



*FCC/RUS Educational Workshop  
Phoenix, AZ – November 20, 2008  
“To Serve the Unserved”*

# Service Territory Challenges

- 3,200 sq miles
- Legacy network
- 25% telephone penetration
- 6,500 homes unserved
- No broadband
- Low income base



# Provider formula

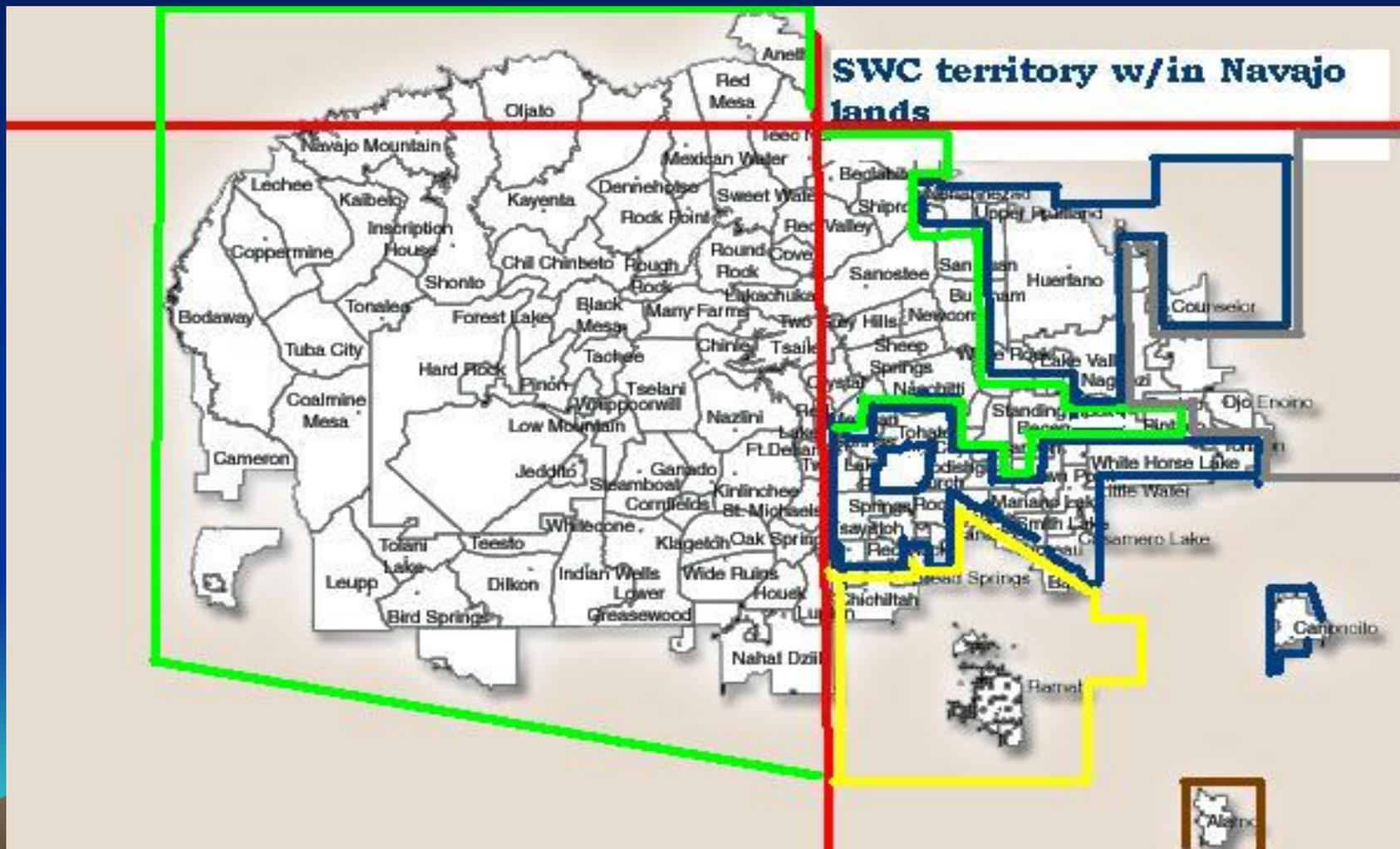
## BEFORE

- Out-of-state provider
- ROI-oriented
- Landline mentality
- “ROW relieved”

## AFTER

- Locally owned
- Fed’l support dependent
- Technology agnostic
- ROW solution-focused

# Sacred Wind Service Territory

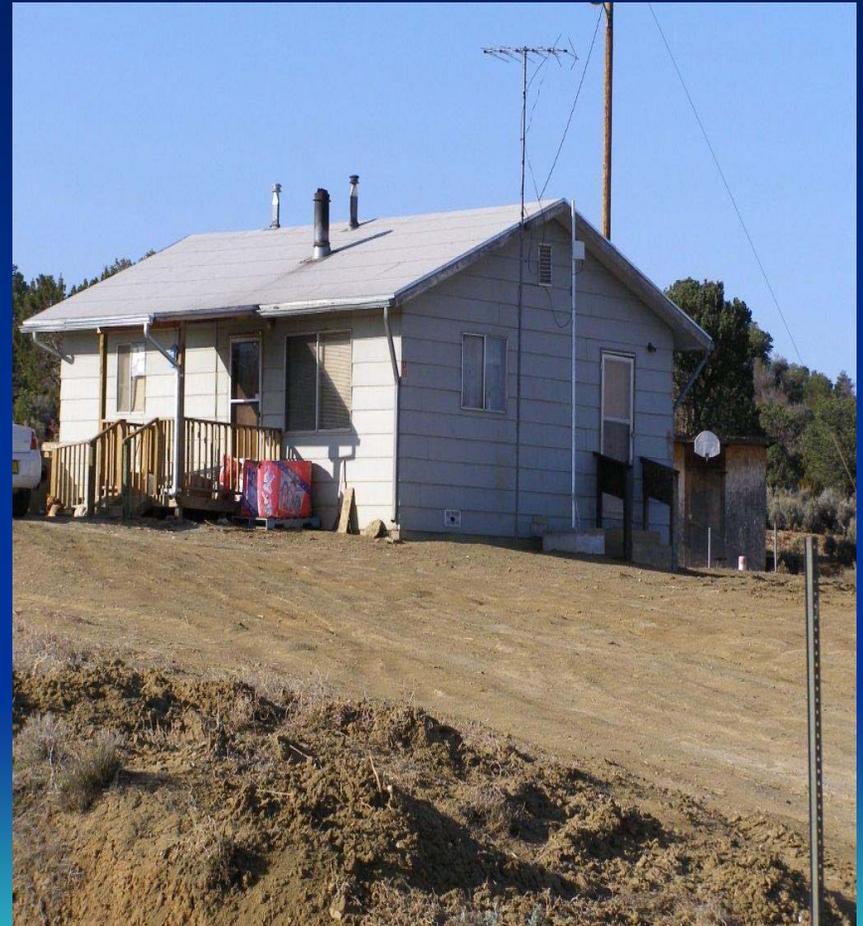


# Financing Requirements

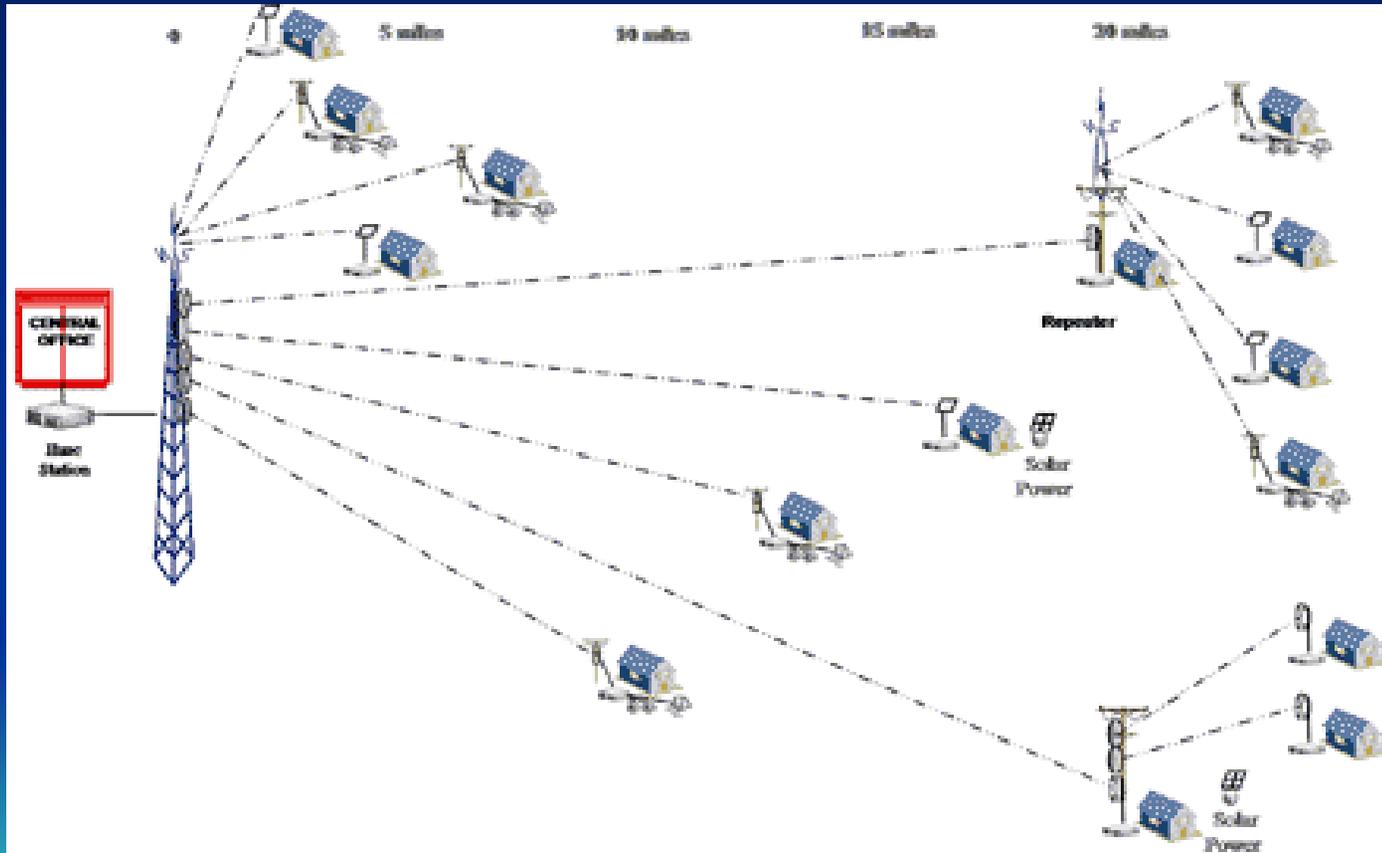
- Investors
  - \$2.2 Million development & design
- RUS loan
  - \$70.16 Million acquisition & network improvement
    - \$2.6 M acquisition
    - \$ 67.5 network improvement & construction
- RUS grant
  - \$436,000 broadband to Huerfano Chapter
- Sacred Wind/State of NM
  - \$5.6 M REL fund for non-RUS remotest homes

# RUS Loan

- \$70.16 M loan
  - 5-yr construction
  - 90% tel. penetration
  - Voice & broadband
  - Upgrade current system



# Fixed Wireless Technology {not Mobile phone}



# Sacred Wind Backbone

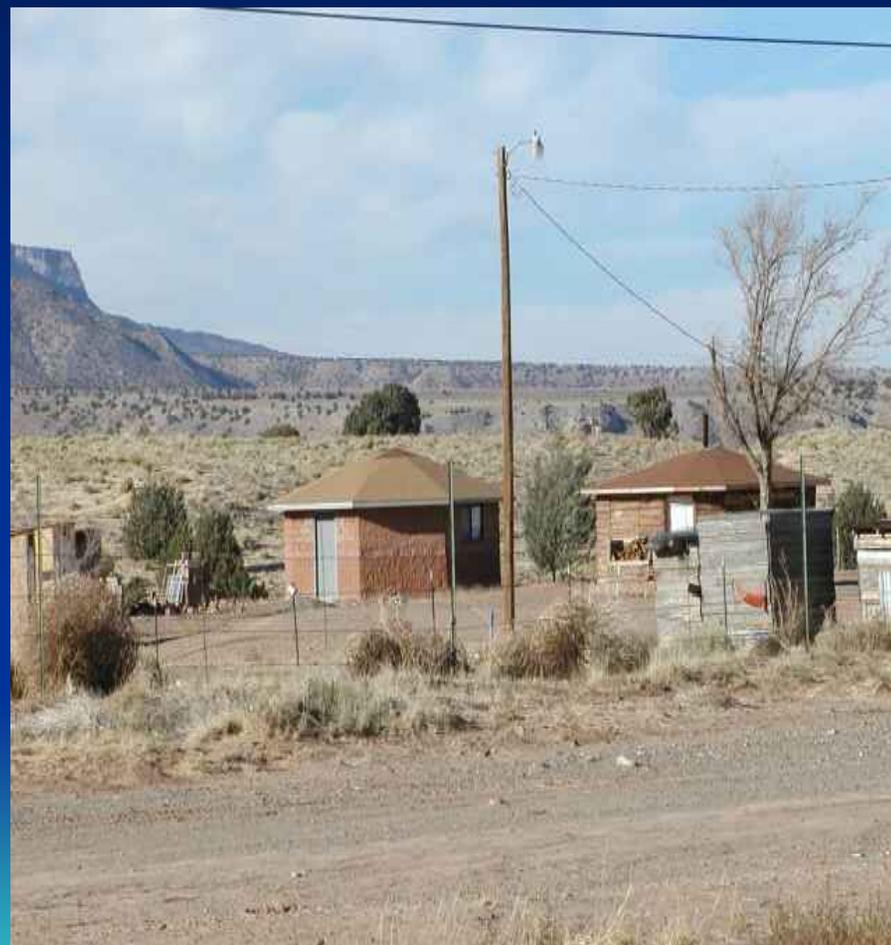
- 12 Mtn-top towers
- 80+ aggregation poles
- 20+ relay poles
- FO connectivity to towers





# USF Support

- Geography
- Population density
- Customer characteristics
  - 57% poverty
  - low purchase opps.
  - high delinq.
  - > high per-cust. cost



# USF Need

- High cost loop fund
- Interstate (NECA)
- Tribal Lifeline
- SWC's Exp = 6X cust. revs
- Network costs vs usage
- 1003 subs today
  - 60%+ in future

# RUS Grant Community Connect Broadband

- Huerfano CDP
- 02/2007- 02/2009
- 4 community facilities
  - Chapter Admin
  - Senior Ctr
  - BIA school
  - Community Ctr
- PC training center



# Huerfano PC Training Center

## Serving 5 Chapters

- 2 bilingual trainers
- 10 work stations
- Printer
- Digital camera
- 4300 “attendees”
- RUS success story



# Center's Programs

- Internet training
- PC literacy
- Web site design
- E-commerce
- 60 donated PCs



# How broadband affects our community

- “I have helped the Elders learn how to research health issues on the Internet; watched as a mother who hadn’t been able to contact her son for a year (he was serving in Iraq) email her son for the first time and know he was safe; helped school age children research school papers on internet, and for the first time receive an “A” on a research paper because they had access to broadband; watched adults apply for jobs on-line (and get the job) and high school graduates apply on-line for technical college and been accepted. I have seen, in the past seven months how broadband changed these people’s lives and helped connect this Community to the outside world.” Sorraine Hot, Upper Fruitland

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