

## BTOP Comprehensive Community Infrastructure Subscriber Estimates Template

Please complete the complete the Subscriber Estimates worksheet.

All applicants should indicate their 8-year subscriber forecasts with a breakdown by type of subscriber (residential/individual, businesses, community anchor institutions, third party service providers) and service offerings. The names of the service offerings should match those provided in the Service Offering and Competitor Data upload, enabling reviewers to easily cross-reference between the two documents. The Year 0 column should be used to denote any existing customers within the Proposed Funded Service Area. In addition, applicants that project that they will have third party service provider customers should include a line for parties "Served by Third Party Service Providers," showing an estimate of how many residential/individual, community anchor institution, and business customers will be served by those service providers, as demonstrated in the example below. At the bottom of the table, applicants should provide customer totals across all service offerings, with and without customers indirectly served through a third party service provider (if applicable). Applicants should also include a brief discussion of their methodology for deriving these estimates.

In contrast to several other upload templates in this application, the data provided via this template will NOT be subject to automated processing. Applicants are permitted to modify the template layout in order to provide the most effective presentation of the data for their specific project, but such modifications are generally discouraged. Applicants should, in any case, ensure that they provide at least as much detail as the provided template requires. To the extent that you modify these templates please ensure that the print layouts are adjusted so that rows do not break across pages in a manner that will be difficult to understand. A PDF of this file will be automatically generated upon upload to Easygrants, and the print settings will be used to format the PDF file.

### EXAMPLE

Name of Service Offering	Customer Type	Year 0	Cumulative/ Net Add	Year 1				Year 2			
				Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4
Mega-Metro E - 100 Mbps	Community Anchor Inst.	0	Cumulative	0	0	0	0	5	10	17	26
			Net Add	0	0	0	0	5	5	7	9
	Business	0	Cumulative	0	0	0	0	12	27	52	82
			Net Add	0	0	0	0	12	15	25	30
	Third Party Service Provider	0	Cumulative	0	0	0	0	1	2	4	6
			Net Add	0	0	0	0	1	1	2	2
Served by Third Party Service Providers	Indirect - Res./Ind.	0	Cumulative	0	0	0	0	1000	3000	5000	10000
			Net Add	0	0	0	0	1000	2000	2000	5000
	Indirect - Business	0	Cumulative	0	0	0	0	2	8	18	30
			Net Add	0	0	0	0	2	6	10	12
	Indirect - Com. Anchor Inst.	0	Cumulative	0	0	0	0	0	2	3	5
			Net Add	0	0	0	0	0	2	1	2

## Broadband Subscriber Estimates

Name of Service Offering	Customer Type	Year 0	Cumulative/ Net Add	Year 1				Year 2				Year 3				Year 4		
				Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3
SoNM Middle Mile Microwave Broadband	Community Anchor Inst.	0	Cumulative	0	0	25	50	75	100	125	151	151	151	151	151	151	151	151
			Net Add	0	0	25	25	25	25	25	26	0	0	0	0	0	0	0
SoNM Middle Mile/Last Mile Served by Third Party	Indirect - Com. Anchor Inst.	0	Cumulative	0	0	100	200	250	300	350	400	450	500	550	600	650	700	750
			Net Add	0	0	100	100	50	50	50	50	50	50	50	50	50	50	50
			Cumulative															
			Net Add															
			Cumulative															
			Net Add															
			Cumulative															
			Net Add															
			Cumulative															
			Net Add															
Cumulative Totals (excluding Indirect)	Residential/Individual		Total															
	Business		Total															
	Community Anchor Inst.		Total	0	0	25	50	75	100	125	151							
	Third Party Service Provider		Total															
Cumulative Totals (including Indirect)	Residential/Individual		Total															
	Business		Total															
	Community Anchor Inst.		Total	0	0	125	250	325	400	475	551	601	651	701	751	801	851	901

### Table of Customer Types

Residential/Individual  
Business  
Community Anchor Inst.  
Third Party Service Provider  
Indirect - Res./Ind.  
Indirect - Business  
Indirect - Com. Anchor Inst.

**Explanation of Methodology:** There are 151 anchor insitutions to be connected to Digital Microwave Middle Mile. After initia l build out, the subscriptions will follow a bell curve with an initial rush to connect within 2 years.

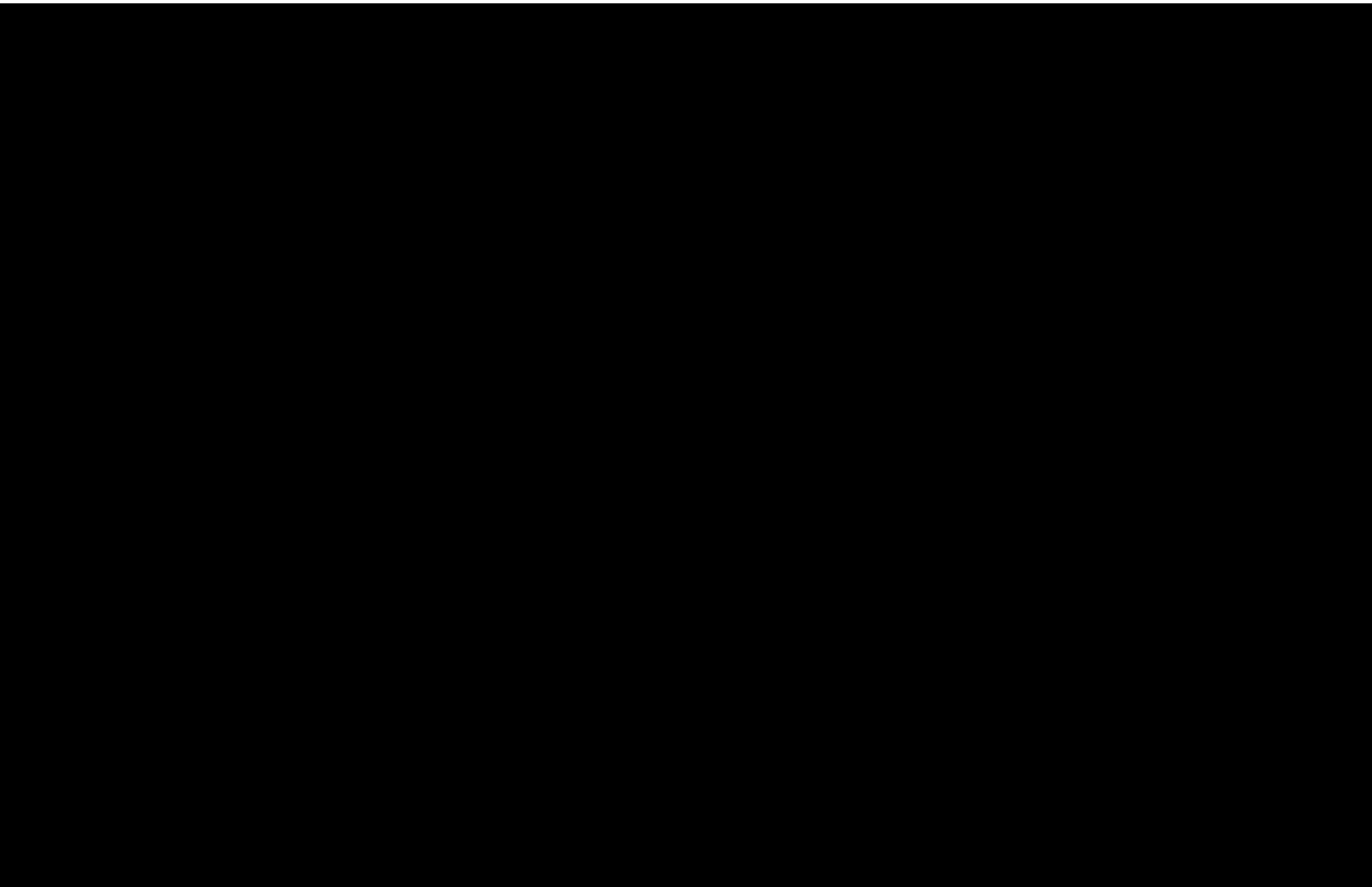
The Indirect Anchor Institutions total 1127 that will attach to the 151 anchor institution sites in an aggressive timeframe.

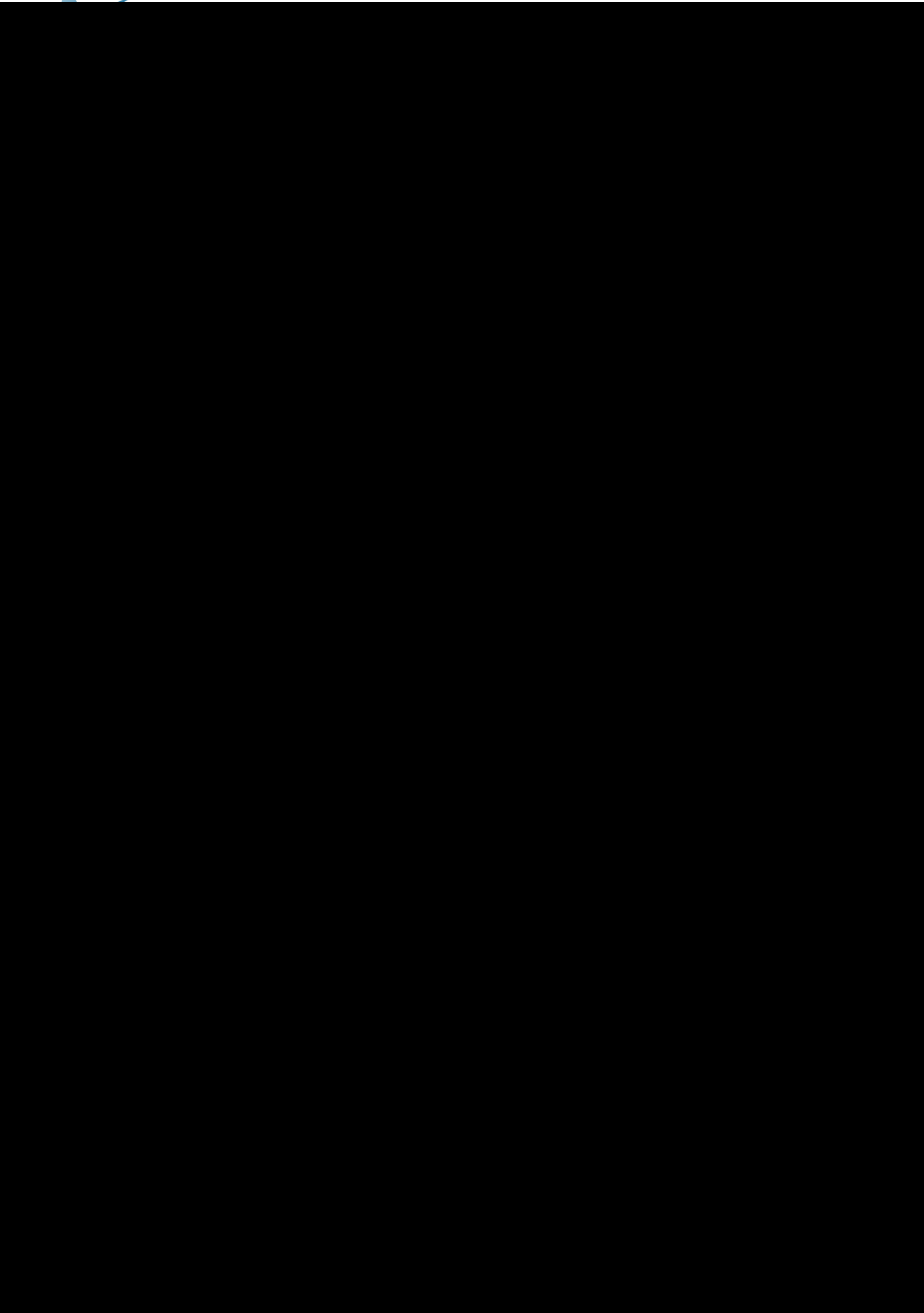




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State of New Mexico SIRCITS  
700mHz-LTE  
Network Diagram

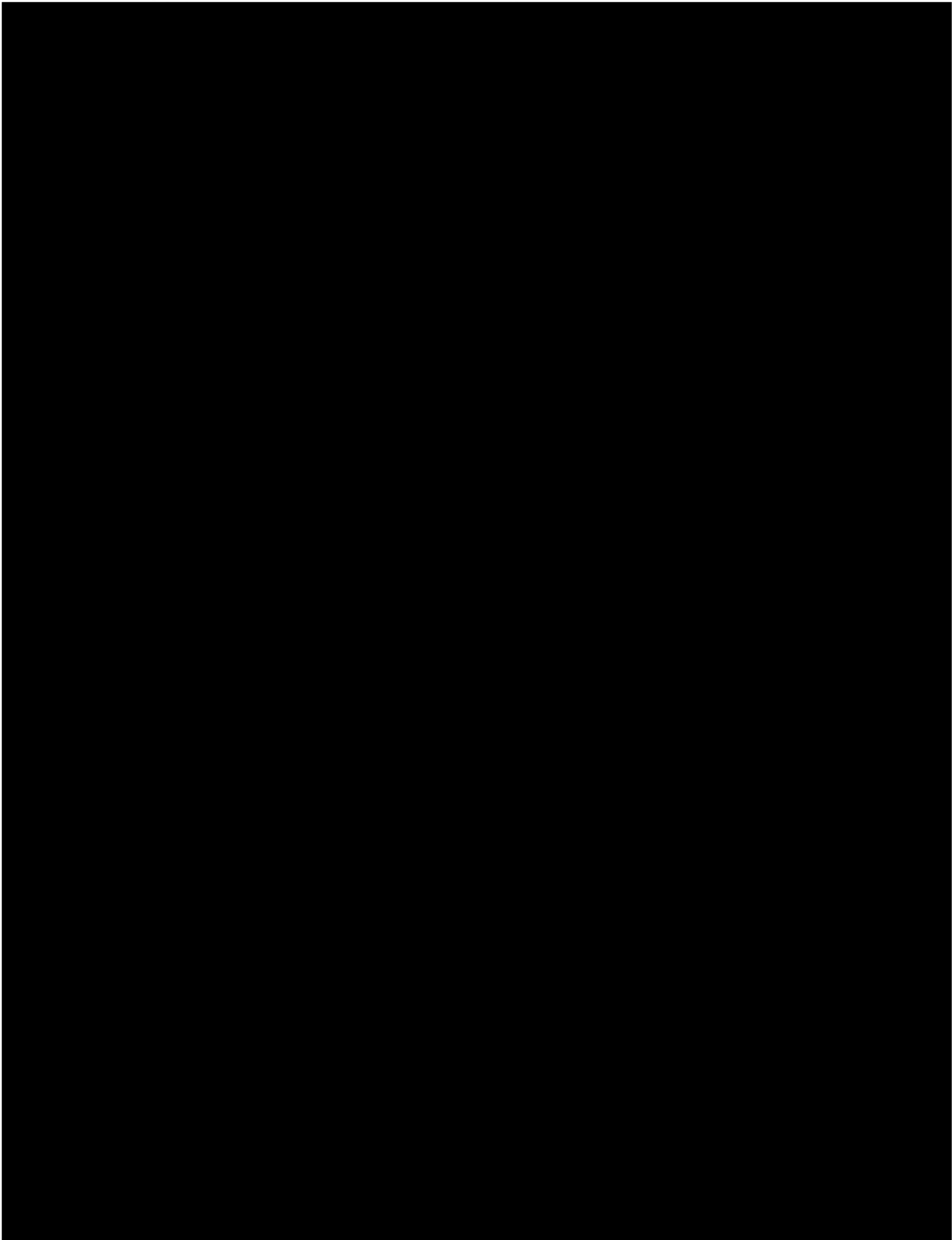


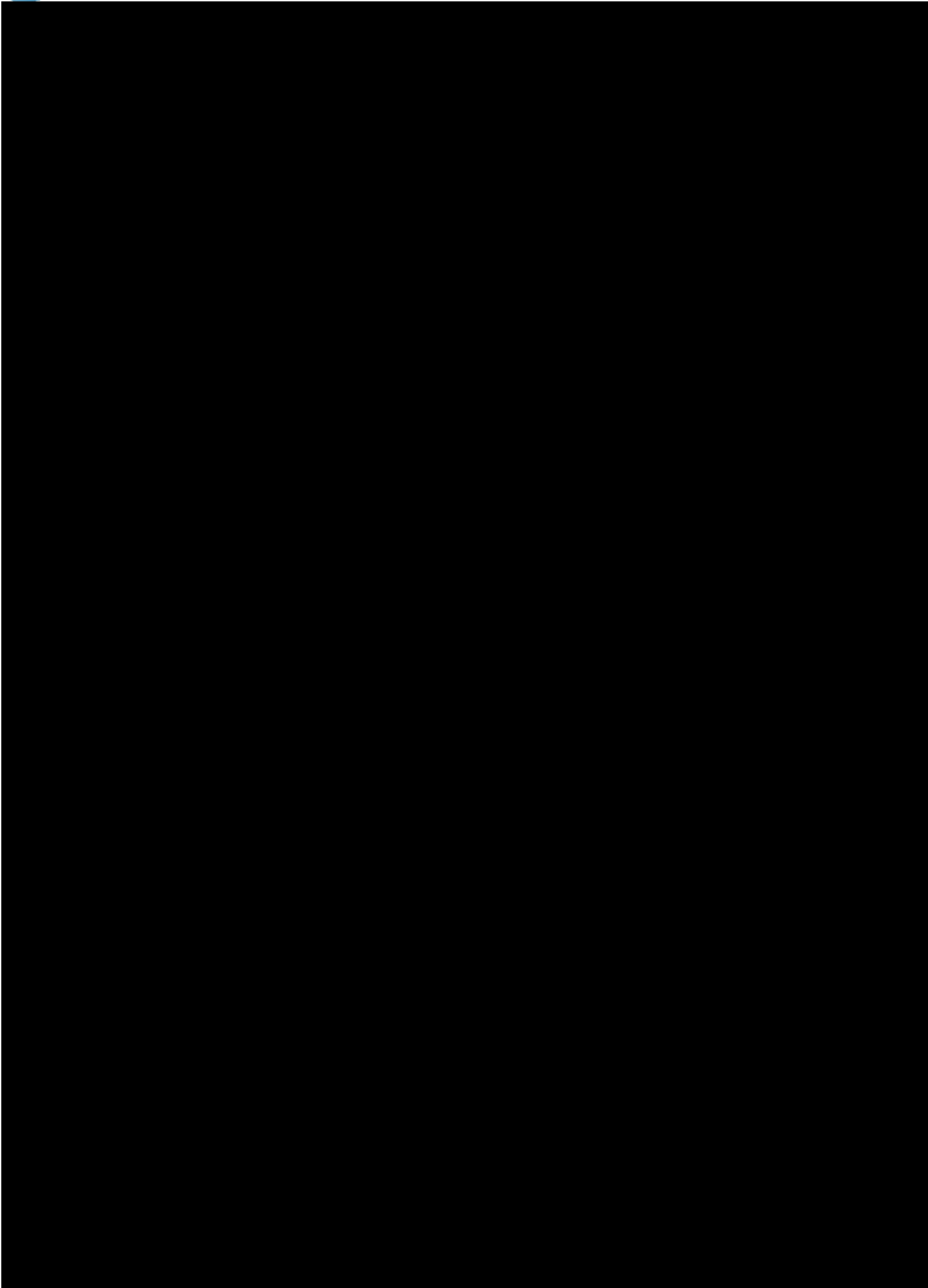




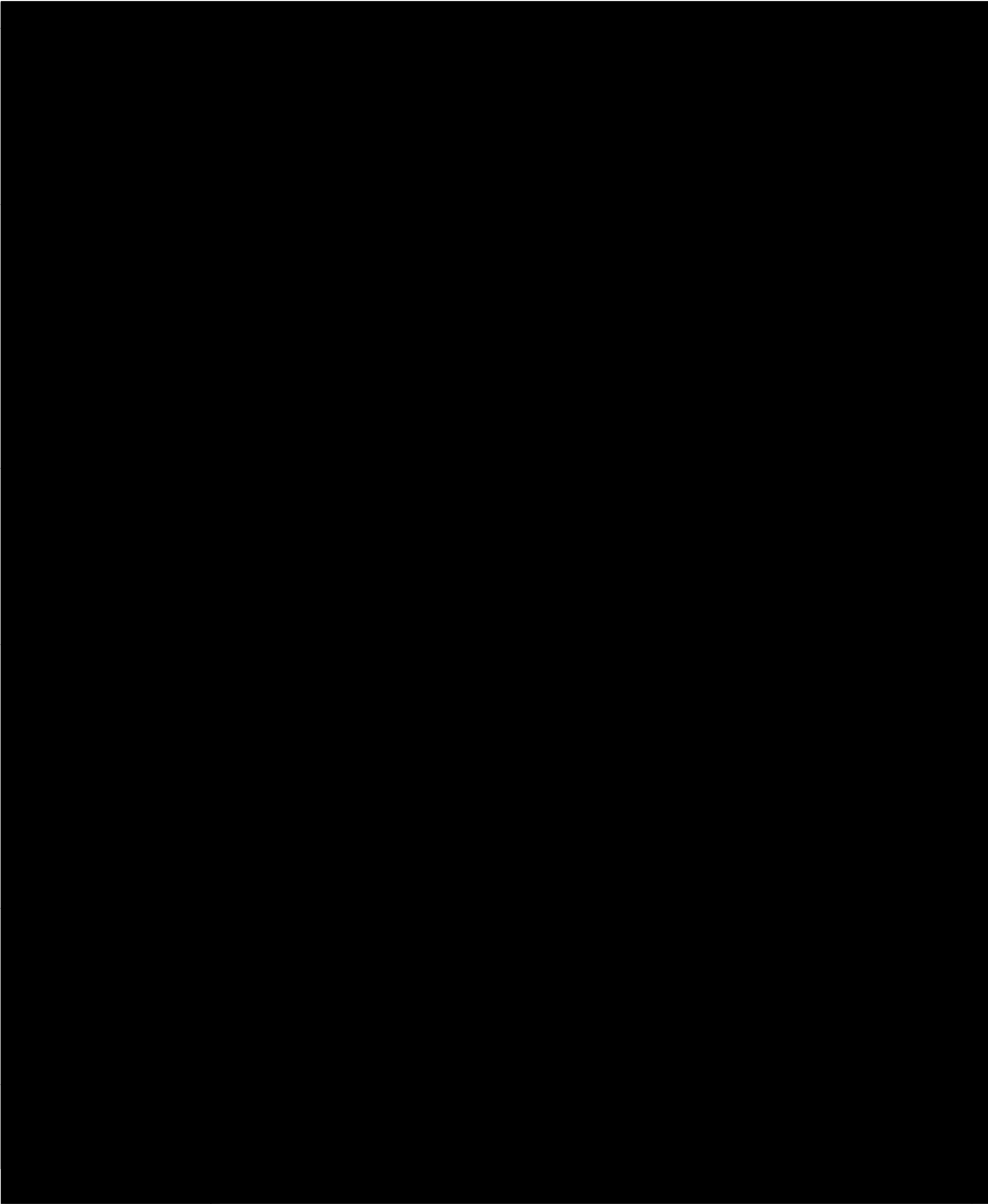
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State of New Mexico  
SIRCITS  
LEC Boundaries Map





# New Mexico- Rural & Remote Areas





[Redacted]

## **BTOP Comprehensive Community Infrastructure Project Plan and Build-out Timeline**

Please complete the Project Plan and Build-out Timeline templates below. Note that these templates may be modified by applicants in order to provide the most effective presentation of the data for their specific project. Applicants should ensure, however, that they provide at least as much detail as the provided templates require.

For system stability reasons, it is recommended that you provide these documents in PDF format when submitting a copy of your application on an appropriate electronic medium, such as a DVD, CD-ROM, or flash drive. There is no need to provide this instruction page.

## PROJECT PLAN

- Use the following table to list the major network build-out phases and milestones that can demonstrate that your entire project will be substantially complete by the end of Year 2 and fully complete by the end of Year 3. This is to be done at the aggregate level (combining all proposed funded service areas.)
- Indicated how the milestones listed below will demonstrate these completion objectives. The applicant should consider such project areas as: a) network design; b) securing all relevant licenses and agreements; c) site preparation; d) inside plant deployment; e) outside plan deployment; f) deployment of business & operational support systems; g) network testing; f) network operational. The applicant may provide any other milestones that it believes showcase progress.
- Project inception (Year 0) starts at the date when the applicant receives notice that the project has been approved for funding.
- In the table, provide any information (e.g., facts, analysis) to: a) demonstrate the reasonableness of these milestones; b) substantiate the ability to reach the milestones by the quarters indicated.

Time Period	Quarter	Milestones	Support for Reasonableness/Data Points
Year 0	-	<ul style="list-style-type: none"> <li>• New Mexico executive presentation of award</li> <li>• Develop Statewide press release</li> <li>• Assemble Program Management Office (PMO) team</li> <li>• Project kick-off meeting preparations</li> <li>• Identify all state and local government stakeholders</li> <li>• Identify level one third party vendor support</li> <li>• Develop stakeholder contacts database</li> <li>• Conduct internal kickoff</li> <li>• Develop comprehensive project plan</li> <li>• Develop task orders to initiate Microwave (MW) network upgrade, including contract staffing</li> <li>• Initiate procurement of 700 MHz Wireless Broadband (LTE) project team</li> </ul>	<ul style="list-style-type: none"> <li>• State of New Mexico (SONM) public relationship media well aware of State submission of broadband grant and will eagerly share the exciting news of the grant with the citizens of the State</li> <li>• Agency stakeholders will be made aware of the State's submission of the broadband grant and requested to provide stakeholder contact updates to integrated into the existing database</li> <li>• An extensive microwave equipment and site facilities equipment and construction approved vendor purchasing vehicle is currently in place and equipment and services procurement can begin immediately upon grant award</li> <li>• The current engineering and operational team supporting the Statewide Digital Microwave network (DMW) is immediately available and has the on-going operational insight into the DMW and can readily develop a thorough DMW project plan to achieve a two year implementation program</li> <li>• SONM is knowledgeable of capable 700 MHz Wireless Broadband technical and program management professional and will included these capable companies into the procurement process</li> </ul>
Year 1	Qtr. 1	<ul style="list-style-type: none"> <li>• Finalize MW deployment strategy, including 4-5 implementation teams</li> <li>• Procure MW radio equipment</li> <li>• Procure MW replacement/upgraded tower facilities</li> </ul>	<ul style="list-style-type: none"> <li>• Existing DMW contracting vehicles will simplify and expedite MW equipment purchase, construction and implementation</li> <li>• DMW construction and installation team will be notified</li> </ul>

		<ul style="list-style-type: none"> <li>• Procure MW antennas and transmission equipment</li> <li>• Initiate inside and outside plant construction of five (5) MW facilities (Total = 5)</li> <li>• Complete construction and acceptance testing</li> <li>• Integrate MW capacity upgrade into Network Operations Center (NOC)</li> <li>• Assess modification requirements for the business and operational support systems supporting new business partnership requirements</li> <li>• Finalize procurement of 700 MHz Wireless Broadband (LTE) project team</li> <li>• Develop comprehensive project plan supporting 700 MHz Wireless Broadband network design and implementation</li> <li>• Enhance the current 700 MHz network design</li> <li>• Develop and issue a Request for Proposal supporting the 700 MHz Wireless Broadband infrastructure</li> </ul>	<p>during the Year 0 timeframe regarding the number of teams to be contracted to support the aggressive installation program and the State will insist that the required staff be available</p> <ul style="list-style-type: none"> <li>• DMW sites currently are operational and do not require permitting to make the required modifications to support the proposed upgrade</li> <li>• SONM currently maintains a business operational support system for the DMW and provides DMW transport services to State agencies and is confident that these systems will satisfy the proposed Middle Mile program requirements</li> <li>• The SONM procurement department and process is fully capable to procuring the required DMW and 700 MHz infrastructure and services</li> <li>• The current DMW-NOC is fully operational and capable of handling the expanded requirements of the future upgraded network</li> <li>• SONM has qualified and experienced DMW technical and project management capacities to manage new site development and deployment</li> <li>• Qualifications of 700 MHz project team will include system RFP development</li> </ul>
	Qtr. 2	<ul style="list-style-type: none"> <li>• Procure MW radio equipment</li> <li>• Procure MW replacement/upgraded tower facilities</li> <li>• Procure MW antennas and transmission equipment</li> <li>• Initiate inside and outside plant construction of five (5) MW facilities (Total = 10)</li> <li>• Complete construction and acceptance testing</li> <li>• Integrate MW capacity upgrade into Network Operations Center (NOC)</li> <li>• Upgrade Middle Mile network business processes as required</li> <li>• Initiate marketing program to begin providing Middle Mile access</li> <li>• Evaluation of 700 MHz Wireless Broadband vendor proposals including request for additional information and clarification</li> <li>• Conduct 700 MHz vendor interviews and presentations</li> <li>• Select 700 MHz Wireless Broadband infrastructure vendor and begin negotiations</li> <li>• Initiate 700 MHz vendor procurement</li> <li>• Finalize 700 MHz sites selection in Santa Fe and Albuquerque</li> <li>• Initiate 700 MHz cell site construction, preparation and architectural firm and other non-infrastructure vendor(s) RFP process</li> </ul>	<ul style="list-style-type: none"> <li>• SONM has qualified and experienced DMW technical and project management capacities to manage new site development and deployment</li> <li>• Existing DMW contracting vehicles will simplify and expedite MW equipment purchase, construction and implementation</li> <li>• DMW sites currently are operational and do not require permitting to make the required modifications to support the proposed upgrade</li> <li>• SONM maintains regularly relationships with the State's existing last mile commercial service providers that will simplify new Middle Mile marketing and business relationship development</li> <li>• Existing DMW and State buildings and facilities are available to support 700 MHz Wireless Broadband cell site requirements</li> <li>• SONM maintains a comprehensive procurement vehicle including qualified architects and constructions vendors who can support the 700 MHz network requirements</li> </ul>

	Qtr. 3	<ul style="list-style-type: none"> <li>• Procure MW radio equipment</li> <li>• Procure MW replacement/upgraded tower facilities</li> <li>• Procure MW antennas and transmission equipment</li> <li>• Initiate inside and outside plant construction of six (6) MW facilities (Total = 16)</li> <li>• Complete construction and acceptance testing</li> <li>• Integrate MW capacity upgrade into Network Operations Center (NOC)</li> <li>• Finalize 700 MHz infrastructure vendor procurement</li> <li>• Conduct 700 MHz vendor kick-off meeting and initiate this phase of the project</li> <li>• Finalize 700 MHz site construction, preparation and architectural firm and other non-infrastructure vendor(s) contracts</li> <li>• Develop master 700 MHz project plan and schedule</li> <li>• Finalize cell sites in Santa Fe and begin architectural drawings, permitting and site preparation</li> <li>• Initiate preparation of 700 MHz switching facility located at the existing MW Network Operations Center facility</li> </ul>	<ul style="list-style-type: none"> <li>• SONM has qualified and experienced DMW technical and project management capacities to manage new site development and deployment</li> <li>• Existing DMW contracting vehicles will simplify and expedite MW equipment purchase, construction and implementation</li> <li>• DMW sites currently are operational and do not require permitting to make the required modifications to support the proposed upgrade</li> <li>• The 700 MHz Program Management Office will define the project plan and manage all vendors to ensure program success</li> <li>• Existing DMW and State buildings and facilities are available to support 700 MHz Wireless Broadband cell site requirements</li> <li>• The existing DMW-NOC facility has redundant power, interconnection and has the required space to support the 700 MHz switch requirements</li> </ul>
	Qtr. 4	<ul style="list-style-type: none"> <li>• Procure MW radio equipment</li> <li>• Procure MW replacement/upgraded tower facilities</li> <li>• Procure MW antennas and transmission equipment</li> <li>• Initiate inside and outside plant construction of six (6) MW facilities (Total = 22)</li> <li>• Complete construction and acceptance testing</li> <li>• Integrate MW capacity upgrade into Network Operations Center (NOC)</li> <li>• Santa Fe core switching and cell site construction and preparation completed</li> <li>• Infrastructure vendor begins installation of core switch and 700 MHz radio equipment</li> <li>• Finalize cell site selection in Albuquerque and begin architectural drawings, permitting and site preparation</li> <li>• Initiate presentations and application requirements gathering with public safety community regarding 700 MHz Wireless Broadband</li> <li>• Initiate 700 MHz access terminal (access cards and PDAs) RFP process</li> </ul>	<ul style="list-style-type: none"> <li>• SONM has qualified and experienced DMW technical and project management capacities to manage new site development and deployment</li> <li>• Existing DMW contracting vehicles will simplify and expedite MW equipment purchase, construction and implementation</li> <li>• DMW sites currently are operational and do not require permitting to make the required modifications to support the proposed upgrade</li> <li>• 700 MHz vendor contract will include equipment installation and timelines to ensure that the core switch and cell sites are implemented on time and within budget</li> <li>• 700 MHz end user requirements will drive eventual access terminal and network application utilities</li> <li>• The SONM Department of Information Technology (DoIT) is very familiar with the State IT and critical public safety desktop data base and application requirements and will begin preparation to make this tools available over a wireless broadband network</li> <li>• The 700 MHz access terminal industry will be thoroughly investigated and the most qualified vendors will be invited to participate based on access terminal requirements as identified by the public safety community</li> </ul>
Year 2	Qtr. 1	<ul style="list-style-type: none"> <li>• Procure MW radio equipment</li> <li>• Procure MW replacement/upgraded tower facilities</li> <li>• Procure MW antennas and transmission equipment</li> </ul>	<ul style="list-style-type: none"> <li>• SONM has qualified and experienced DMW technical and project management capacities to manage new site development and deployment</li> </ul>

		<ul style="list-style-type: none"> <li>Initiate inside and outside plant construction of six (6) MW facilities (Total = 28)</li> <li>Complete construction and acceptance testing</li> <li>Integrate MW capacity upgrade into Network Operations Center (NOC)</li> <li>Complete 700 MHz core switch and cell site installation in Santa Fe</li> <li>Albuquerque cell site construction and preparation 50 % completed</li> <li>Finalize 700 MHz access terminal procurement with multiple vendors</li> </ul>	<ul style="list-style-type: none"> <li>Existing DMW contracting vehicles will simplify and expedite MW equipment purchase, construction and implementation</li> <li>DMW sites currently are operational and do not require permitting to make the required modifications to support the proposed upgrade</li> <li>700 MHz construction and infrastructure installation vendors will be properly managed to ensure they adhere to critical schedule requirements</li> </ul>
	Qtr. 2	<ul style="list-style-type: none"> <li>Procure MW radio equipment</li> <li>Procure MW replacement/upgraded tower facilities</li> <li>Procure MW antennas and transmission equipment</li> <li>Initiate inside and outside plant construction of six (6) MW facilities (Total = 34)</li> <li>Complete construction and acceptance testing</li> <li>Integrate MW capacity upgrade into Network Operations Center (NOC)</li> <li>Begin taking delivery of 700 MHz access terminals</li> <li>Begin 700 MHz system test acceptance and network optimization in Santa Fe</li> <li>700 MHz business and operational systems requirements and development initiated</li> <li>Albuquerque cell site construction and preparation 50% completed</li> <li>Infrastructure vendor begins installation of initial 50% of 700 MHz radio equipment in Albuquerque</li> </ul>	<ul style="list-style-type: none"> <li>SONM has qualified and experienced DMW technical and project management capacities to manage new site development and deployment</li> <li>Existing DMW contracting vehicles will simplify and expedite MW equipment purchase, construction and implementation</li> <li>DMW sites currently are operational and do not require permitting to make the required modifications to support the proposed upgrade</li> <li>700 MHz construction and infrastructure installation vendors will be properly managed to ensure they adhere to critical schedule requirements</li> </ul>
	Qtr. 3	<ul style="list-style-type: none"> <li>Procure MW radio equipment</li> <li>Procure MW replacement/upgraded tower facilities</li> <li>Procure MW antennas and transmission equipment</li> <li>Initiate inside and outside plant construction of six (6) MW facilities (Total = 40)</li> <li>Complete construction and acceptance testing</li> <li>Integrate MW capacity upgrade into Network Operations Center (NOC)</li> <li>700 MHz wireless broadband applications validated and made available for pilot testing on the network</li> <li>Acceptance testing completed and initial 700 MHz users access network for pilot usage and testing of coverage and applications</li> <li>Infrastructure vendor begins installation of final 50% of 700 MHz radio equipment in Albuquerque</li> <li>Acceptance testing completed on initial 50% of Albuquerque 700 MHz cell sites</li> </ul>	<ul style="list-style-type: none"> <li>SONM has qualified and experienced DMW technical and project management capacities to manage new site development and deployment</li> <li>Existing DMW contracting vehicles will simplify and expedite MW equipment purchase, construction and implementation</li> <li>DMW sites currently are operational and do not require permitting to make the required modifications to support the proposed upgrade</li> <li>700 MHz construction and infrastructure installation vendors will be properly managed to ensure they adhere to critical schedule requirements</li> <li>Prior to piloting DoIT will have implemented and tested required intranet and internet gateways, firewalls and routers to ensure required access to critical databases and applications supporting 700 MHz Wireless Broadband operation</li> <li>SONM maintains a public safety service level agreement</li> </ul>

		<ul style="list-style-type: none"> <li>• 700 MHz business and operational systems integrated into service</li> <li>• 700 MHz subscribers in Santa Fe and Albuquerque markets identified and state and local agency Service Level Agreement (SLA) finalized</li> <li>• Santa Fe 700 MHz Wireless Broadband customers assigned access terminals</li> <li>• Santa Fe 700 MHz network placed into service</li> </ul>	<p>(SLA) with state agencies currently using the DMW and can readily modify that agreement to support 700 MHz operational and contractual needs</p> <ul style="list-style-type: none"> <li>• The existing business and operational system will support the required business relationship expected to support 700 MHz network operations</li> </ul>
	Qtr. 4	<ul style="list-style-type: none"> <li>• Procure MW radio equipment</li> <li>• Procure MW replacement/upgraded tower facilities</li> <li>• Procure MW antennas and transmission equipment</li> <li>• Initiate inside and outside plant construction of five (6) MW facilities (Total = 46)</li> <li>• Complete construction and acceptance testing</li> <li>• Integrate MW capacity upgrade into Network Operations Center (NOC)</li> <li>• Acceptance testing completed on final 50% of Albuquerque 700 MHz cell sites</li> <li>• Albuquerque 700 MHz Wireless Broadband customers assigned access terminals</li> <li>• Albuquerque 700 MHz network placed into service</li> </ul>	<ul style="list-style-type: none"> <li>• SONM has qualified and experienced DMW technical and project management capacities to manage new site development and deployment</li> <li>• Existing DMW contracting vehicles will simplify and expedite MW equipment purchase, construction and implementation</li> <li>• DMW sites currently are operational and do not require permitting to make the required modifications to support the proposed upgrade</li> <li>• 700 MHz construction and infrastructure installation vendors will be properly managed to ensure they adhere to critical schedule requirements</li> <li>• The SONM-DoIT existing technical support and help desk will receive advance training and will be fully capable of 700 MHz access terminal device distribution and maintenance</li> </ul>
Year 3	Qtr. 1	<ul style="list-style-type: none"> <li>• List all relevant milestones</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>
	Qtr. 2	<ul style="list-style-type: none"> <li>• List all relevant milestones</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>
	Qtr. 3	<ul style="list-style-type: none"> <li>• List all relevant milestones</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>
	Qtr. 4	<ul style="list-style-type: none"> <li>• List all relevant milestones</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>

## BUILD-OUT TIMELINE

Complete the following schedule for *each* Last Mile or Middle Mile Service Area to note the degree of build-out, based on: a) infrastructure funds awarded; b) entities passed (households, businesses, and community anchor institutions.). In addition, please complete a schedule that aggregates the build-out timeline across all of the Proposed Funded Service Area.

Service Area	New Mexico Statewide Interoperable Radio Communication Internet Transport System (SIRCITS)												
NMDMW													
	YEAR 0	YEAR 1				YEAR 2				YEAR 3			
		Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4
Infrastructure Funds													
Infrastructure Funds Advanced (estimate)	\$0	\$3,179,348	\$3,179,348	\$3,815,217	\$3,815,217	\$3,815,217	\$3,815,217	\$3,815,217	\$3,815,217				
Percentage of Total Funds	0%	10.87%	10.87%	13.04%	13.04%	13.04%	13.04%	13.04%	13.04%				
Entities Passed & %													
Households	185,350	245,790	306,230	378,758	451,286	523,815	596,343	668,871	741,399				
Percentage of Total Households	25%	33.15%	41.30%	51.09%	60.87%	70.65%	80.43%	90.22%	100.00%				
Businesses	13,572	17,998	22,423	27,734	33,045	38,356	43,666	48,977	54,288				
Percentage of Total Businesses	25%	33.15%	41.30%	51.09%	60.87%	70.65%	80.43%	90.22%	100.00%				
Community Anchor Institutions	38	50	62	77	92	107	121	136	151				
Percentage of Total Institutions	25%	33.15%	41.30%	51.09%	60.87%	70.65%	80.43%	90.22%	100.00%				



Service Area	New Mexico Statewide Interoperable Radio Communication Internet Transport System (SIRCITS)												
SF700 and ALB700													
	YEAR 0	YEAR 1				YEAR 2				YEAR 3			
		Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4
Infrastructure Funds													
Infrastructure Funds Advanced (estimate)		\$131,750	\$131,750	\$2,962,150	\$131,750	\$611,750	\$2,734,550	\$491,750	\$2,254,550				
Percentage of Total Funds		1.39%	1.39%	31.35%	1.39%	6.47%	28.94%	5.20%	23.86%				
Entities Passed & %													
Households								28,217	212,579				
Percentage of Total Households								100%	100%				
Businesses								3,322	13,929				
Percentage of Total Businesses								100%	100%				
Community Anchor Institutions								9	13				
Percentage of Total Institutions								100%	100%				

## **BTOP Comprehensive Community Infrastructure Pro Forma Financial Projections**

Please complete the Income Statement, Balance Sheet, Cash Flows, and NPV-IRR Table worksheets. Key assumptions used to formulate these financial projections should be listed in the Key Assumptions worksheet. Please note that these are **project-specific** projections, in contrast to the historical financial information which is provided at the organizational level.

**Please refer to the Comprehensive Community Infrastructure Grant Guidance for detailed instructions on the completing this attachment.**

Applicants are required to provide this attachment as an Excel file, and not to convert it to a PDF when submitting a copy of their application on an appropriate electronic medium, such as a DVD, CD-ROM, or flash drive. Applicants may make adjustments to the format of the templates as necessary to provide the most effective presentation of the data for their specific project, but should not remove major headings (*e.g.* Revenues and Expenses on the Income Statement) or provide less detailed information than would be required to complete the provided templates.



# Income Statement

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
<b>Revenues</b>								
Broadband Offerings								
Wholesale Data	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Retail Data	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Dark Fiber	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Collocation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other (list specific services)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Network Driven Revenues								
Video Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Voice Services (local/toll/long distance)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other (list specific services)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Universal Service Fund	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Installation Revenues - Federal	\$ 20,901,750	\$ 17,798,250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Service Fees	\$ 5,400,000	\$ 5,400,000	\$ 8,800,000	\$ 8,750,000	\$ 8,700,000	\$ 8,400,000	\$ 8,100,000	\$ 7,800,000
<b>Total Revenues</b>	<b>\$ 26,301,750</b>	<b>\$ 23,198,250</b>	<b>\$ 8,800,000</b>	<b>\$ 8,750,000</b>	<b>\$ 8,700,000</b>	<b>\$ 8,400,000</b>	<b>\$ 8,100,000</b>	<b>\$ 7,800,000</b>
<b>Expenses</b>								
Backhaul	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Network Maintenance/Monitoring	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Utilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Leasing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales/Marketing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Customer Care	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Billing	\$ 3,600,000	\$ 3,600,000	\$ 4,100,000	\$ 4,350,000	\$ 4,600,000	\$ 4,600,000	\$ 4,600,000	\$ 4,600,000
Corporate G&A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Operating Expense	\$ 24,141,750	\$ 19,958,250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	<b>\$ 27,741,750</b>	<b>\$ 23,558,250</b>	<b>\$ 4,100,000</b>	<b>\$ 4,350,000</b>	<b>\$ 4,600,000</b>	<b>\$ 4,600,000</b>	<b>\$ 4,600,000</b>	<b>\$ 4,600,000</b>
GAAP Adjustment - Capital Outlay	\$ (24,141,750)	\$ (19,958,250)						
<b>EBITDA</b>	<b>\$ 3,600,000</b>	<b>\$ 3,600,000</b>	<b>\$ 4,100,000</b>	<b>\$ 4,350,000</b>	<b>\$ 4,600,000</b>	<b>\$ 4,600,000</b>	<b>\$ 4,600,000</b>	<b>\$ 4,600,000</b>
Depreciation	\$ 1,800,000	\$ 1,800,000	\$ 4,700,000	\$ 4,400,000	\$ 4,100,000	\$ 3,800,000	\$ 3,500,000	\$ 3,200,000
Amortization	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Earnings Before Interest and Taxes</b>	<b>\$ 5,400,000</b>	<b>\$ 5,400,000</b>	<b>\$ 8,800,000</b>	<b>\$ 8,750,000</b>	<b>\$ 8,700,000</b>	<b>\$ 8,400,000</b>	<b>\$ 8,100,000</b>	<b>\$ 7,800,000</b>
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Income Before Taxes</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
Property Tax	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Income Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Net Income</b>	<b>\$ 20,901,750</b>	<b>\$ 17,798,250</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>

# Balance Sheet

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
<b>Assets</b>								
<i>Current Assets</i>								
Cash	\$ 5,400,000	\$ 3,960,000	\$ 3,600,000	\$ 8,300,000	\$ 12,700,000	\$ 16,800,000	\$ 20,600,000	\$ 24,100,000
Marketable Securities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Accounts Receivable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Notes Receivable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Inventory	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Prepayments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Assets	\$ 5,400,000	\$ 3,960,000	\$ 3,600,000	\$ 8,300,000	\$ 12,700,000	\$ 16,800,000	\$ 20,600,000	\$ 24,100,000
<i>Non-Current Assets</i>								
Long-Term Investments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amortizable Asset (Net of Amortization)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Plant in Service	\$ 55,153,639	\$ 75,111,889	\$ 75,111,889	\$ 75,111,889	\$ 75,111,889	\$ 75,111,889	\$ 75,111,889	\$ 75,111,889
Less: Accumulated Depreciation	\$ (15,033,538)	\$ (16,833,538)	\$ (18,633,538)	\$ (23,333,538)	\$ (27,733,538)	\$ (31,833,538)	\$ (35,633,538)	\$ (39,133,538)
Net Plant	\$ 40,120,101	\$ 58,278,351	\$ 56,478,351	\$ 51,778,351	\$ 47,378,351	\$ 43,278,351	\$ 39,478,351	\$ 35,978,351
Other	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Non-Current Assets	\$ 40,120,101	\$ 58,278,351	\$ 56,478,351	\$ 51,778,351	\$ 47,378,351	\$ 43,278,351	\$ 39,478,351	\$ 35,978,351
Total Assets	\$ 45,520,101	\$ 62,238,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351
<b>Liabilities and Owners' Equity</b>								
<i>Liabilities</i>								
<i>Current Liabilities</i>								
Accounts Payable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Notes Payable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<i>Long-Term Liabilities</i>								
Long Term Notes Payable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Long Term Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Long-Term Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<i>Owner's Equity</i>								
Capital Stock	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional Paid-In Capital	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Assets	\$ 45,520,101	\$ 62,238,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351
Total Equity	\$ 45,520,101	\$ 62,238,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351
Total Liabilities and Owner's Equity	\$ 45,520,101	\$ 62,238,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351	\$ 60,078,351

## Statement of Cash Flows

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
<b>Beginning Cash</b>	<b>\$ 5,400,000</b>	<b>\$ 3,960,000</b>	<b>\$ 3,600,000</b>	<b>\$ 8,300,000</b>	<b>\$ 12,700,000</b>	<b>\$ 16,800,000</b>	<b>\$ 20,600,000</b>	<b>\$ 24,100,000</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>								
Net Income	20,901,750	17,798,250	-	-	-	-	-	-
<i>Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities</i>								
Add: Depreciation	1,800,000	1,800,000	4,700,000	4,400,000	4,100,000	3,800,000	3,500,000	3,200,000
Add: Amortization	-	-	-	-	-	-	-	-
<i>Changes in Current Assets and Liabilities:</i>								
Marketable Securities	-	-	-	-	-	-	-	-
Accounts Receivable	-	-	-	-	-	-	-	-
Inventory	-	-	-	-	-	-	-	-
Prepayments	-	-	-	-	-	-	-	-
Other Current Assets	-	-	-	-	-	-	-	-
Accounts Payable	-	-	-	-	-	-	-	-
Other Current Liabilities	-	-	-	-	-	-	-	-
<b>Net Cash Provided (Used) by Operations</b>	<b>\$ 22,701,750</b>	<b>\$ 19,598,250</b>	<b>\$ 4,700,000</b>	<b>\$ 4,400,000</b>	<b>\$ 4,100,000</b>	<b>\$ 3,800,000</b>	<b>\$ 3,500,000</b>	<b>\$ 3,200,000</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>								
Capital Expenditures	24,141,750	19,958,250	-	-	-	-	-	-
Amortizable Asset (Net of Amortization)	-	-	-	-	-	-	-	-
Long-Term Investments	-	-	-	-	-	-	-	-
<b>Net Cash Used by Investing Activities</b>	<b>\$ 24,141,750</b>	<b>\$ 19,958,250</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>								
Notes Receivable	-	-	-	-	-	-	-	-
Notes Payable	-	-	-	-	-	-	-	-
Principal Payments	-	-	-	-	-	-	-	-
New Borrowing	-	-	-	-	-	-	-	-
Additional Paid-in Capital	-	-	-	-	-	-	-	-
Additions to Patronage Capital Credits	-	-	-	-	-	-	-	-
Payment of Dividends	-	-	-	-	-	-	-	-
<b>Net Cash Used by Investing Activities</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Net Increase (Decrease) in Cash</b>	<b>\$ (1,440,000)</b>	<b>\$ (360,000)</b>	<b>\$ 4,700,000</b>	<b>\$ 4,400,000</b>	<b>\$ 4,100,000</b>	<b>\$ 3,800,000</b>	<b>\$ 3,500,000</b>	<b>\$ 3,200,000</b>
<b>Ending Cash</b>	<b>\$ 3,960,000</b>	<b>\$ 3,600,000</b>	<b>\$ 8,300,000</b>	<b>\$ 12,700,000</b>	<b>\$ 16,800,000</b>	<b>\$ 20,600,000</b>	<b>\$ 24,100,000</b>	<b>\$ 27,300,000</b>

## NPV/IRR Table

	Net Present Value	Internal Rate of Return
Without BTOP Funding	\$0.00	0.00%
With BTOP Funding	\$33,652,173.91	0.00%

The numeric values used to determine the IRR

\$ (20,901,750) \$ (17,798,250) 20,901,750.00 17,798,250.00

NM DoIT is a state governmental entity operating under Proprietary/internal service funds. NM DoIT is not providing services to make a profit. Therefore, with no profit, the Internal Rate of Return (IRR) would be zero.

Revenue Assumptions		
Factor	Specific Metric Used in Analysis	Rationale (Cite Basis)
Customers Passed		
Anchor Institutions - Segment A	151	All Anchor government institutions will be attached to middle mile microwave network.
Anchor Institutions - Segment B	1127	All indirect Anchor government institutions will be attached to middle mile microwave network.
Businesses	0	We will not be providing services to private business.
Households	0	We will not be providing services to households.
Last Mile Providers	16	LEC's can connect to State "Open" system
Other	0	
Take Rate (should likely vary across 8-Year Forecast)		
Anchor Institutions - Segment A	100%	100% of 151 Anchor Inst's
Anchor Institutions - Segment B	100%	100% of 1127 over 8 years
Businesses	0	We will not be providing services to private business.
Households	0	We will not be providing services to households.
Last Mile Providers		
Direct Customer Connections		
Customer Segment A	Existing customer based 3400	4700 Customers by year 8; 400 - 1st year; 400 - 2nd year; 100 per year till year 8
Customer Segment B	unknown	LEC's can connect to State "Open" system
Other		
Average Revenue per User (may vary across 8-year forecast)		
Anchor Institutions - Segment A	3400 customers generates 5.4mil revenue year 1	YR1-133; YR2 - 118; YR3 -175; YR4-170; YR5-165; YR6-156; YR-147; YR8-138 (Ave cost/user)
Anchor Institutions - Segment B	n/a	
Businesses	n/a	
Households	n/a	
Last Mile Providers	n/a	
Other		



Expense Assumptions		
Factor	Specific Metric Used in Analysis	Rationale (Cite Basis)
Network Expenses		
Backhaul	60% first year 40% second year	Front loaded infrastructure to support 155Meg backhaul.
Maintenance	500K-3rd yr 250K-4th yr 250-5th yr	As customer base increases operating and maintenance expenditures will increase.
Utilities	included in operating costs	
Leasing	included in operating costs	
Depreciation	2.9Mil in yr 3 and beyond	First two years used depreciation expense on existing infrastructure; additions placed in service on 3rd year using 15 year useful life - straight line
Other		Capital outlay acquired within first 2 years and placed in service in year 3
Sales & Marketing		
Advertising	n/a	
Commissions	n/a	
Salaries	n/a	
Other		
Customer Care & Billing		
Systems	System already exists and is in place	We presently bill 3400 customers monthly.
Personnel	System already exists and is in place	We presently process payroll on existing ERP system.
Other		
General & Administrative		
Professional Services	n/a	
Insurance	n/a	
Non-Network Utilities	n/a	
Travel	n/a	
Supplies	n/a	
Miscellaneous	n/a	
Interest Expenses		
Debt Instrument A	n/a	
Debt Instrument B	n/a	
Taxes		
Federal Tax Rate	n/a	
Other Tax Rates	n/a	

# Comprehensive Community Infrastructure Key Metrics Dashboard

Please refer to the CCI Grant Guidelines for instructions on completing this form.

Applicant Profile	
Applicant Name	Marlin L. Mackey
Title	New Mexico-“SIRCITS”
Easygrants ID	6832
Headquarters	<b>Santa Fe</b>
Size (2009 Data) of Applicant Entity	<ul style="list-style-type: none"> <li>Current Year Revenues:</li> <li>Employees:</li> </ul>
Technology Type	<b>Middle Mile Last Mile Microwave 700</b>
Key Partners	<b>Governor Bill Richardson/DPS Secretary Denko/NMHED Secretary Flores/President Navajo Nation Joe Shirley/Roy Hartman &amp; Ron Torres with Bernalillo County Metro Detention Center</b>

Project Economics			
Budget Information		Project Financials	
Project Budget	<b>55,700,000</b>	Project Revenues (Yr 8)	<b>7.8 mil</b>
Federal Contribution (%)	<b>69.48</b>	Net Income and Margin (Yr 8)	<b>0</b>
Cash Match Amount (%)	<b>9.70</b>	EBITDA and Margin (Yr 8)	<b>3,200,00</b>
In Kind Match Amount (%)	<b>20.82</b>	Rate of Return (w/o BTOP Funds)	0* NM DoIT is a state governmental entity operating under proprietary internal service funds. NM DoIT is not providing services to make a profit therefore with no profit the IRR would be 0.
Middle Mile/Last Mile Budget Allocation		Rate of Return (w/ BTOP Funds)	0
Middle Mile Percentage (%)	83.03	Cost Efficiency	
Last Mile Percentage (%)	16.97	Cost per Mile (MM)	<b>282.52</b>
Rural Last Mile Percentage	0.0	Cost per Household (LM)	<b>7,269.23* (New Public Safety Users)</b>

## Market Territory

## Comprehensive Community Infrastructure Key Metrics Dashboard

Geographic Area(s)	
<b>Middle Mile Network Composition</b>	
Total Proposed Network Miles (MM only)	<ul style="list-style-type: none"> <li>• Total Miles: 121,356 sq miles</li> <li>• Backbone Miles: 285 miles</li> <li>• Lateral Miles: 121,071 sq miles</li> </ul>
New Construction Network Miles (MM only)	<ul style="list-style-type: none"> <li>• Total Miles: 0</li> <li>• Backbone Miles: 0</li> <li>• Lateral Miles: 0</li> </ul>
Existing Applicant Network Miles Utilized (MM only)	<ul style="list-style-type: none"> <li>• Total Miles: 121,356 sq miles</li> <li>• Backbone Miles: 285 miles</li> <li>• Lateral Miles: 121,071 sq miles</li> </ul>
Leased Network Miles Utilized (MM only)	<ul style="list-style-type: none"> <li>• Total Miles: 0</li> <li>• Backbone Miles: 0</li> <li>• Lateral Miles: 0</li> </ul>
Underserved/Unserved	<ul style="list-style-type: none"> <li>• Percentage of Backbone Miles in Underserved/Unserved Areas: 70%</li> <li>• Percentage of Lateral Miles in Underserved/Unserved Areas: 70%</li> </ul>
<b>Existing Customer Base</b>	
Existing Residential/Individual Customers within PFSA	0
Existing Business Customers within PFSA	0
Existing Community Anchor Institution Customers within PFSA	<ul style="list-style-type: none"> <li>• Total CAI's: 0</li> <li>• Community Colleges: 0</li> <li>• Public Safety Entities: 0</li> </ul>
Existing Third Party Service Provider Customers within PFSA	0
<b>Potential Customer Base</b>	
Market Potential Households (within PFSA)	<ul style="list-style-type: none"> <li>• Total HH's: 0</li> <li>• Located in Underserved/Unserved Areas: 0</li> </ul>
Market Potential Businesses (within PFSA)	<ul style="list-style-type: none"> <li>• Total Businesses: 0</li> <li>• Located in Underserved/Unserved Areas: 0</li> </ul>
Market Potential Community Anchor Institutions (within PFSA)	<ul style="list-style-type: none"> <li>• Total CAI's: 151</li> <li>• Located in Underserved/Unserved Areas: 115</li> <li>• Community Colleges: 4</li> <li>• Public Safety Entities: 33</li> </ul>
Market Potential Third Party Service Providers (within PFSA)	<ul style="list-style-type: none"> <li>• Total Third Party Service Providers in PFSA: 16</li> <li>• Expressing Commitment or Letter of Interest: working with LECs</li> </ul>
<b>Funded Network Coverage</b>	
Households Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> <li>• Total Households Connected: 0</li> <li>• Located in Underserved/Unserved Areas: 0</li> </ul>

## Comprehensive Community Infrastructure Key Metrics Dashboard

Businesses Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> <li>Total Businesses Connected: 0</li> <li>Located in Underserved/Unserved Areas: <b>0</b></li> </ul>
Community Anchor Institutions Directly Connected (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> <li>Total Directly Connected CAI's: 151</li> <li>Located in Underserved/Unserved Areas: <b>115</b></li> <li>Community Colleges: 4</li> <li>Public Safety Entities: 33</li> </ul>
Projected Subscribers by Year Five	<p><b><u>Directly Served by Applicant</u></b></p> <ul style="list-style-type: none"> <li>Community Anchor Institutions: 151</li> <li>Households: 0</li> <li>Businesses: 0</li> <li>Third Party Service Providers: <b>16</b></li> </ul> <p><b><u>Served by Proposed Network Via Third Party Service Provider</u></b></p> <ul style="list-style-type: none"> <li>Community Anchor Institutions: 1127</li> <li>Households: 0</li> <li>Businesses: 0</li> </ul>

Other	
Proposed MM Network Capacity	<ul style="list-style-type: none"> <li>Backbone: 10 Gig</li> <li>Laterals: 155 Meg</li> </ul>
Proposed LM Network Speed	<ul style="list-style-type: none"> <li>Highest offered speed tier: 15 Meg/segment</li> <li>Estimated Average speed for highest speed tier: 5 Meg</li> </ul>
Total Points of Interconnection	<ul style="list-style-type: none"> <li>Total Pol's: 4 [Santa Fe, ABQ, Socorro and Las Cruces]</li> <li>Pol's in Underserved/Unserved Areas: 1 = Socorro</li> <li>Environmentally-controlled, non-passive Pols: 4</li> </ul>
Jobs Created	<ul style="list-style-type: none"> <li><b>Direct Job-years: 178</b></li> <li><b>Indirect Job-years: 91</b></li> <li><b>Induced Job-years: 151</b></li> </ul>
Required Time for Project Completion (Number of Required Quarters to Fully Build-out and Test Network and Make Ready for Commercial Service)	<b>Nine quarters</b>



## **Comprehensive Community Infrastructure** **Budget Narrative Template**

**Applicant Name:** State of New Mexico, Department of Information Technology

**EasyGrants Number:** 6832

**Organization Type:** State Government

**Proposed Period of Performance:** 2 years

**Total Project Costs:** \$55,700,000

**Total Federal Grant Request:** \$38,699,997

**Total Matching Funds (Cash):** \$5,399,999

**Total Matching Funds (In-Kind):** \$11,600,004

**Total Matching Funds (Cash + In-Kind):** \$17,000,003

**Total Matching Funds (Cash + In-Kind) as Percentage of Total Project Costs:** %30.52

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### **1. Administrative and legal expenses - \$0**

**- Provide a breakout of position(s), time commitment(s) such as hours or level-of-effort, and salary information/rates with a detailed explanation, and additional information as needed.**

The State of New Mexico has an operational statewide microwave broadband network and is pursuing a program to upgrade the existing network wherever it lacks sufficient capacity. The state already employs staff who support, operate and manage the ongoing upgrade of the network. This project, when approved, will accelerate the upgrade, including the deployment of a Last Mile component, all of which can be handled by the existing staff.

### **2. Land, structure, rights-of-way, appraisals, etc. - \$3,390,037**

**- Provide description of estimated costs, proposed activities, and additional information as needed.**

The State of New Mexico has an operational network which includes existing land, structures, rights-of-way, etc. Any extensions added to the Middle Mile network will be to anchor institutions already located on government owned facilities. Likewise, the Last Mile network base station sites will all be hosted on



government owned and operated facilities. The minimal land, structural, rights-of-way, appraisals, etc. expenses are summarized as follows:

**\$1,700,006** of this category is estimated for Radio Tower expenses for the SONM Digital Microwave Network sites based on the average cost of (\$89,474) per site for 19 sites

**\$1,690,031** of this category is estimated for Communications Shelter expenses for the SONM Digital Microwave Network sites based on the average cost of (\$88,949) per site for 19 sites

### **3. Relocation expenses and payment - \$0**

**- Provide explanation for the relocation, description of the person involved in the relocation, method used to calculate costs, and additional information as needed.**

The State of New Mexico has an operational network and an ongoing effort to upgrade the network. The state already employs staff who support, operate and manage the ongoing upgrade of the network. This project, when approved, will accelerate the upgrade, including the deployment of a Last Mile component, all of which can be handled by the existing staff.

### **4. Architectural and engineering fees - \$8,314,083**

**- Provide description of estimated fees, rates, explanation of proposed services, and additional information as needed.**

**\$1,402,073** of this category is estimated for engineering design expenses for the SONM Digital Microwave Network link designs based on the average cost of (\$31,157) per link for 45 links

**\$5,858,010** of this category is estimated for Project Management expenses for the SONM Digital Microwave Network links based on the average cost of (\$130,178) per link for 45 links

**\$200,000** of this category is estimated for a Network Engineer for the 700 MHz LTE local loop network.

**\$385,000** of this category is estimated for architectural & engineering design expenses for the 700 MHz LTE local loop network site designs based on the average cost of (\$27,500) per site for 14 sites

**\$250,000** of this category is estimated for a Program Manager for the 700 MHz LTE local loop Network.

**\$140,000** of this category is estimated for a Project Coordinator for the 700 MHz LTE local loop Network.

**\$79,000** of this category is estimated for Travel & Lodging expenses for the 700 MHz LTE local loop Network.

### **5. Other architectural and engineering fees - \$0**

**- Provide description of estimated fees, rates, explanation of proposed services, and additional information as needed.**



There are no other architectural and engineering fees.

## **6. Project inspection fees - \$0**

**- Provide description of estimated fees, rates, explanation of proposed services, and additional information as needed.**

There are no project inspection fees.

## **7. Site work - \$1,860,283**

**- Provide description of estimated fees, rates, explanation of proposed services, and additional information as needed.**

**\$1,005,088** of this category is estimated for DMW Site Prep expenses for the SONM Digital Microwave Network sites based on the average cost of (\$31,409) per site for 32 sites using Cash Match funds

**\$345,695** of this category is estimated for Digital Microwave antenna Installation expenses for the SONM Digital Microwave Network sites based on the average cost of (\$10,803) per site for 32 sites using Cash Match funds

**\$331,000** of this category is estimated for Site Facility Preparation expenses for the 700 MHz LTE local loop network site designs based on the average cost of (\$23,643) per site for 14 sites

**\$178,500** of this category is estimated for Microwave Antennas Installation expenses for the 700 MHz LTE local loop network site designs based on the average cost of (\$12,750) per site for 14 sites

## **8. Demolition and removal - \$0**

**- Provide description of estimated fees, rates explanation of proposed services, and additional information as needed.**

There are no demolition and removal fees.

## **9. Construction - \$5,563,136**

**- Provide description of estimated fees, rates, explanation of proposed services, state whether the work is being completed by the applicant or an outside contractor, and additional information as needed.**

**\$2,320,736** of this category is estimated for Electrical and Grounding expenses for the SONM Digital Microwave Network sites based on the average cost of (\$72,523) per site for 32 sites with Cash Match funds using an outside contractor

**\$1,728,480** of this category is estimated for foundation expenses for the SONM Digital Microwave Network sites based on the average cost of (\$54,015) per site for 32 sites with Cash Match funds using an outside contractor



**\$1,513,920** of this category is estimated for Stacking Towers/Setting Bldgs expenses for the SONM Digital Microwave Network sites based on the average cost of (\$47,310) per site for 32 sites using an outside contractor

## **10. Equipment - \$24,912,457**

**- Provide a list of equipment in the form of a table with description, number of units, unit cost, state whether it is being purchased or leased, and additional information as needed.**

**\$17,085,957** of this category is estimated for equipment expenses for the SONM Digital Microwave Network which consists of Microwave Radios, Antennas, Transmission Line, Generator Shelters including Generators, Upgrade for EOL Net. Equip., 48VDC Power Systems, Routers for DMW, Channel Bank Equipment, HVAC Systems, Fiber Equipment, Network Equipment Spares and Microwave Equipment Spares as follows:

Description	Unit Cost	No. of Units	Total Cost	Purchase/Lease
Microwave Radios, Antennas, Transmission Line	\$139,301	53	\$7,382,953	Purchase
Generator Shelters including Generators	\$80,000	47	\$3,760,000	Purchase
Upgrade for EOL Net. Equip.	\$46,000	42	\$1,932,000	Purchase
48VDC Power Systems	\$29,000	58	\$1,682,000	Purchase
Routers for DMW	\$46,000	35	\$1,610,000	Purchase
Channel Bank Equipment	\$7,000	28	\$196,000	Purchase
HVAC Systems	\$5,000	30	\$150,000	Purchase
Fiber Equipment	\$22,502	2	\$45,004	Purchase
Network Equipment Spares	\$46,000	5	\$230,000	Purchase
Microwave Equipment Spares	\$98,000	1	\$98,000	Purchase
<b>TOTAL:</b>			<b>\$17,085,957</b>	

**\$7,826,500** of this category is estimated for Equipment expenses for the 700 MHz LTE local loop Network which consists of LTE Core Switching Equipment, eNobeB Base Station Equipment, Transmission Cables, Antennas, Generators, Uninterruptable Power Supply, Signal Generators, eNobeB Base Station Spare Equipment and 700 MHz Users Devices as follows:

Description	Unit Cost	No. of Units	Total Cost	Purchase/Lease
LTE Core Switching Equipment	\$4,183,500	1	\$4,183,500	Purchase
eNobeB Base Station Equipment	\$83,000	14	\$1,162,000	Purchase
Transmission cables	\$20,000	14	\$280,000	Purchase
Antennas	\$7,000	14	\$98,000	Purchase
Generators	\$40,000	14	\$560,000	Purchase
Uninterruptable Power Supply	\$15,000	14	\$210,000	Purchase
Signal Generators	\$30,000	2	\$60,000	Purchase
eNobeB Base Station Spare Equipment	\$73,000	1	\$73,000	Purchase
700mhz users devices	\$800	1500	\$1,200,000	Purchase
<b>TOTAL:</b>			<b>\$7,826,500</b>	

## **11. Miscellaneous - \$11,660,004**

**- Provide additional information as needed.**

**\$60,000** of this category is estimated for Vehicle expenses for the 700 MHz LTE local loop network based on the average cost of (\$30,000) per vehicle for 2 vehicle





**\$11,600,004** of this category is estimated for Completed Analog to Digital Microwave Conversion for the SONM Digital Microwave Network sites based on the average cost of (\$168,116) per site for 69 sites

**- Provide detailed description, calculation, and basis of evaluation for each Cash Matching Funds source.**

**Cash: During the 2010 legislative session, \$4.8M was reappropriated to the SONM/DoIT for match to federal dollars that may be obtained to continue the buildout of the State's telecommunications infrastructure, specifically: "...to continue telecommunications infrastructure in the SE quadrant of New Mexico shall not be expended for its original purpose but is reappropriated to expand telecommunication capabilities throughout the state, including the southeast quadrant, and to provide a match for federal broadband technology grants."**

**The second part of the state's cash match is \$1M is derived from the Laws of 2009, Chapter 125 & 127, Item 6 wherein \$1M was appropriated to plan, design, construct and convert analog microwave towers to a statewide digital microwave network. The amount designated as a cash match is the remainder of the original \$1M. Of these appropriations, the State's total cash match is \$5.4M.**

**- Provide detailed description, calculation, and basis of evaluation for each In-Kind Matching Funds source.**

**From State FY 1999 through State FY 2009, the legislature made appropriations for the conversion of towers from analog to digital in the amount of just over \$27M. In that time, approximately 2/3 of the towers were completed. The net book value of the capital expenditures (assets) will be used as in-kind match. The amount to be used as in-kind match is \$11.6M.**

### **13. Contingencies - \$0**

**- Contingencies are an unallowable expenditures under BTOP.**

### **15. Project (program) income - \$0**

**- The value for this line-item on the SF-424C is \$0. Please do not provide an estimated Project (program income) on the SF-424C.**



## **Addendum**

**- Very few indirect costs are allowable through BTOP. If any allowable indirect costs and/or fringe benefits are included in the budget, please provide a copy of your existing Negotiated Indirect Cost Recovery Agreement (NICRA), if available. If the NICRA is applied accordingly in the budget, there is no need to justify the costs. If a NICRA is not available or is not consistent with the rates/calculations in the budget, please provide an explanation of how the amounts were calculated. Please clearly list the manner in which indirect costs are calculated in the budget.**

**Note:** Verify that indirects are calculated correctly and are eligible BTOP costs. To clarify, reasonable indirect costs under BTOP are only allowable for Full Time Employees (FTEs) associated with the construction, deployment, or installation of facilities or equipment used to provide broadband service.

### **#. Example Budget Narrative - \$724,134 (Confirm to SF-424C)**

**\$100,000** of this category is estimated for legal expenses for contract reviews based on the average legal cost of (\$4) per mile for 25,000 miles.

**\$134** of this category is estimated for legal court filings.

**\$624,000** of this category is estimated for Project Engineering Staff which consists of a project manager and two (2) network engineers.



**BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM (BTOP)**

Staff	Hours	Years	Rate	Total Cost
Project Manager	2080	3	\$20/hr	\$124,800
Project Engineer	2080	3	\$30/hr	\$187,200
Civil Engineer	2080	3	\$50/hr	\$312,000
<b>TOTAL:</b>				<b>\$624,000</b>

## CERTIFICATION REGARDING LOBBYING LOWER TIER COVERED TRANSACTIONS

Applicants should review the instructions for certification included in the regulations before completing this form. Signature on this form provides for compliance with certification requirements under 15 CFR Part 28, "New Restrictions on Lobbying."

### LOBBYING

As required by Section 1352, Title 31 of the U.S. Code, and implemented at 15 CFR Part 28, for persons entering into a grant, cooperative agreement or contract over \$100,000 or a loan or loan guarantee over \$150,000 as defined at 15 CFR Part 28, Sections 28.105 and 28.110, the applicant certifies that to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

### Statement for Loan Guarantees and Loan Insurance

The undersigned states, to the best of his or her knowledge and belief, that:

In any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

**As the duly authorized representative of the applicant, I hereby certify that the applicant will comply with the above applicable certification.**

NAME OF APPLICANT

State of New Mexico Dept. of Information Technology

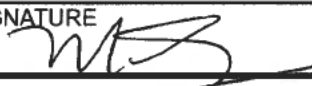
AWARD NUMBER AND/OR PROJECT NAME

Easy Grant ID#6832/SIRCITS

PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE

Marlin L. Mackey - Cabinet Secretary

SIGNATURE



DATE

6-2-10

## CERTIFICATION REGARDING LOBBYING

Applicants should also review the instructions for certification included in the regulations before completing this form. Signature on this form provides for compliance with certification requirements under 15 CFR Part 28, "New Restrictions on Lobbying." The certifications shall be treated as a material representation of fact upon which reliance will be placed when the Department of Commerce determines to award the covered transaction, grant, or cooperative agreement.

### LOBBYING

As required by Section 1352, Title 31 of the U.S. Code, and implemented at 15 CFR Part 28, for persons entering into a grant, cooperative agreement or contract over \$100,000 or a loan or loan guarantee over \$150,000 as defined at 15 CFR Part 28, Sections 28.105 and 28.110, the applicant certifies that to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

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NAME OF APPLICANT

State of New Mexico Dept. of Information Technology

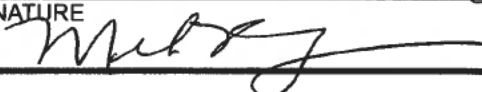
AWARD NUMBER AND/OR PROJECT NAME

Easy Grant ID#6832/SIRCITS

PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE

MARLIN L. MACKEY - CABINET SECRETARY

SIGNATURE



DATE

6-2-10

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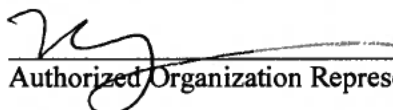
**U.S. Department of Commerce  
Broadband Technology Opportunities Program  
Authentication and Certifications**

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1. I certify that I am the duly Authorized Organization Representative (AOR) of the applicant organization, and that I have been authorized to submit the attached application on its behalf.
2. I certify that I have examined this application, that all of the information and responses in this application, including certifications, and forms submitted, all of which are part of this grant application, are material representations of fact and true and correct to the best of my knowledge, that the entity(ies) that is requesting grant funding pursuant to this application and any subgrantees and subcontractors will comply with the terms, conditions, purposes, and federal requirements of the grant program; that no kickbacks were paid to anyone; and that a false, fictitious, or fraudulent statements or claims on this application are grounds for denial or termination of a grant award, and/or possible punishment by a fine or imprisonment as provided in 18 U.S.C. §1001 and civil violations of the False Claims Act.
3. I certify that the entity(ies) I represent have and will comply with all applicable federal, state, and local laws, rules, regulations, ordinances, codes, orders and programmatic rules and requirements relating to the project. I acknowledge that failure to do so may result in rejection or deobligation of the grant or loan award. I acknowledge that failure to comply with all federal and program rules could result in civil or criminal prosecution by the appropriate law enforcement authorities.
4. I certify that the entity(ies) I represent has and will comply with all applicable administrative and federal statutory, regulatory, and policy requirements set forth in the Department of Commerce Pre-Award Notification Requirements for Grants and Cooperative Agreements ("DOC Pre-Award Notification"), published in the Federal Register on February 11, 2008 (73 FR 7696), as amended; DOC Financial Assistance Standard Terms and Conditions (Mar. 8, 2009); the Department of Commerce American Recovery and Reinvestment Act Award Terms (Apr. 9, 2009); and any Special Award Terms and Conditions that are included by the Grants Officer in the award.
5. I certify that any funds awarded to the entity(ies) I represent as a result of this application will not result in any unjust enrichment of such entity(ies) or duplicate any funds such entity(ies) receive under federal universal service support programs administered by the Universal Service Administrative Corporation (USAC).
6. I certify that the entity(ies) I represent has secured access to pay the 20% of total project cost or has petitioned the Assistant Secretary of NTIA for a waiver of the matching requirement.

March 23, 2010

Date

  
Authorized Organization Representative Signature

Marlin L. Mackey

Print Name

Cabinet Secretary, Department of Information Technology  
Title

# DISCLOSURE OF LOBBYING ACTIVITIES

Complete this form to disclose lobbying activities pursuant to 31 U.S.C. 1352

Approved by OMB

0348-0046

(See reverse for public burden disclosure.)

<b>1. Type of Federal Action:</b> <input checked="checked" type="checkbox"/> a. contract <input type="checkbox"/> b. grant <input type="checkbox"/> c. cooperative agreement <input type="checkbox"/> d. loan <input type="checkbox"/> e. loan guarantee <input type="checkbox"/> f. loan insurance		<b>2. Status of Federal Action:</b> <input checked="checked" type="checkbox"/> a. bid/offer/application <input type="checkbox"/> b. initial award <input type="checkbox"/> c. post-award		<b>3. Report Type:</b> <input checked="checked" type="checkbox"/> a. initial filing <input type="checkbox"/> b. material change <b>For Material Change Only:</b> year _____ quarter _____ date of last report _____	
<b>4. Name and Address of Reporting Entity:</b> <input type="checkbox"/> Prime <input type="checkbox"/> Subawardee State of New Mexico Tier _____, if known: Department of Information Technology 725 Alta Vista St. Santa Fe, NM 87505 <b>Congressional District, if known:</b> NM 1, 2 and 3			<b>5. If Reporting Entity in No. 4 is a Subawardee, Enter Name and Address of Prime:</b>  <b>Congressional District, if known:</b>		
<b>6. Federal Department/Agency:</b> Department of Commerce			<b>7. Federal Program Name/Description:</b>  CFDA Number, if applicable: _____		
<b>8. Federal Action Number, if known:</b> BTOP Easy Grant ID#6832			<b>9. Award Amount, if known:</b> \$		
<b>10. a. Name and Address of Lobbying Registrant</b> (if individual, last name, first name, MI):  NONE			<b>b. Individuals Performing Services</b> (including address if different from No. 10a) (last name, first name, MI): NONE		
<b>11.</b> Information requested through this form is authorized by title 31 U.S.C. section 1352. This disclosure of lobbying activities is a material representation of fact upon which reliance was placed by the tier above when this transaction was made or entered into. This disclosure is required pursuant to 31 U.S.C. 1352. This information will be available for public inspection. Any person who fails to file the required disclosure shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.			Signature: <u>M. L. Mackey</u> Print Name: <u>MARLIN L. MACKEY</u> Title: <u>CABINET SECRETARY</u> Telephone No.: <u>505 827-1607</u> Date: <u>6-2-10</u>		
<b>Federal Use Only:</b>					Authorized for Local Reproduction Standard Form LLL (Rev. 7-97)