



# KLICKITAT-SKAMANIA LTPT

## LOCAL TECHNOLOGY PLANNING TEAM

*A planning project to increase broadband awareness, access and adoption in Klickitat and Skamania counties.*

### **Making the Broadband Business Case for Communities Worksheet**

*Please use this as a discussion guide. Information you identify will help us develop an asset inventory and determine the demand for additional broadband in the community.*

#### **Local Technology Planning Team Steps**

The following are typical activities that communities undertake to help increase broadband access and adoption. These steps do not necessarily happen sequentially, can overlap and may be incomplete for some communities.

- Identify community interest to help address infrastructure gaps
- Create working group
- Secure stakeholder support
- Determine demand
- Share results with providers and stakeholders
- Research investment options (private and public)
- Explore leverage opportunities
- Assist with breaking down barriers
- Provide assistance with investment

Comments:

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#### **Demand**

*Please provide input about how best to secure information about the demand for broadband in the region.*

1. Local broadband applications/uses identified

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2. # of potential **business, government and non-profit customers**, and ability/willingness to pay for installation, monthly service

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3. # of potential **residential customers**, and their ability/willingness to pay for installation, monthly service

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4. Other

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**Barriers**

*Check the barriers to increasing broadband access and use in your community (Select all that apply). Note examples, questions, details, additional barriers, etc.*

- Small, dispersed population \_\_\_\_\_
- Environment (endangered species, weather, etc.) \_\_\_\_\_
- Distance and geography (trees, mountains, vegetation, geology, etc.) \_\_\_\_\_
- Permitting and regulatory requirements \_\_\_\_\_
- Lack of awareness of need for broadband \_\_\_\_\_
- Cost \_\_\_\_\_
- Other \_\_\_\_\_

Comments:

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**Assets**

*This list of topics is intended to provide a framework for discussing opportunities and projects that could be leveraged, champions to engage in this important effort, and partners to reach out to. This information will be the foundation of efforts to bring broadband to the community.*

1. Current infrastructure – middle and last mile; fiber (lit and dark), cable, DSL, wireless, etc.

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2. Planned telecommunications upgrades

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3. Interest/ability to explore new infrastructure investments

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4. History of partnering/working together to increase broadband access in the region

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5. Anchor institutions (these are stable, long term customers who require significant bandwidth for their work—often schools, libraries, fire stations, and other local or state government offices)

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6. Towers, poles, silos, buildings, etc. (public and private—these assets allow fiber to be strung or wireless broadband to be relayed and are necessary for building out a network)

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7. Shared Rights of Way (ROW)—(easements, land already in use for utilities that can collocate)

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8. “Dig Once” opportunities – Projects affecting ROW that could be leveraged (gas line dig ups, road repaving, etc.)

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9. Other broadband related activities/current users (FirstNet, tribal, libraries, training/adoption programs, etc.)

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10. Local investment/match (cash, in-kind, etc.)

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11. Loans/grants (primarily Federal)

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12. Additional Assets or Comments:

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## Community Benefits

1. How many jobs will be retained or created as a result of increased broadband in the community? Please explain the impacts. *Examples: 1) A construction firm needs broadband to bid on jobs and to send engineering drawings to clients outside of the area, lack of broadband is causing them to consider moving out of the area. Broadband is needed to retain 5 jobs (\$32,000 annual salary). 2) A retail store offering unique products from the area currently relies on summer tourists, they would like to expand their market reach through e-commerce and anticipate that doing that would create 2 new jobs to meet increased demand. 3) A medical coding company is interested in expanding to the community but broadband is required for them to locate 6 jobs (\$18,000 annual salary).*

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2. Can you please describe the benefits for an organization, organizations and/or the community related to increased access to broadband? Where possible quantify cost savings. *Example: Estimate the annual savings from a telemedicine project that allows X number of patients to have access to specialized healthcare using videoconferencing technology; saving XX miles and XX hours travel; which would save residents \$XX.*

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