

Public Service Commission of Wisconsin  
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<h2 style="margin: 0;">BROADBAND EXPANSION GRANT APPLICATION</h2> <h3 style="margin: 0;">For Fiscal Year 2016</h3>	<p>Late applications will be rejected. Applications MUST be date and time stamped by the Commission's Electronic Regulatory Filing (ERF) system on or before the date and time that the application is due. Applications dated and time stamped in another office will be rejected. Applications are public unless otherwise specified. All applications will be posted on ERF under the docket number stated below and available for public inspection immediately upon filing.</p>	
<p>Applicant (Name and Address)</p>	<p>Applications MUST be UPLOADED to ERF by going to the Commission's website, <a href="http://psc.wi.gov/apps35/ERF_upload/content/myu.aspx">http://psc.wi.gov/apps35/ERF_upload/content/myu.aspx</a>, and selecting "Existing Docket" under either Public Document or Confidential Document heading, as appropriate.</p> <p>The docket number for applications for FY 2016 Broadband Expansion Grants is: 5-BF-100.</p> <p>Applications are due and must be uploaded no later than: September 30, 2015 at 4:00pm (16:00) Central Time</p>	
	<p>Name (Contact for further information)</p> <p>Dennis Klaila, Analyst, Public Service Commission of Wisconsin</p>	
	<p>Phone</p> <p>608-267-9780</p>	<p>Date</p> <p>August 5, 2015</p>
<p>The Public Service Commission of Wisconsin is seeking applications for Broadband Expansion Grants. The Commission may award one or more grants that, in the aggregate, do not exceed an annual total of \$1,500,000 during Fiscal Year 2016 to public and private entities that meet the eligibility requirements set forth in Wis. Stat. § 196.504. Successful applicants will demonstrate a clear and achievable plan to improve broadband communications services in one or more underserved areas in the state.</p>		
<p><small>In signing this application, the undersigned verifies under penalty of perjury that the Applicant and its employees and agents have not, either directly or indirectly, entered into any agreement or participated in any collusion or otherwise taken any action in restraint of free competition with respect to this application; that no attempt has been made to induce any other person or firm to submit or not to submit an application; that this application has been independently arrived at without collusion with any other proposer, competitor or potential competitor; that this application has not been knowingly disclosed prior to the opening of applications to any other applicant or competitor; that all of the responses and representations of Applicant in this application are true and correct to the best of the undersigned's knowledge, information, and belief; and that Applicant agrees to, accepts, and will comply with all of the terms and conditions respecting this application and any award of a Broadband Expansion Grant as may be established in a Grant Award Agreement.</small></p>		
<p>Name of Authorized Company Representative (Type or Print)</p> <p><i>Jim Beaman</i></p>	<p>Title</p> <p><i>President</i></p>	<p>Phone</p> <p><i>920994-2388</i></p>
<p>Signature of Above</p> <p><i>[Signature]</i></p>	<p>Date</p> <p><i>09/30/15</i></p>	<p>Federal Employer Identification No.</p> <p><i>65-1259683</i></p>

This form can be made available in accessible formats upon request to qualified individuals with disabilities.







### **3.2.1.3 Itemized statement of funding request**

- A. Attached within this document is a quotation from Studio Tech for all tower equipment needed for proposed grant. Bertram Communications is proposing a \$178,109.25 buildout.
- B. Bertram Communications will be using grant money specifically for only the locations listed in section 3.2.1.2 and not for any other expenses or bills required to run the broadband network. The funds will be used for equipment and tower climber labor only.
- C. Bertram Communications is a 100% Wisconsin based company that is fully established and profitable since 2005. Bertram Communications will be using income revenue to assist in **50%** of the cost for new tower transmitting sites; and requesting **50%** assistance from grant funding. Requesting \$89,054.62 in grant funding that will be matched equally by Bertram Communications.
- D. Bertram Communications has conducted multiple field studies in each of the proposed locations with all good results to provide great broadband service to listed areas with the advancement of building out new tower locations. Bertram Communications is ready to build in these areas and can currently reach listed areas with existing infrastructure.

### **3.2.1.4 Priority factors supporting the application**

- A. Bertram Communications will match 100% of grand funding. For all labor, equipment, radio freq licensing, etc.
- B. Bertram Communications is Family owned and does not require any public-private partnership
- C. All selected areas by Bertram Communications are believed to be not served by broadband speed service. Bertram Communications does not intend to compete with and other providers.
- D. Bertram Communications intends to impact an approximated 2130 homes and businesses with a approximated 8520 population count throughout eastern, middle, and northern Wisconsin.
- E. Bertram Communications has already developed a 100% scalable network that has been personally and company revenue funded. Bertram Communications intends to use grant funding to extend their existing network into multiple underserved areas of Wisconsin
  - 2130 potential homes will be able to gain service they have never had
  - Addition of 5 network nodes across Wisconsin
  - 6 different service speeds and prices will be available. 3 for residential, 3 for commercial
  - Addition of 14,000 sq miles of broadband services added to Wisconsin

Bertram Communications 100% intends to use these new grant funded tower locations to assist in growth out into more parts of Wisconsin to be able to serve more and more of rural Wisconsin where large telco's are not willing to go.

### **3.2.1.5 Other information supporting the application**

- A. Bertram Communications has been serving rural Wisconsin for over 11 years specifically as a WISP. With a highly trained and knowledgeable staff with over 50 years of combined experience there is little that stops the amazing dedication with the Bertram Staff. Bertram Communications has always felt that not only high broadband speeds are important, but also the reliability of the service. 98% of all Bertram Communications sites are fully redundant to protect in case of failures, and built at full carrier class systems. Bertram Communications intends to build all grant funded locations with the same standards that they have over the past 11 years.
- B. Bertram Communications is a full turnkey company meaning that we do not rely on anyone else to do our work. We manage our entire network in house, climb our own tower sites, and also construct our own towers from scratch. There should be zero concerns that Bertram Communications will provide a great service to the greater rural Wisconsin citizens.



# Studio Tech

# QUOTE

N2186 Torke rd  
Adell, WI 53001

Phone: 920-980-4693

DATE	9/5/2015
QUOTE #	9546
CUSTOMER ID	1034
VALID UNTIL	12/4/2015

## CUSTOMER

Bertram Communications

300 Industrial dr  
Random lake WI 53075  
920-994-2388

**Per Network site build**

DESCRIPTION	LIST PRIC	EXTENDED PRICE	QTY	TAXED	AMOUNT
Cambium PMP 450 - 5.8 GHz	2,895.00	1,850.00	4	x	7,400.00
5GHz 90 degree 17.5 dBi Dual Pol Sector	275.00	185.00	4	x	740.00
Cambium CMM4	3,345.00	2,450.00	1	x	2,450.00
Outdoor cabinet (includes battery backup)	4,200.00	3,800.00	1	x	3,800.00
Trango licensed backhaul	9,500.00	6,745.00	2	x	13,490.00
Trango 2ft Dish	1,200.00	895.00	2	x	1,790.00
Climbing installation Per HR Per Climber	135.00	135.00	32		4,320.00
					-
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Subtotal	\$ 33,990.00
Taxable	\$ 29,670.00
Tax rate	5.500%
Tax due	\$ 1,631.85
Other	\$ -
<b>TOTAL</b>	<b>\$ 35,621.85</b>

## TERMS AND CONDITIONS

1. Customer will be billed after indicating acceptance of this quote
2. Payment will be due prior to delivery of service and goods
3. Please fax or mail the signed price quote to the address above

Customer Acceptance (sign below):

x \_\_\_\_\_

Print Name:

**Thank You For Your Business!**