorated with things from large dinosaurs, a light house, a castle and mermaids, not to mention it has about a 4–5-acre pond. He has continued to improve this park and upgrade it throughout the years, making it one of the best in the area.

Josh Hall has been in ISP networking for about 16 years with over 18 years' experience in WiFi systems. He served as the Operations Manager and Network Engineer for Consolidated Broadband Systems for 9 years here in Hernando County providing broadband internet to rural unserved and underserved areas. Josh built all the network infrastructure here in the county and has worked with Spectrum, Lumen, AT&T, Hernando Broadcasting, Hernando County Sheriffs Office, Hernando County Water Treatment Plants in Hernando County. Prior to Florida he was at another fixed wireless ISP in Georgia for 6 years.

Jeff Guzlas and Josh Hall have known each other for the last 10 years. They came together to discuss a business partnership after Consolidated Broadband Systems LLC, the company Josh built sold out to a North Carolina owned ISP in late 2022. Josh wanted to turn his focus to the opposite of what the rural broadband grants and cable companies were focused on going after. To shed more light on it, these rural broadband grants put new fiber to home connections in rural areas while leaving the older more established areas neglected with old unreliable coax cable and phone lines. This is when Jeff and Josh got together to start SkywaveLink LLC in 2023 with their main goal being to use their business development skills and technical skills to help these neglected areas of Hernando County.

Lumen used contractors of their choice to run fiber for Consolidated Broadband Systems in 2022 up highway 19 and to Necklace Warbler Ave. in Brooksville. Lumen and AT&T will continue to be SkywaveLink's main sources for fiber connections and fiber contract work going forward.

References

- Bruce Whitney Previous tower owner zuceman@yahoo.com (248) 720-9018
- Steve Manuel Owner of Hernando Broadcasting/WWJB (352) 442-2388
- Jimmy Hannan Director of Engineering (207) 230-4551
- Charles Brown Brown Excavating (352) 279-2506

