

MR. SEIFERT: Okay. We're going to begin our final panel for the night. This panel is, I think, one of the most critical panels. I think it's also one of the most difficult panels.

I want to welcome our guests who are joining us through our web broadcast, and the guests who are also joining us through teleconference.

So I said this is one of our most important, and I think one of the most difficult. This is the panel where you get to tell us how we should score proposals. Ultimately what's going to happen is we're going to get a stack of proposals. It may be 1,000. It may be 10,000. And we have to figure out a way to say, this one should be funded and this one shouldn't be funded. Or this one should be funded in the first round, and maybe in the second round we'll look and we'll try to mush a couple together that make more sense that way.

So starting us off -- let me

quickly go through the panel. And then we'll have the panel do their opening statements.

Our first guest to my far right is Hamidah Awang-Damit. Hamidah and I were talking in the back. Hamidah comes from Borneo. Her husband is from Flagstaff. So we had an interesting talk about the united nations that her family comprises. She has grandkids who are Russian, and I believe British and Australian and American. So we're very excited to have her here. She's a principal of the Premiere Project Management, Incorporated company. It's a business and management consulting service firm. Her current projects include economic feasibility studies, business plans, development, financial analysis and project management for wireless broadband communication, electrical system, infrastructure development.

We have heard about Hamida's

project at the base of the Grand Canyon with the Havasupai tribe. She also worked on the Kaibab-Paiute broadband. She said -- according to Hamidah, this is the first tribal broadband grant. And the Kaibab-Paiute tribe is on the border of Arizona and Utah. So welcome, and we're glad to have you here.

To Hamida's left is Perry Katterling. He's the operations manager for the Tohono O'odham Utility Authority. He started in the telecom industry in 1969 working for Stromberg Carlson as an installer of switching equipment. And he's been serving as an operations manager since 2004 for the Tohono O'odham Utility Authority.

To Perry's left is Kevin Treadway. He's with the City of Flagstaff. He is the deputy police chief here. He's currently in charge of the operations division. And he's been with the Flagstaff Police Department for 22 years.

To my left is Barbara Jaeger. She is the State 9-1-1 Administrator for the Arizona Department -- for the Arizona Department Administration. She has been in public safety communication for 35 years. She's the western regional director of NENA, which is the National Emergency Numbering Association. Thank you. And we welcome you, and thank you.

To Barbara's left is Betty Buckley, who comes to us from Washington state. Which apparently everybody is happy when we say Washington state as opposed to Washington, D.C. Betty is the executive director of Communities Connect Network. Betty is -- the Community Connect Network is a grass roots coalition of community technology organizations from across the state of Washington. The Communities Connect Network is a state leader in digital inclusion, which is the movement to ensure that all individuals have access and the skills to use the Internet and

information technologies.

And our final, but not least, guest is -- to Betty's left is Deswood Tome. Deswood is a member of the Navajo Nation. He is the executive director of Navajo Nation's Telecommunications Regulatory Commission. Prior to this position, which he just recently took, he served as the communications director for the Navajo Nation's Washington, D.C. office. Deswood represents the Navajo Nation on the United Nations International Telecom Union, and where the Navajo Nation is a voting member of the ITU.

So, panel, if you will take -- let's see. It's 11:07. If you will take five minutes, or four minutes and 45 seconds, as we did on the last panel, and give us just your summary of the things we should think about when we're trying to figure out which proposals to fund.

MS. AWANG-DAMIT: Well, I did complete Kaibab-Paiute tribe.

Kaibab-Paiute was the first broadband grant. It was a grant rescue project. And Havasupai was in 2004. It's completed, it's working, but it's not without the challenge. If I were to do it again, one of the things that I would seriously look at is the system design, the equipment that you're going to put in. It's great to say, we have this equipment, we have that equipment. I know we have some vendors. But will it work in the environment where you are. And you can just see that you are at the bottom of the Grand Canyon with walls around you. And God knows, you know, the frequencies bounce off the wall all the time. And it took two years for us to figure it out, how to get it done the way we want it to be.

And we also have issues with infrastructure. Fine, you have a broadband. Have you thought about power? Somebody talk about power. We were piggybacking. We were supposed to

piggyback our broadband system on the BIA communication tower, which was -- at that time, was under development. And the contractors went belly up and we had four nonfunctioning towers. So it delayed the project for almost two years. And whatever equipment the contractor left was nonfunctioning, was nonfunctioning. We can't do anything because our partner can't do anything.

And, you know, then you talk about -- you know, you look at -- Havasupai especially has a problem with power. For those of you who live in Arizona, Havasupai power is provided by Mojave Electric, which is on continuing court cases with BIA. So the entire 70 mile line going into Havasupai is not being maintained. So it's being maintained on emergency fund.

So we have Internet every now and again. You know, like last December 17 to January -- the first week of January, the Havasupai tribe has no power, no

Internet, no telephone, and for about a few days, no water. So, you know, those are the challenges that you have in building broadband.

And also the local capability of the people. You know, we talk about educating them. We talk about training them. And the environment. You can train them. You can tell them what to do. But if they live in an environment that is so dusty, it's just almost impossible to keep the equipment alive. I go down to Supai once a month, me and my girls and any volunteers, including the children that wants to play on the computers, with vacuum cleaners, start vacuuming everything that we can. And hoping that nothing gets damaged. So that's the operational aspect that you guys need to consider. And the timeline and the purpose. You know, what is the purpose of the broadband that you want to use. And we are talking today about we have to be about 12 -- 768 or 12 meg.

You know, one gentleman was saying that a broadband is a pipe with different kind of bandwidth.

So one of the things that you should be looking at is what is the purpose of this bandwidth. Is it for Internet access; is it for education; is it for telemedicine; is it for public safety. You know, and also, where are you going to connect it. Like in Supai, you have -- here is the bottom of the canyon. It hooks to a tower at the edge of the mesa. And then we hook to three BIA towers before we get to Peach Springs. You know, but we are lucky, we are -- we have BIA to support us. We max 638 grants all the time just to keep it running. This, again, is another thing that people were talking about, matching costs. Supai, I think, if you were to argue for a waiver of matching costs would probably be eligible. You know, but there are other sources. You need to consider where is your matching cost come

from. The community cannot get it, you need to go and talk to other people, like counties.

BIA 638 contract. HUD -- if you're a tribe, HUD ICDBG is qualified as a cost share on the 638. Those are the things that you need to just simply say, we have to waive that cost share, you know, you need to think about the entire picture, the whole of the United States.

And I'm glad that Supai works. But it's a challenge. It's a lot of challenge. And the challenge that you guys need to consider before submitting applications or even in making suggestions. Thank you.

MR. KATTERLING: My name is Perry, and I work with the Tohono O'odham Nation, west of Sells, Arizona. We're a relative young company. We're about 20 years old. We've gone from 300 subscribers to over 4,000. We've used everything from copper to fiber to radios to get to all our people out there. So I

would like to say that underserved, we may be a little. But we're getting service out to them.

As far as who should get the loans, criteria selection, I think something that needs to be looked at very hard is who will actually use it. And in community centers especially. In the environment I work in, unfortunately, a computer is not high on the list of priorities for survival. So I would really not want to be solely in charge of making these selection criteria. And with that, I'll pass this on.

MR. TREADWAY: Good evening. Once again, my name is Kevin Treadway, and I'm a deputy chief of the Flagstaff Police Department. It's a -- the Flagstaff Police Department is an organization of 118 sworn personnel and additional 55 support personnel. We are collocated with the Coconino County Sheriff's Office here in Flagstaff. And in addition to sharing the same facility,

we also share the same records services, dispatch services and IT services. The police department runs the primary 911 dispatch center for this area, and we dispatch for three law enforcement agencies and five fire agencies. This successful partnership has enabled us to share information throughout our county.

This data sharing eventually led to the creation of the Coconino County Criminal Justice Integration Project, which is focused on the electronic availability and exchange of information between all Coconino County criminal justice agencies. This has resulted in a streamlined process that improves services throughout our community.

Rural law enforcement is distinctly different from law enforcement in larger communities. A law enforcement official in Coconino County could easily find themselves miles from the nearest resource with a backup more than a few minutes away. We typically drive further

to provide our assistance. And it's not uncommon to hit areas where cell phone service is not available, and even radio transmissions don't work. Because of a lack of resources and because of these distinct challenges, public safety in Coconino County works very closely with one another.

In an effort to express the importance of including public safety as a high priority in the selection process, I would like to just share a few of the specific examples that could only benefit from the development of broadband infrastructure in our community.

First of all, recently officers of the Flagstaff Police Department initiated a program where we can now electronically enter data during traffic stops with a project known as eCITATION, which allows electronic transfers of traffic citation data directly into our database. This information is also shared electronically with the court,

significantly reducing staff time for data entry and resulting in a very efficient system.

We are currently working on establishing crime mapping tools to make available through the Internet for citizens in and around Flagstaff. This will allow a citizen to get online, draw a fence around their particular neighborhood, and determine statistically the type of criminal activity that has been occurring in that area.

Additionally, we're exploring software that would enable citizens to file some police reports online. Another goal is to allow citizens to order copies of police reports and receive these reports online.

As many know, Coconino County is a very large geographic area, and many citizens residing outside our city limits travel here for work and entertainment. The remote residency of these citizens and the current lack of broadband

services in and around Flagstaff and Coconino County presents an obstacle in the ability for these citizens to take advantage of projects like crime mapping, receiving reports online or online reporting.

We have just instituted a project where officers now have access to our entire records database in the field through their car on their mobile data computers. This is critical, as officers can now check for prior contacts in order to determine elements of a crime, a seriousness of charging and verification of a person's identity while in the field. Officers will also begin writing reports through the NDC and downloading these reports directly into our database. This is currently being accomplished through the use of air cards. However, this is expensive and other broadband initiatives locally would only support this project.

Flagstaff Police Department

currently has 11 of our patrol cars that are equipped with in-car camera systems. This technology is valuable in collecting evidence at roadside, as well as assisting with the effective investigation of citizen complaints. Footage is currently downloaded once the vehicle enters the parking area of the police station. But effective broadband build-out would allow for this footage to be downloaded and even monitored real time. This might allow a supervisor or fellow officers to monitor officers' activities without actually being on scene. The ability to remotely monitor traffic stops might one day save the life of an officer.

Finally, broadband initiatives have the potential for public safety applications and interoperable communication, webcast training opportunities, allowing citizens to access the resource information from the department's website. And also important

applications for our local emergency operations center and send command initiatives. At the scene of a critical incident, web access provides valuable information, such as hazardous material specifications, the ability to network with governmental agencies and other resources, the ability to access documentation necessary for implementing the incident command system or the ability to access programs such as Google Earth, which allows an on scene overview of a premise in order to effectively plan a tactical entry on an armed, barricaded suspect.

Next generation 911 is to move to a digital network, and broadband is instrumental in this initiative, as well.

To conclude, in the area of public safety, the right information delivered at the right time can assist officers and fire personnel in making appropriate decisions in the field, strengthen criminal investigations and

prosecutions, and can even save lives. Initiatives that assist law enforcement in ensuring a safer community only results in citizens choosing to reside here, tourists choosing to visit our community and businesses choosing Flagstaff and Coconino County to conduct their businesses here, resulting in economic stimulus.

And in conclusion, I would just like to thank all of you for making this conference possible, and the opportunity to share the perspective of public safety in the importance of broadband initiatives.

MR. SEIFERT: Thank you.

MS. JAEGER: Good evening. My name is Barbara Jaeger. I'm currently the State 9-1-1 Administrator for Arizona, but I also serve as the western regional director for the National Emergency Number Association. NENA, the National 9-1-1 Association estimates that approximately half of 911 centers in

America are not currently connected to high speed broadband networks. A large number of all emergency response organizations lack this capability. Even for those agencies that have access to broadband, most do not use -- effectively use broadband for real time emergency response. More likely they are to use them for downloading large map data for their CAD systems, computer aided dispatch systems, for example, which is important. But we can do so much more with the money.

Critical elements of stimulus legislation is that NTIA can award grants directly for public safety access to and use of broadband. Thus, there are really two ways for public safety issues to be taken into consideration for the grant applications. First, direct applications focus solely on improving access to and use of broadband service by public safety agencies under section 6001(b)(4) of the stimulus bill.

The second reason is, the second is applications focused on broadband generally -- will -- with potential public safety benefits. The following points apply to either scenario and should be taken into consideration as criteria for reviewing grant applications. It should be determined that whether an application is eligible if provisions increase broadband connectivity for all 911 and emergency response agencies in unserved and underserved areas. Important aspect of any proposal is the extent to which all 911 and emergency response agencies, public safety must be broadly defined. Have access to broadband. Even in areas that generally have broadband access, it is available for public response; it is not available for public response agencies. To what extent does the application indicate efforts will be made to connect all 911 and emergency response agencies. That the application

facilitates increased demand and greater use of broadband by emergency response entities. The establishment of a secure IP backbone, networks connecting agencies together, development of new services and applications enabled by broadband, and the ability to receive high bandwidth information from the public, like voice, video and data, and the ability to share such information among agencies and responders.

Two important aspects of any proposal -- an important aspect of any proposal is not just that broadband is being made available, but that provisions in the plan will foster increased use of broadband for emergency response. 911 and other emergency response agencies are exactly the type of communities support organizations and strategic institutions that we need to ensure are increasingly using broadband to foster increased information sharing from the public safety to 911 to interconnected emergency

response agencies, and to foster increased information among emergency response agencies and responders.

Two, these applications should also look at whether it promotes the following characteristics applicable to emergency response agencies: Lower costs for access, high speed, security, network diversity, availability, and reliability. Proposals that include the following characteristics should receive high marks. Those that lower costs for access for emergency response agencies, the highest speeds, the highest levels of security, the most extensive network diversity, and the availability and reliability, up time of 99.99 percent.

Promotes education on the need for use of broadband for emergency response. Proposals that promote education to the emergency response community on the need for and possible uses of broadband for emergency response should receive high marks. And, finally,

promotes new and innovative ideas to promote emergency response. The most innovative proposals that will truly spur increased access to and use of broadband for emergency response must receive high marks.

I do appreciate the USDA, the NTIA and the FCC for allowing us to speak on behalf of the 911 community.

MS. BUCKLEY: Good evening. Betty Buckley, Communities Connect Network from Washington state.

One of the things we've done over the last two years is pull together a council on digital inclusion, which is made up of telecommunications companies, users of those services, government entities, representatives from healthcare and education. And we strongly recommend that the USDA and the NTIA consider a national nonregulatory digital inclusion council and support for state councils.

Part of CCN's efforts have been to educate policy makers about what we

believe are the three legs of the access stool: Access to high speed Internet; access to computers and computer skills training; and access to meaningful content and services, so people understand how computers and the Internet can make a difference to them. Just think to the previous panel and the comment about the individuals at the soup kitchen. We need to help people understand why the Internet is important to them. The further upstream, the closer it gets to supporting people's home computer usage, the greater the likelihood that programs will create lasting change. In addition, home computer usage will increase as people see a need for immediate access to high speed Internet. Examples of these types of applications include E911, home healthcare, micro enterprise, job hunting, and college education.

Home applications drive the demand for computers, which drives the

demand for high speed Internet, which creates a viable business model for the build-out of high speed Internet in areas such as I live in, very remote, very low income. That's called leveraging. When designing criteria, we believe the greatest emphasis for projects should be placed on those that increase access to relevant content and services. And that needs to go beyond just those pots of money that are set aside for mapping and computer centers. Please remember the term "at least 200 million" and "at least 250 million."

Last year the Washington Utilities and Transportation Commission studied the five most underserved counties in Washington state. Guess where I happen to live? We have fewer than four people per square mile, the highest unemployment rate in the state and the second lowest median income. While 73 percent of the people in our community have access to the Internet,

only 15 percent have wire land connections. Of the people who indicated that they did not have high speed Internet, half said it was because they could not afford it. The other half saw no reason for it. This is very similar to the data in a recent \*\*pew Internet report and, again, the soup kitchen.

This barrier to access is also a barrier to high take rates which result in lowering the build-out incentives for companies. Affordability is a barrier to adoption everywhere. We recommend criteria that rewards projects that increase the likelihood of home computer usage, such as those that provide for low cost Internet access for low cost individuals. And we have a model of that type of program in Washington state related to telephone usage. Remember, a low income child in a rural community is just as likely to drop out of school if they don't have a home computer than they are to go on to higher education. A

study conducted by the university of Washington, as part of our work, began mapping where computer access and training centers were located, and their impacts. They found these community technology centers increased technology literacy, while also providing employment skills, increasing academics and connecting residents to essential services online. These centers documented over 1 million visits a year. More of that data is available on a lovely handout that the USDA was kind enough to print off for me up front.

We should couple communities of learning with computers and broadband at home, and the grant criteria should reward those types of projects. Criteria for adoption programs may be different than criteria for deployment, and should target unserved and underserved areas and populations, such as homeless and native peoples. We have language pending state legislation that addresses this. A

broader definition of underserved for adoption ensures that seniors, the disabled, low income and other statistically proven low adopters will be helped. Criteria should favor programs that will serve low adopters. Data on low adopters is available in few Internet studies and many other places.

To sum it up, if a low income person has to drive several miles to get access to computer, they're unserved. If they can't afford to maintain a computer to connect to broadband, they are unserved. If they don't know how to send attachments or submit a job application online, they're unserved. While most of CCN's work has around demand side issues, many of our members also participated in Washington state's efforts to create high speed Internet strategies and recommendations for this year's state legislative session. Based on our work in that area, we also recommend that infrastructure projects be rated based on

the FCC broadband access tiers, which connect Internet speeds with actual function.

Now we'd like to offer some overriding principles which should be used as criteria. We would like to see projects that have local control and local response, which equals projects that are more likely to create lasting change. For example, is the project based on an identified community need or just something somebody thought they needed, maybe? Is it managed, or at least advised, by those who will benefit from the project? Does the project create partnerships? Does it leverage local assets? And assets should be viewed as more than just cash. A community center or church which offers its basement as a space for a community computer center or a local tech expert who offers her services to train students are just as valuable. And those projects are likely to endure long after the grant

dollars are gone. Does the project have an assessment and evaluation component? When looking at adoption programs, there should be no penalty for an inability to provide a 20 percent financial match, as has been said before. Organizations in rural areas and small organizations in low income communities have far fewer resources. Rural nonprofits are often on scale with their communities, they're smaller too and, therefore, much more challenged to provide a financial match. The project should address sustainability. But what is sustainability. And we've talked a lot about what deployment of sustainability is. But on the demand side, the end product may be the computer or skill set obtained by the person served by that program. Even if the program ended, that product is sustained by the person who received it.

And finally, we recommend that you lean on help for existing programs

and networks to help manage and inform this process. You have all done an amazing job of doing that so far by putting together these panels. So we hope you will continue to utilize expertise from around the country by creating partnerships with other organizations who are also committed to making universal access a reality. Thank you.

MR. TOME: Mark, thank you very much. I appreciate the opportunity to sit here on this panel. I also want to thank the U.S. Department of Commerce, U.S. Department of Agriculture and the Federal Communications Commission.

My name is Deswood Tome. I'm with the Navajo Nation Telecommunications Regulatory Commission. I serve as the executive director. And this evening we have several of our tribal members there. And I do want to thank the number of tribes and tribal representatives that have showed out tonight to really show

that we are part of the community, that we are part of America, that we are just as interested in broadband build-out and development as the rest of America.

#### The Navajo Nation

Telecommunications Regulatory Commission has existed since 1985, and is there to regulate telecommunications on the Navajo Nation, which spans three states, New Mexico, Arizona and Utah. We're roughly 26,000 square miles. And we have a population of tribal members of some 300,000 members, and many of them live in rural areas. Some of them live in cities and urban areas as well.

We also want to address the fact that we do have a large number of nontribal members who live on the reservation. And they are very much a part of our community. They are very much a part of who we are. And we appreciate the fact that they live side by side with us. We also recognize the Hopi tribe, which is an enclave of the

Navajo Nation. And we want to work absolutely in partnership with them.

The Navajo Nation is also a member -- as Mark pointed out, a member of the international telecommunications union which exists under the United Nations. We are a voting member of both regulatory and the business development sector. And I believe the Navajo Nation is the only tribal voting member, in addition to the only member that represents the indigenous voice of some 360 million indigenous people.

What won us a spot on the ITU is the fact that we had a model that we shared with a lot of tribes in Canada; we went to Brazil with our model. We went to the WSIS conference in Tunisia, Africa. And all of a sudden, a spot on the ITU opened up. And what that model consisted of is eGovernment, ePublic safety, eMedicine, eEducation and eCommerce. So one of things we want to do with broadband is bring it into a

disadvantaged -- economically disadvantaged area such, as an Indian tribe, and build out facets that everybody can work with.

Our government, as a matter of fact, is working collectively together with telcos, we are working collectively with federal government, with state government, with tribal entities, with enterprises throughout the Navajo Nation. And we are working collectively to build out a broadband plan on the Navajo Nation that everybody can enjoy, including schools and libraries and hospitals and public safety and e91 \*(sic), as well as what we call local communities and chapters out there in rural areas. We are very much in favor of working with other groups, and those that I didn't mention.

And so we are going to have, by the way, a meeting in Crownpoint, New Mexico, on March 26 at 9:00 a.m. at the Navajo Technical College. We want to

invite all of you out there, and those of you that are interested, to see what Navajo is doing. Navajo is employing innovative concepts.

One of the things that we have is the fact -- the challenge is the fact that we have economically disadvantaged people that -- where our unemployment rate is roughly 60 percent. But one of the things that we look at is the fact that government is one of the largest employers on an Indian reservation, of course, on the Navajo Nation. Whereas, you go to the other parts of America, government is the employer of less than 20 percent. So we want to -- an opportunity to change that around. We want businesses to thrive. We want homes to prosper. We want to look at prosperity and redefine prosperity in culturally sensitive ways, that yet we can address everybody from the entrepreneur, to those that work in government, to those who even include --

who choose to live a traditional lifestyle. We want to be able to reach out to everyone.

Our revenue flow right now off the Navajo Nation, almost all of our money goes off the Navajo Nation. If you were to give us a chance to do build-out and build-out of fiber and microwave on the Navajo Nation, we can take that and employ more businesses, we could employ more people in the homes, we can get more people educated and more people to work.

One of the things I wanted to address, especially on education, is the fact that one of our plans is called Web Warriors. And Web Warriors is -- part of our inclusion is to take those, and high school dropouts, and what we want to do with eEducation is actually have an opportunity to address the high school dropout rate on the Navajo by partnering with universities and with colleges. In fact, we do have a model in place. We are working with two universities, in

fact, where we are gaining -- where we are gaining high school diploma, not a GED, but a high school diploma for those who have dropped out. And yet at the same time, simultaneously we are allowing them to earn college credits.

One of the things that we did in the Navajo nation is we discovered that if we could get most of our high school dropouts to a place where we get them one to two years of education, the likelihood of success for them to complete a college education, a four-year college education is a lot higher. So those are some of the things we're working on. And we welcome the opportunity.

Navajo is very inclusive. And we are a tribe that is progressive. But at the same time we are looking to partner and absolutely leverage with every facet that we can, including counties and municipalities, and including border towns. Thank you very much.

MR. SEIFERT: All right. So now

we're going to -- for about the next 20 minutes, I'm going to put you in my role. I'm going to make you tell me how we're supposed to award this money.

And let me summarize for you, because you've left me with a very difficult task. Because Hamidah says we should look at -- which I thought it was very interesting. I thought it was very helpful -- we should look at the feasibility of the project. We should kick the tires, we should check its design. It was almost a very engineering approach. Is this thing you're paying money for going to work, right. Is it going to work. Is it doable in a certain amount of time.

And then Perry said -- which I thought was also very interesting, kind of touches on the demand side -- who is going to use this. If we build this, who is actually going to use it. Can you prove who is going to take care of it. And then Kevin talks about the various

uses and how public safety has a lot of needs. So I'm assuming that Kevin, and also Barbara, are thinking, okay, well, it has to have a big public safety then, right? We have high need. And I thought it was very interesting, they said a safe community is a community that can be economically prosperous.

And then Betty comes back to us and says, okay, you need local control, response, management, partnerships and then there has to be some metrics. You know, you have to look and say, this is what we're going to do, and you have to be able to prove that you can do it. And then Deswood said, we're ready to do all of that and we're going to work with you and we'll do partnerships.

Okay. So now I'm going to say, all right, here are 10,000 proposals. I think Barbara is going to pick the ones that have 911, and those are kind of going to rise to the top. But that's not really our job, right? Our job is to

look at all of the proposals, all the reasons Congress has given them. They've touched on each of these things. So you're the panel. The doors are closed. The 10,000 stack of proposals are in front of you.

And I think it's interesting, too. I'm going to make it even harder for you. Because Betty is talking about low income places and where take rates match maybe what we see on some of the tribal lands. And so she probably feels pretty strongly that her low income areas should get some of these grants.

So how do you do it? How do we decide which proposal should go forward? Because not everyone is going to be funded.

MS. AWANG-DAMIT: When you look at the purpose of the proposal, the use.

MR. SEIFERT: Okay. So I'm going to bring broadband to my low income community and I'm going to do job development, but I've got 5,000 of those,

right? That's how many communities.

Which one should rise to the top?

MS. JAEGER: I think that if you look at it from a national approach, if that possibility is there, a proposal that will give you more bang for your buck, the ability to deal with a more universal group of individuals. We talk about public safety. Public safety, people rely on public safety in a large variety of ways, from 911 to first responders. What will give you more bang for your buck, not just in one community but probably at a national level.

MR. SEIFERT: I'm going to push back on you. I'm doing this because you can help us. Los Angeles, they're ready for a billion dollars. And, let's see, New York, that will be another billion. Then Chicago, that's another billion. Suddenly, you know, the tribes and Betty's rural communities say, well, what about us, what about us.

So, again, there's so much

demand. And I think if you've listened to some of these things we've talked about, these projects we see more as the down payment. We need test bed projects. Because the amount of money that it's going to take to do this, the estimates continue to escalate. So give me some criteria for test bed projects.

MS. AWANG-DAMIT: To rank applications based on how far your bucks can go will exclude communities that need it. For example, you have 100 people communities. And they've got -- 50 of them are children going to school, and they can't go to school because the school was closed. State has no money. So they want to go on long distance learning. But you will be spending more money than you would be giving it to a community like Flagstaff that has the ability to pay for broadband.

You cannot decide based on dollars value. You know, I mean, for example, Havasupai, if I'm rating it, I

will not fund Havasupai. But if you don't fund Havasupai, they are completely cut off from the rest of the world. Like last year when they have a flood. I was in Lake Powell in a boat. And they were trying to do some work, write some letters. My phone can work. The Internet worked on my phone, so I was able to communicate. So if they don't have broadband at that time, what do they do. They just wait until DPS come and rescue them. They have no communication. But because they have broadband, they have communication.

And then the kids that doesn't go to school. After we got the broadband, 10 of them are enrolled. They're still learning from the University of Phoenix. Do you put dollar value on that? No. It's a chance for them to better themselves.

MR. SEIFERT: So should we allot certain portions of the funds to, say, less dense, or should we partner with RUS

who actually, you know, has funding for remote rural communities? I mean, that's their statutory purpose.

MS. AWANG-DAMIT: Yeah. I mean, like USDA is mandated to fund rural communities. Okay. And the whole purpose is to make sure that nobody is left behind. Everybody is given a chance. We got -- what purpose they want to do. If the purpose is just to put a community center, and you have a survey, 300 population, 75 percent can't afford a computer but they will go to the community center. And they're willing to pay for the operation.

You can't put dollar value and compare them with another application. You have to look at that single application. You have your data, you have your income data, work force data, employment data. You have to look at them individually.

MR. SEIFERT: Okay.

MS. AWANG-DAMIT: Okay. You

can't rank because it's for public safety, it's for telemedicine, it's for 911. Oh, by the way, 911 public safety, they got grants from the Department of Homeland Security. Okay. And you cannot impose on the broadband like -- I like economic development. I want reservation to have businesses. So should I raid applications based on if there is a potential of higher economic development? You can't do that.

MR. SEIFERT: Okay. Reaction from the panel.

MS. JAEGER: I think that if I were to be the individual sitting on a panel looking for criteria, you need to look at -- once again, one of the things is how can you leverage the money that you have to the best of the ability. You need to find out how you can access broadband all the way to the final end. You can't really go two-thirds. If you put the two-thirds in and you can't put the end in, what's the goal. You have to

connect to somewhere. You just can't leave it at the middle mile.

You have to be able to have education in place. Education that shows how the broadband will better serve these communities. And I think you've got to look at the new and innovative ideas that are out there that will provide better services for the common good, for the entire good. I think what I would do is I wouldn't look at a proposal as being from the -- from any of the tribal nations alone or from the public safety environment or from the community awareness programs. I would basically look and say, I'm going to score if all of the -- if everything holds equal, I am going to look at each proposal and how -- first of all, how is it prepared, to determine it's prepared appropriately, that it meets the requirements of the grant -- meets the requirements of the grant. And I would venture to say at that point in time, many will be

eliminated. If they're not inclusive of all of the components, then they're not considered.

MR. SEIFERT: But I want to make sure I hear you correctly. Are you saying if I have one proposal that's just e911 and next to it I have another proposal that is e911, public safety, tribal lands and reaching low income areas that may not be on tribal land, that all things being equal, that second proposal might rise up because it's reaching more purposes?

MS. JAEGER: Absolutely.

MR. SEIFERT: What's the panel's reaction to that?

MS. BUCKLEY: Well, I'd absolutely agree with Barbara. And I think that you should look at each application for those components. And before I even looked at the applications, I'd draw a bright line and say, we want the country brought up to this level. So any application that comes in, you would

look at, what are the existing systems; what are their speeds; is there redundancy; what are the adoption rates of the populations being served; what are the miles to the nearest center; who will those centers serve or who will those projects serve; what kind of emergency services are available. So that we're not just layering on additional services in those areas that are already blessed with services to start with. We need to have that bright line.

And I can tell you from my ranch on the Colville Indian reservation, there is not a lot of that going on.

MR. SEIFERT: Right. Okay. And then one thing I wanted to tie in with you, so if I have a proposal that's infrastructure -- it sounds like, Betty, you might say if I have a proposal that's infrastructure, plus there's a demand side stimulus training in addition to just laying the pipe, that the second proposal says and this is what we're

going to do to get people to jump on, and this is how we're going to train them and these are the backup systems, you would score that second proposal higher than the first?

MS. BUCKLEY: Well I'd go even further than that, and I would say that all proposals with a demand side component should be ranked higher, period.

The demand is what's going to create additional opportunities for take rates. And the take rates are going to create opportunities for telecommunication companies to have an excuse to do the buildup themselves in the first place. We're looking at take rates in some areas of 30 percent, which is pretty abysmal. And that's because those people either can't afford to get online or they don't know why they should get online.

MR. SEIFERT: Let's talk about affordability. And, again, panel, jump

in, because, as you've seen, I can talk.  
This is your job to tell me.

I heard affordability,  
affordability, affordability. Well, this  
program is designed to be a capital  
expenditure, right? The markets are tied  
up, access to capital is very tough, and  
so we're going to put some capital out  
there. But the way Congress wrote the  
statute, it looks pretty clear that they  
expect business proposals that come in  
that will continue past the two-year  
period of spending the money.

And I want to hold off on the  
part about it is a sustainable project  
when you create people or jobs or you  
teach people how to get access. I take  
that point.

But I want to hit the larger  
point, which is, in some of these areas,  
the market theory would be, it's not  
sustainable -- or if it would, they would  
have already built out, right? If it  
were sustainable, back when we were flush

with cash and there was a market for these services, it would have happened.

So how do we create a program to create sustainability in places where it hasn't happened before?

MR. TOME: Mark, thank you for that question. I just wanted to address the fact that affordability is something that -- if you look at tribal members on a tribal reservation, and the average income is like 7,000. But you give us a pipeline, you give us access, you know, we can take that and we can leverage that.

One of the things I want to talk about is the fact that Navajo government is not working alone. We are working with a lot of the other people, we are working with entities, we are working with businesses, we are working with enterprises, we are working with government. We have a whole list of government. We have municipal government. We have tribal government.

We have the neighboring Hopi tribal government. We have state, federal government. We have a whole host of people that we are taking -- our idea is if you give us an opportunity, we will take that and we will make sure we will blanket everyone.

MR. SEIFERT: So more people means greater likelihood that it's sustainable?

MR. TOME: Absolutely. I want to look out there and I want to see people like \*\*Elroy Jake over there, a man who is bringing a business idea. I want to see him become a millionaire in a couple of years because he could take that --

MR. SEIFERT: I think he does too, actually.

MR. TOME -- and he could employ several people. I want to see people like that prosper. Prosperity, he could spread the wealth in many of those areas. And I think he's got an innovative plan.

So affordability is something

that I can that if we could -- I understand you brought your checkbook tonight? You know, if you could -- if you could give us that, we can give you something. We are shovel ready. And we will take it, and we are working in partnership and leveraging with other people. Thank you, Mark.

MR. SEIFERT: Okay. Go ahead.

MS. JAEGER: I was just going to say, I think a lot of it has to do with you put a proposal in the same manner you put a business plan together. It has to have all of the components. And unfortunately, whether the program is a necessity, it's got to have all the components.

Federal statute is very specific in a lot of areas when it says that you request a grant. Grant applications are huge. Everybody is shaking their heads. They all understand it. But if a program may, on the surface, look like a good program, but if all the components have

not been addressed in the business plan or the grant application, how do you expect us to even evaluate it if we don't have all those components in place?

MR. SEIFERT: So I just want to make sure everyone here is clearly that Barbara is the one saying we should have a long and detailed application.

MS. JAEGER: No, no. I am not saying that. I am just saying that the business plan should include all of the components that are necessary as identified under statute.

MR. SEIFERT: Right. I agree with you. I think that it is a struggle we're having right now is we want to make sure -- we want to kick the tires, right? I would love to have Hamidah kind of put our business plan test together, right? She's done it. She knows what to look for. She doesn't want to do it again.

But you need more than just assertions. You need proof that the folks who are putting together this

proposal have really thought through and understand the kind of technical aspects, the economic aspects, who the clientele is, which, I think, gets to Betty's point about -- and to Perry's point about who is going to use this.

I find it interesting -- if you were here for the first panel. Across the board they said, if you build it, they will come. So I think it's very interesting you hear -- and I see you shaking your head, Betty, but there was not a doubt on anyone's mind on the first panel. All you've got to do is throw the pipe down and people are going to leap on it. So it's interesting for me to watch this kind of conversation amongst yourselves, right? We've come to your neighborhood. And even in your neighborhood, you're telling -- you know, folks don't see eye to eye about how all this should roll out.

MS. BUCKLEY: Well, it used to be  
\*\* that said, if you just build it, they

will come. And I spent five years working on this effort in Ferry County in northeastern Washington. And what I've come to is, not so much. People don't know why it's there.

Why should I incorporate \$50 a month, or in my case, because I'm on satellite and I pay the extra 10 bucks a month for the upgrade to \$70 a month, how is that so important to me that I'm going to put that into a budget that is one of the lowest in the county, in the state, in the nation? People have to understand that. So I think the emphasis needs to be on that.

But aside from that, and I know you get my point in demand side, so I'll -- I probably won't stop beating that dead horse.

The other thing -- and I won't give you a diatribe on universal service and how I think that should be reshaped to address this very issue. Because one of my concerns is -- got it in there,

though. One of my concerns is that when you have populations, like many of us do, where you have fewer than four people per square mile, I don't care how you pencil that, that's going to be tough. But one of the things I think is very important is, in previous programs you've required the new system owners to give -- not you personally, I recognize. An agency has required that the owner of the new system give free Internet access to schools and hospitals. In rural communities, those are anchor tenants. And in many cases, they get universal service dollars, eRate dollars to reimburse them for those costs.

So it's not a big hardship on them if we were going to charge them for services. Government entities, we have a strong percentage of people who are -- a very high percentage of people who work for government entities. They should also not be eliminated from having to pay those services.

MR. SEIFERT: Well, I think this is the interesting thing about this program, is there's not going to be a list of eligible services. People are very familiar with the eRate, right? This is -- you come to us. You tell us because the door is open at this point. Come to us with proposals that work, or that you think work, and tell us what the dollar amount is.

And then this gets to a very interesting question that we always get a lot of talk about. And you put some skin in the game. You put -- you know, 20 percent is what the statute says. It allows for waivers. And we've heard that many of these communities where the 20 percent is going to be a very difficult cash match to meet. And I had an interesting conversation with folks in Arizona Development office, and they were saying if a proposal is \$100,000 and we cut that proposal by \$20,000 by donating the staff that would normally -- we

donate those salaries, that should count. And I told them my concern was that we have seen in the past in these grant programs that \$100,000 proposal suddenly turns into \$120,000 proposal. And then you add the \$20,000 worth of staff, then you have the federal dollars paying for the whole proposal. We have grade some inflation.

And in one sense I can see folks saying, well, these are really economically strapped communities, so that should being fine in the reality. But in the other sense, and I had this conversation, the more money we can spread, the more communities we can touch.

And so what's your reaction, how should we look at the match part?

MR. TOME: Mark, I wanted to extrapolate on that a little bit, because I'm a firm believer that if you match 20 percent, you know, that gives you ownership. And people are going to take

care of what they own. If all of us can come in and look at it and say, well, 20 percent, yes, it's a stretch. But we come back and we say, now we're vested, now we own part of it, we're going to take care of it, we're going to maintain it, we're going too make sure that it works properly. That's one thing I want to advocate for is that 20 percent is something that's responsible. So thank you.

MR. SEIFERT: Reaction from the rest of the panel?

MS. AWANG-DAMIT: I agree.

MR. SEIFERT: You agree?

MS. AWANG-DAMIT: Yeah.

MS. JAEGER: I do also. I think that when you work on -- I think -- just as you've identified, when you take ownership of something, you tend to treat it much better than if you're just given something.

MR. SEIFERT: I think that was Congress's thought also, just to be -- I

think that's where they were going. They allow for the waivers in certain circumstances. But I think that's their general belief too.

All right. So we had a very interesting discussion now. So let's audience test and see if they think it's been interesting and helpful.

If you would like to ask questions, please line up. We're going to have a microphone over here, too, so we can spread the joy.

Folks who are on the teleconference who want to queue in and ask questions, please feel free to do that also.

So let's start here, because we started there last time. Tell us tell us your name. 60 seconds, and I'm going to start doing the ticking time bomb thing if it goes for too much over.

AUDIENCE MEMBER: Okay. Jay Preston from western \*\*. My question is for Kevin. I noticed in section 601(c),

the NTIA is encouraged to consult a state with regard to identifying areas that will be funded, and the allocation of grant funds within that state. But it also suggests -- or states territorial possession.

Does this, in your mind, enable the NTIA to give tribes and tribal councils similar influence over what happens on tribal lands?

MR. SEIFERT: I think you mean for Deswood.

AUDIENCE MEMBER: Deswood. I'm sorry.

MR. TOME: I can be Kevin, if you want.

I'm sorry. Rephrase that question again.

AUDIENCE MEMBER: The section 601(c) encourages the NTIA to consult the state about what will be funded in that state and which projects would be chosen. But it also mentions territorial, per possession of the United States.

Now, my question is: In your mind, does that -- would that also encourage the NTIA to consult tribes similarly on tribal lands, like the Navajo Nation or my partner, the Blackfeet Nation in Montana?

MR. TOME: Well, we had a telco the other day in Washington, D.C. that was trying to meet with the NTIA. And the NTIA came back and said, well, if we had a tribal representative present, we would go ahead and meet with you.

One other thing I want to encourage, of course, is that tribes be consulted. Now, somebody mentioned earlier that there are 562 tribes that are recognized by the federal government. You know, there are a lot more other tribes that are not recognized by the federal government. But not all tribes are going to submit an application for a broadband grant. Probably less than a quarter will. But we certainly welcome, encourage and inspire, we want the

federal government, we want state governments. We want to work together collectively, just as we've done in the past.

AUDIENCE MEMBER: What about the case where there may be competing proposals on tribal lands?

MR. SEIFERT: I just want to make sure that everybody has a chance to ask a question.

AUDIENCE MEMBER: Thank you. My name is Phil Merrill \*(phonetic). My family operates a company called Comspeed. We provide Internet service to about 10,000 residences and businesses around Coconino and Yavapai County. We have a difficult time raising capital if the capital would be deployed where we can't really create a lot of revenue. However, the grants would allow us to put infrastructure in place, and a lower amount of revenue could be supported that way.

So to answer your question about

how do we make something sustainable,  
that's the way it works.

And I'm as much in favor of  
improving our public health safety and  
welfare as everybody. But I'm hearing a  
little bit more of that than I'm hearing  
what I \*\*\*sound ends here\*\*comparing to  
what I think is the real by definition  
meaning of what all this money is  
supposed to do. And that's to stimulate  
the economy. So our suggestion would be  
that you rate proposals higher that are  
going to create more jobs and create more  
economic stimulus. It obviously has to  
be based on something that's sustainable.  
But it needs to be real clear that it  
will create more jobs and stimulate the  
economy. \*\*VR MOT.

MR. SEIFERT: I think Kevin's  
response was a safe community creates  
jobs.

MR. TREADWAY: I think it's very  
subjective. You know, how do you define  
that? I think just about any proposal

could probably articulate in some fashion or another that it's going to create job and bring business into the community itself.

MR. SEIFERT: The statute actually does say public safety as one of the four purposes is bringing public safety into access for broadband.

AUDIENCE MEMBER: From the air a state library. And while looking at the criteria for judging applications, I certainly advocate to for for libraries, both urban and rural and they are the community hub that people go to to access to information using high speed internet connect TIFLT but often do not have the funds to pay for the optimum available bandwidth because the dwindling budgets. Kids use it for homework health, teams use them for researching being they use them for social networking and Facebook and my space and gaming and U tube. They are there are SPLAUL businesses that come into the BROOI libraries to use them for

banking. In fact, one of our libraries, brash RA look at a question of 911 and safety. The young public library says the wireless access in the library was being used by the forest service fire watchers, they bring in their laptops and use their laptops there to check the situation and incidences at the lie bear I. The general public use the libraries for jobs, applying for unemployment benefits, and some use it for distance learning classes so that they can because they don't have high speed access at home or they cannot pay for it even if they do get connectivity as home. EEN JOERZ use it for medical information, legal information, emails to their friends and families. That's almost the only place where seniors can actually get free class to his learn technology skills.

Libraries bridge the gap between the VZ and have knots. They have the brick and more TOR already. They have a track record of trained and trusted staff

and all the the credibility already is in place. They will help leverage existing assets as they already have a head start and they will. Speaking the biggest bang for the buck and betting stretching the color, libraries dome MON straight a greater contribution to the overall good and the greatest return on investment. We need on keep this in mind as LP Kay I gos Z are renewed. And I know that libraries will be able to sustain because they do kicking and screaming growning and moan ago ply for grants to get that money back to sustain. My only plea is do not make the application so complicate that had LLD be difficult to apply. And one more question. And if there is a possibility of a mechanism to share applications even before the they are granted so we can see if our has applied to.

MR. SEIFERT: So the statute requires that every mow pros proposals that's submitted is up on the data BASZ.

There will be a database up on the web. It will be fully searchable. The information, the status of that proposal so that is a statutory requirement.

AUDIENCE MEMBER: That would certainly help in partnerships.

MR. SEIFERT: If you submit a proposal, it will be in a database. And it will be such that you can search for that very reason. MB.

AUDIENCE MEMBER: But can we partner with PREM people that have already put their proposals up.

MR. SEIFERT: I think our intent is to have a fairly flexible process where if two of you saw you put the same proposal up and wanted to join, you can pull them back down and put them back up. That's a traditional grant approach and IPGD that would be using something along those lines. IP anticipate that.

AUDIENCE MEMBER: I just want to make sure that folks get a chance.

AUDIENCE MEMBER: My name is

Patrick she recall I'm with zoning communication we are' an eye lack that serves a racial area at fringes of metro fee SMIKS so I have some experience deploying broadband. As a taxpayer who is about to become an investor in these infrastructure projects, I think that reviewing the business plan and the feasibility of they pros pose MENTS, not just to build them but to sustain them is very important. And I think the agencies that are reviewing the proposals should review them as -- with a little bit in mind of what an investor would review because you're investing my money as a taxpayer. Some of the things I think you should consider specifically because it's easy to write a business plan that looks good. The good. The agencies need to understand the costs that are involved, to be able to build this infrastructure. Some of the things that were mentioned tonight is that the cost and the time required to get right-of-way across state

and federal lands is important to consider. Also the operational costs that are involved with access from the rural community that you're trying to serve to the Internet back haul is substantial and that's an A going cost. So those things need to be understood by the agencies reviewing them, they need to be looked at in the business plan to make sure the business plan has considered those costs and then also I think you need to look at the entities that are going to support this is proposals. I believe that you should look for involvement of entities that have operational experience with broadband deployments, involvement of entries that have proven themselves with regards to the abilities to manage the operational costs, and understand the revenue streams and how to sustain that. And then also involvement of an entity that has skin in the game not just from contributions STANT point, but local ties to the

community so that we know they're not somebody that's just going to go in and build SXHG go away. That's all I have to say.

MR. SEIFERT: Thank you very much.

AUDIENCE MEMBER: BRENLIT HIN ton here from the air a Department of Education. The two items in particular that I think -- first I would echo the right-of-way issue and the need to have that addressed especially with respect to infrastructure. I mean I don't see if that FETS as a selection criteria but something that needs to be kept in mind. I think we've heard many worthy causes and I work with education. I mean how can we choose education and ignore healthcare, choose public safety or go to libraries. I think one of the selection criteria is the proposal bringing something that will impact multiple areas. Again if they had taken the time to plan and bring in multiple groups,

it's more likely to be a good plan that will impact AZ wider group of people. So that's an important selection cry fear I can't is impacting multiple priorities. And the other item is especially perhaps a bonus on middle mile infrastructure. If we lower middle mile connection costs, we can see that cascade down through the costs to get Internet into the homes into the 911 centers RNGZ into the libraries. If we would put a higher priority on projects that expand the middle mile out from tier one back bones to traditionally areas that don't have that, then I think we'll see that cascade down as the project extends and beyond the project in lowering the costs for those service providers to provide broadband to all of those priorities. Those would be the selection criteria I would propose.

MR. SEIFERT: Thank you very much.

AUDIENCE MEMBER: High Laura TA LOIR. I think the institutions that need

to rank high or institutions that are essential. And BRAUZ cast facilities certainly fall into that category. They provide network divert. And I think we've learned from Katrina and the hurricanes down in the south that public safety, the redundancy to the community is really important. Radio station in his rural communities play an important public safety role. I mean not only to did he support the national E A S system but the amber alert, making sure that floods on the Navajo Nation are covered or covering communities in the rural communities of Alaska. I think interoperability is important, support of just homeland security. And I also want to add a segue from the person that was before me that time rural partners to projects is going to be really important. Rural or tribal, because we know what's on the ground. We know our own communities, we know what's need anded how to address it. I'm a little

concerned about the one project per state that may exclude tribal applicants from the process. And that's why I keep hitting that tribal consultation that needs to take place. And I would like to hear more of Betty's ideas about that 20 percent income match.

MR. SEIFERT: Okay.

AUDIENCE MEMBER: My name is GayLEN up here I'm with the city of Arizona the office of which is the state office. I was very pleased when they read the bill, when I read the law that it included the ability that the private sector can make these applications. I think that one of the highest priorities or criteria that we should have is who finally owns the infrastructure that is going to be built. And since 95 percent of the current infrastructure is owned in the private sector, I think that it makes it a whole lot easier to extend that in SFLA FLA truck TUR it if the private sector continues to own the

infrastructure that is being built. And as a result the community grant program from R U.S., for example, allows the private sector to own under certain criteria the infrastructure that is finally in place to continue the ability to enforce sustainability. Five years from now if the private sector is not governed properly, government will be hard-pressed to replace and keep up-to-date those particular assets that have been built previously by the grant process. And the private sectors understand this, has dealt with it over the years, and will continue, in fact, to provide maintenance necessary and the upgrades necessary. So it's a really high priority in my book that the private sector be really involved in these grant applications, receive high priority for them, and I would like to have the states help manage prioritization. And we talked about that before. But to help the federal government understand the

process and the fact to speed the process along. If you can have the states help you make those criteria decisions, I think you will find that your load will be light tend, the speed at which things get done is going to be vastly improved, and the states already know in the main what are the issues affecting their local areas including tribes. We work real hard in Arizona to include the tribes in our decisions.

MR. SEIFERT: Thank you. Mike I'm I'm the CEO of low cost and high capacity. However, what I really want to do communicate about and actually just check and see if I heard right is I thought I heard two broad themes. Ed one is need need need, clearly there is overwhelm needs, all good things. But then I also heard leverage leverage leverage. And so when I hear leverage, the question I have in terms of grant evaluation criteria is this is a STUM will you package as I understand it.

And A I assume that Congress didn't want the government to build out YUN VOERS the broadband back is hes. SO that means an important criteria I believe is to build into proposals mechanisms that attract investment from the private sector not only to build out those initial projects but to also demonstrate valid economic models that can continue to sustain the growth of investment from the private sector to continue to build out what will obviously be a very long term project. Did I hear any of that correctly?

MR. SEIFERT: I think you did. I think they probably phrased it differently. One note. The statute requires proposals to be completed within two years of the funding date. So you should take note of that. And that will be part of the application process that you can't bring wells and say we're going to G this for theed first three years and then five years later we're GOG to come back for more money. That is a not this

program. For those of you considering proposals you should know that.

AUDIENCE MEMBER: Once again Scott ore from the Flagstaff city council. I want to reiterate a couple points made specifically to this portion of the presentation. I think a lot of about the STRNS pour TAGS formulas that we utilize now to get down or local projects. So sit onning a transportation subcommittee I know we struggle a lot of TIEMDZ with the urban versus rural need. The majority of the roadway in SFRA TRAUK TUR is in the rural part of the state so we continue STANT LI have this battle of where should this funding go. So we have a good balance and it's unproportional to population. I want to yield very careful carefully to the rural areas. We still are demanding the same services even chef tread way spoke of this evening in public safety. So I would really like to look at some of those transportation formulas. A couple quick points and then I'll turn

it over to the other folks in the room. One suggestion I really would like to be reiterate that communities take these applications seriously as a counsel member applies for these grant applications, we take them seriously. We understand the matching contribution. I think we're ready and anticipate that type of an offering. We understand the demand that places onto us the requirement of these funds. I think that we expect that of other communities that receive these types of funds. I think it's fair to ask communities for tangible results, set benchmarks as a community, set benchmarks that are reasonable for your local community, and then follow through with them. I think there should be things that both communities should be able to produce to the agencies that are supplying these funds. So your tangible benchmarks on our position of local control might be an indication or public development, commerce,

healthcare, E services and one that comes to mind we better have the compatible technology on the other side to make use of the -- I guess I would look to my community has a model community, hospital out there doing similar things that we can take model of, please take show us some other communities. And well we'll make a very successful program. Again thank you for coming to our community.

AUDIENCE MEMBER: I want to stay first of all thank you for Guantanamo Baying here and giving us an taunt to make comments and anything that's worthwhile listening to. Ed and etch and each thank you for the opportunity. My name is visualing I brown Jr., I'm with the Navajo Nation. I'm with the division of services. We oversee tell XHUB indications separate from what Mr. Tome had mentioned earlier in his back GLOUND. But all I want to -- what I want to echo very loudly and clearly is I don't want to us mix PAP LZ and oranges. I can the

tribes are unique, they're separate, and have that nation to NAKS relationship with the federal government. You know, take all those into consideration because our needs are totally different TR the states, some SIM LOOR, blue but also are open for any kind of partnerships that we can help each other with. But just look at us as individual nations and all the other nations across America here as Indian tribes. I just want to mention that. Thank you. ILT.

AUDIENCE MEMBER: I am Eric lock heart a small business owner Flagstaff. And our -- one of the our landlords recently filed for bankruptcy. Leaving us with no I want neat access in an in a new complex complex here in Flagstaff. And I figured it would be pretty easy to get Internet access so I called. We also have VoIP, voiceover I P phone system in the offers this requires higher than normal bandwidth. So when I called the local phone company, I was told that we

would have to apply for T one SEFSHSZ  
which is service which is I don't know  
600 a month. And then that if we wanted  
fiber it would cost seven or \$8,000. And  
our office is in less than a mile away  
from the central office where they can  
provide the fiber. And it's located  
right among the railroad tracks where  
fiber is readily available. And one of  
the things that I would like the panel to  
consider when they're rating grant  
proposals is that they have some sort of  
parity in services. So, for instance, I  
went to get the mail today and I noticed  
a nice brochure from our phone company  
saying for I don't know 59 dollars a  
month you can get 20 meg fine fiber-optic  
Internet. So I called them a few times I  
to find out it's not available in your  
area. And I think that's something  
you'll find in a lot of communities that  
you go to, that the broadband  
availability might be available in a few  
communities at a reasonable price. And

you were talking about affordability earlier. Well, you know I'm willing to pay 1,000 a month for Internet because that's what my business needs. But I'm upset to have to pay 1,000 a month for something that was developed in 1957 to go one meg in each direction. And then to be told, well, for the same price you can get this thing we call D S L, but it doesn't go in two directions and they're always -- I don't know, other situations. So what I would like to you consider is maybe just something as simple as looking another incumbent FCC tariffs. So where you look at high speed access and you're comparing areas of Chicago, areas of Flagstaff, areas of the Navajo Nation and you see that it costs \$20,000 to get what FCC might consider adequate bandwidth of 12 meg or above. How can you bring that 7,000, 8,000 cost down to something that's affordable for even a small business or a hospital or a school. Because schools will spend the money if

they need to. But that money is being spent just to provide bandwidth and not to provide all theed other services that are needed. Mod MD thank you very much.

MS. BUCKLEY: Just a quick point on that. I don't think this should be a rural versus urban issue. 15 blocks south of am son headquarters is an area that I would consider underserved. I think this gentleman is underserved so I don't think this should be just a rural urban issue.

MR. SEIFERT: In talking about the 20 percent match, we got a comment from Jeff who is in eastern Washington and he has basically said that a 20 percent match his company is very small, he has four employees and they serve five different communities bringing broadband. And he said basically a 20 percent match for him would basically put a 30 foot wall between him and the ability to apply for one of these grants. So I just want today pass that on. Go ahead, sir.

AUDIENCE MEMBER: Thank you.

Members of the panel, good evening.  
Presiding chair Mark. Thank you for this opportunity. I'd like to address the initial purpose of the stimulus. As I understand the nation is experiencing economic turbulence and millions of jobs being lost, the unemployment rate reached I believe about 8.3 of the nation. While the -- back home on Navajo land we have about 80 percent unemployment that's been going on for years. And nobody seemed to focus attention on us. And now the stimulus is supposed to help cure the unemployment in this country. Now, my projection unfortunately, and I don't mean to be pessimistic about this, is that when the stimulus is over, we're still going to maintain 80 percent unemployment on the Navajo Nation lands.

Now, my question for a comment, if you will, you can turn it that way would be to really focus on the factors that contribute to the unemployment

situation. For years and years not only Navajo land, I think all other tribes as well, they have this -- we have this in common of having our people unemployed so high compared to the national situation. So I think that the intent of the stimulus is good. But on the side of the Native Americans, I think that unemployment should be really looked at and see if that can TOERZ can be identified and see if we can do something about that. Together. Thank you.

MR. SEIFERT: Thank you very much. Already these will be my last three questions. Because we're just about out of time.

AUDIENCE MEMBER: Java fell here in Flagstaff mark you had mentioned Chicago gets a million New York gets a million.

MR. SEIFERT: It was a billion.

AUDIENCE MEMBER: Yes, the billion number and it mazes me think it's about rural GOMENT R development, not

rural development. Urban the.

MR. SEIFERT: The statute says for R U.S. about rural development and the staff TO statute for FLCHLT T I A says unserved and under SESHD. It talks about vulnerable populations, the aged, the DIT abled, public safety so we have two statutes. But what we're trying to did is work together. We think that there's -- that there is overlap and many places that are rural would be considered to be unserved, but there are other places that are not rural that are also either unserved or functionally unserved. I think Betty was talking about 15 blocks from am son she would consider unserved and using some of the definition that is folks are talking about what would be unserved and underserved.

AUDIENCE MEMBER: It got me thinking that I didn't know what the definition of rural was in the con texted of that conversation. Flagstaff is considered rural from Phoenix. Williams

is more rural than we are and you can he  
can tend it out. So is it got me to the  
point of where you're looking for  
criteria for approval of some of these  
grants, the linkage factor that is  
mentioned also. I think Scott over ton  
our city count sill SMOEK spoke very  
eloquent lay as far as the commitment of  
Flagstaff. But I think Flagstaff or any  
community applying for a grant or out to  
the res to tuba see city that we want to  
do this collectively. The more success  
it's going to have, the more possibility  
for jobs, the more possibility for  
maintenance as well down the road to be  
shared. I think would be the way TOBLG  
to go. So with that I just want to  
emphasize I think linkage or -- I won't  
call it connection TIFT but partnerships.  
Thank you.

MR. SEIFERT: And I got an email  
from art BR THERZ he says IZ AE two hops  
away on the north side so have that  
gentleman contact me, the young man who

was here before. So if anyone knows him.

AUDIENCE MEMBER: My name is Anthony Garcia and I'm working on a stimulus package. I had a question for you guys I looked on the federal level a bunch of differented is being TOERZ like ago GRI cult AUR homeland security there is also this one broadband. The music and the arts and also humanities. And I found the main purpose of my proposal to find a SCLOUS in there that would fit the budget perfectly but I also found the subsets of these other sectors that would actually compensate the main part of the budget through like other -- like the humanities or through other departments. Is that an appropriate way to apply for it on the federal level or should be just really focus on what your main purpose is. Because I believe I could serve many more purposes than just the WUFRN thing.

MR. SEIFERT: I hesitate to give you an answer because we are in the information collection. I would turn

your question into a comment and that is for those of us who have proposals that touch on many purposes, you believe that that should be seen as a good thing I'm assuming?

AUDIENCE MEMBER: I was just wondering if it was more appropriate to apply for to more than just one place so if it affects education and broadband, should be look for stim laws in both places.

MR. SEIFERT: I would say knock yourself out.

MR. SEIFERT: Our last question for the evening.

AUDIENCE MEMBER: Good evening. My name is David Hill I'm the director of information technology for the Navajo Nation. I just wanted to make a couple comments. The selection criteria for the Navajo Nation specifically I just want to mention that our people reside within the four sacred mountain which covers a portion of New Mexico, Arizona,

and Utah. I think that FCC and R U.S. and USDA needs to look at this carefully because our people, they live there. For sent TRIZ and sent TRIZ they lived there. And they're going to keep living there it's not like we migrate from Navajo Nation to Oklahoma down to Florida and wherever we want. Some people do to get jobs. But in this case we want that criteria to be looked at more carefully and considered for our nation, because, you know, that's where we're going to reside. And our future generation, that's where we want the economic development to happen. And within our plan the way we're planning out the stimulus plan for our nation, we want economic development. We want to leverage our economy, our infrastructure to create an economic model so we can have all the services provided for police, public safety and including economic development. We have the models, the plans. But we also don't

want to leave out the private industry.  
We want to -- we are creating  
partnerships. We want to be able to make  
this a success in our nation. It's a  
large -- a daunting task trying to create  
this infrastructure on our nation. But  
we are able to do it and we appreciate  
your consideration. Thank you.

MR. SEIFERT: Thank you. Now, I  
wanted to close first by saying the web  
site where you can submit comments and we  
encourage you to do so is [www do the N T  
I A do the D O C do the G O B backslash  
broadband grants](http://www.dotheNTIA.dotheDOC.dotheGOB/backslash/broadband/grants). This is a joint web  
site between R U.S. and N T I A. So  
we're working toward getting the site up  
but for right now N T I A do the D Oed KR  
grants. I want to first thank the mayor  
and the high country conference senator  
for hosting us tonight, it's been lovely  
I want to thank the tribal nations for  
their warm welcome. I have to say thank  
you in two different Indian languages  
TOVENT so that's my goal BCH I leave. I

want to thank our panelists for some really thoughtful work I really appreciate you taking the time and sharing your intelligence on how this should be done. And I encourage you all to submit your comments and submit your questions and thank you and have a good night. [www.ntia.doc.gov/broadbandgrants](http://www.ntia.doc.gov/broadbandgrants)