Executive Summary

a) Opportunity the proposed system seeks to address: Nativo desires to expand and replicate broadband service to 135 unserved, and underserved low-income Native American and African American communities. Without the help of this grant Nativo would not be able to get Native American and African American subscribers in these impoverished areas to afford the cost of adoption. Nativo currently has over 300 satellite and wireless connections installed and operational on Navajo Nation and Hopi lands. Nativo did not dig one ditch or lay a single foot of cable across sacred Native American lands to accomplish this. Nativo understands that bringing connectivity to Tribal Lands is much more than providing funds to a tribal entity or government and then expecting to have land based connectivity installed. Right of way issues related to the desecration of sacred lands prevents reliance on technology that requires digging. Nativo is proposing an innovative collaboration with the nonprofit United Negro College Fund Special Programs Corporation (UNCFSP), which supports minority-serving institutions across the nation, and EchoStar Broadband, LLC, one of the largest satellite companies in the world. Through this partnership, members of the Navajo Nation will work with 15 Historically Black Colleges and Universities (HBCUs) to install and transfer knowledge on some of the most advanced broadband satellite and wireless technology available. In turn, these HBCUs, with support of the UNCFSP, will be able to offer distance learning programs across the United States, which will lead to increased revenue for these schools through expanded enrollments. Further, this project will provide a solid foundation for the expansion of Nativo’s micro-franchise program that provides all materials and training needed for an individual to establish a small business out of his or her home by becoming a Wireless Internet Service Provider within his or her community. This program will be operated in conjunction with UNCFSP, which will offer the training to Nativo subscribers via the new distance learning capabilities of the 15 HBCUs. This proposal requests funding for a three-year capital lease for satellite bandwidth from EchoStar that will allow Nativo to provide bandwidth at a reduced cost to subscribers. Nativo will deploy last mile solar-powered satellite broadband connectivity to 60 additional Native and 15 African-American communities that currently lack any kind of broadband service. The capital lease will also increase the bandwidth available to at least 60 existing Navajo and Hopi communities that currently rely totally on satellite broadband service through Nativo.

b) General description of proposed funded service areas (location, number of communities) The proposed funded service areas include the communities surrounding the 15 HBCUs as well as 120 Native American communities of the Navajo Nation, Hopi Nation, and the 19 Pueblos of New Mexico. Nativo proposes to serve areas in 19 counties in 11 predominately southern and southwestern states. The targeted areas comprise 15.614 square miles of urban
underserved and remote unserved areas and are populated by nearly a half million residents. Following is a list of states and targeted counties. HBCUs supported by the UNCF-SP follow the counties of location. The counties targeted in Arizona and New Mexico comprise communities of the Navajo Nation and all 19 New Mexico Pueblos, including one of the oldest continuously inhabited communities in North America, Taos Pueblo. Alabama: Talladega (Talladega College), Tuscaloosa (Stillman College) Arizona: Apache, Coconino, Navajo Louisiana: (schools affected by hurricane Katrina): Orleans (Dillard Univ.; Xavier Univ.) Mississippi: Hinds (Tougaloo College) North Carolina: Rowan (Livingstone College) New Mexico: McKinley, San Juan, Socorro Ohio: Greene (Wilberforce Univ.) South Carolina: Bamberg (Voorhees College), Orangeburg (Clafin Univ.) Tennessee: Madison (Lane College) Texas: Smith (Texas College), Wood (Jarvis Christian College), Taylor (Wiley College) Virginia: Brunswick (St. Paul’s College), Richmond (Virginia Union Univ.) c) Number of households and businesses passed. The number of households passed is 204,800. Few businesses exist on the Navajo Nation and most of the businesses surrounding the 15 HBCUs consist of small convenience stores. This project has the potential to create 600 new jobs through micro-franchising opportunities for low-income Native American and African American populations. d) Number of community anchor institutions, public safety entities, and critical community organizations passed and/or involved with project (e.g., health care, education, libraries). At minimum 15 colleges and universities supported by the UNCFSP will be supported, in addition to 10 Navajo Nation service areas that each include a police district office. Five Navajo Nation health care and public safety facilities will benefit, as will 110 libraries located in each of the 110 Navajo Chapter Houses, the location for local Navajo community governments. f) Approach to addressing the non-discrimination and interconnection obligations. As a minority-owned company that primarily serves minority populations, Nativo will continue to adopt all NTIA BTOP non-discrimination and interconnection obligations. g) Type of broadband system to be deployed (network type and technology standard). Solar-powered satellite and wireless service. h) Qualifications of the applicant that demonstrate the ability to implement and operate a broadband infrastructure, and/or be a sustainable broadband services provider. The Native American (Navajo) owners/employees of Nativo have over 10 years of experience in helping Native Americans adopt Internet for purposes of economic development, education, health care, emergency management/public safety, and e-government. i) Overall infrastructure cost of the broadband system. The overall infrastructure cost of the broadband system is $61,53,8650, with Nativo providing $13,183,150 in matching funds, or 21.4%. j) Overall expected subscriber projections for the project. The overall expected subscriber projection is 19,580, including households, businesses, community anchor institutions, health care facilities and emergency management entities. k) Number of jobs estimated to be created or saved as result of this project. We are creating 600 Native American and African American small businesses in rural areas. The main opportunity addressed by this proposal is the economic self sufficiency of residents in areas that lack reliable broadband connectivity. The experience of Native American communities where broadband connectivity has been made available via satellite, due to the efforts of the precursor business entity to Nativo, demonstrates the power of broadband to increase economic self sufficiency in even the most remote areas of the United States. For example, since the establishment of connectivity, the rate of Navajo college degree attainment has increased. Capital improvement plans have been collaboratively developed by Navajo communities separated by more than 200 miles of rugged terrain and dirt roads, resulting in an increase in funds from state and county governments. Native American artisans have been able to sell their works over the Internet for a
greater profit than what they would receive from border traders, and their markets are now worldwide instead of being limited to area tourists. This service will allow other community anchor institutions besides community centers (Chapter Houses) including, public safety entities, schools, Head Start, health care facilities and the general public to have broadband without waiting for tribal governments to obtain the necessary right of ways. Of course once the community obtains land based service, the solar powered satellite system remains in the community for redundancy should the land based connection become inoperable. Via other funding, UNCF-SP will provide distance education services for Nativo’s subscribers (within and outside of the service areas of the 15 UNCF-SP supported institutions) qualified K-12 and GED programs and for those who meet college entrance eligibility requirements, including the ability to secure scholarships or otherwise fund tuition, online college education that values the Native Language and traditions. Web Warriors Program UNCF-SP will provide opportunities to Nativo subscribers and to students of the 15 UNCF-SP supported institutions to enroll in and complete training curriculum that will prepare them and other local and distance education students to become entrepreneurial micro-franchise Wireless Internet Service Providers in their own communities, a model already used with success by Nativo to generate jobs on Southwest Native American Lands and in other remote areas. This agreement has the potential to create over 150 new small Wireless ISP businesses and over 9,000 jobs on Tribal Lands, allowing members to remain on their lands while becoming self sustainable, helping to build their own communities and increasing the adoption of technology, education, improving health and public safety within their local communities. The owners/employees of Nativo believe that the partnerships listed below will provide the tools for all Native American people to stand on their own two feet. 1. The United States Government to help fund the immediate adoption of broadband services for Nativo subscribers via satellite and wireless services, 2. UNCFSP and their supported schools brings distance education to our people honoring our traditions, language and values, 3. EchoStar providing immediate satellite bandwidth and network and hub management services along with future reductions in satellite costs within 3 years to make adoption sustainable wit