

Appendix B – ASTAC PMQ **POINT HOPE**

ASTAC Pre-Meeting Questionnaire

Needs Assessment and Deployment Planning

ASTAC should come to the table ready to articulate:

- our deployment priorities,

PROJECT	Description
Anchorage Backup System 2012 Laptop Replacement	Core infrastructure upgrade Day to Day Operational requirements/upgrades
OSP Upgrades and Additions	Core infrastructure upgrade Install Adtran equipment to support Ethernet
PHO Broadband Upgrade Servers Standard Rotation	Transport /Broadband services Day to Day Operational requirements/upgrades
PC Workstations Rotation Village Printers	Day to Day Operational requirements/upgrades Day to Day Operational requirements/upgrades
ANC Ningiq Voice Mail System Internet Equipment for Service Orders	Add new product in villages, Day to Day Operational requirements/upgrades

- the process by which we arrived at these priorities,

ASTAC’s Board of Directors set overall direction for the Cooperative and are elected residents from the villages and Barrow. Day to day operation of the Coop is overseen by a professional staff on the executive team. The executive team updates a strategic plan each year using an eight step process:

1. Gather information – This includes community needs assessment input by the Board
2. Assess capabilities
3. Make assumptions
4. Make strategic assessments
5. Formulate strategy
6. Establish goals and objectives
7. Formulate tentative action plans
8. Finalize action plans

Once objectives are prioritized (Step 6) and an action plan for the selected objectives is formulated (Step 7), the plan is brought before the Board of Directors for review, with an opportunity to add to, delete from or otherwise modify any of the objectives, including reviving any objectives that didn’t make the executive team highest priority list. The Board of Directors

has the final say in what objectives remain on the list and vote on a resolution approving the strategic plan. Once the objectives are ratified, Step 8, finalizing action plans is completed and the Plan goes live. This is a summary of how ASTAC arrives at its priorities. In actuality, strategic planning takes 100's of hours of executive team time to collect and analyze data, project costs and timelines, schedule employees and contractors to complete a phased build out during our short construction season, determine how to finance the plan, etc.

- ASTAC plans for future deployment on Tribal lands.
 - Build all exchanges to support the same feature sets, All Redcom CO switches will have the same Hardware/Software and support the same features. All IP equipment would be at the same hardware/software and support the same features.
 - Migrate Barrow CO switch to Redcom
 - Install Fiber as needed to support Broadband service
 - Upgrade AC/DC Power as needed to support services
 - Upgrade copper plant as needed to support services
 - Cellular network would grow only to support voice demands, with 5 to 7 years end of life.
 - 700 network would grow to support demands
- List the services ASTAC currently deploys
 - Wireless voice and 2G data (internet) service
 - Local phone service with custom calling features
 - Long distance service
 - DSL internet
 - Dedicated internet (business)
 - Professional services
- ASTAC timelines for the provision of services not currently available on Tribal lands

The current middle mile transport is satellite based and has been deemed an acceptable alternative service by the FCC. Since satellite middle mile connectivity does not have sufficient bandwidth to support the throughput speeds for both fixed and mobile broadband,¹ we respectfully disagree with this characterization. Without getting into specifics protected by Non-Disclosure Agreements, we can say that there is a good chance that an undersea fiber may make landfall at points to be determined on the North Slope coast. If and when this occurs and we are able to procure inexpensive bandwidth, we would be able to increase fixed broadband speeds as well as roll out 3G or even 4G service anywhere with some form of connectivity to a fiber transport facility.

¹ See Attachment A,

- Priorities in terms of service and the factors that led us to prioritize deployment to particular areas.

ASTAC's Board of Directors mandated the provisioning of wireless voice and data service in all exchanges as well as DSL in all exchanges by 2012 as the two highest priority initiatives for the Coop to undertake. ASTAC was able to complete this build out almost two years ahead of schedule with a multi-million dollar loan from the RTFC.

- Identify any opportunities ASTAC envisions to partner with Tribal governments.

Bringing robust terrestrial broadband, e.g. an undersea fiber, to connect the isolated villages of the North Slope to the world will be extremely challenging. If we are going to be heard, it will take a concerted effort on the part of ASTAC, the different Tribal governments, the Regional Native Corporation and the North Slope Borough in terms of leveraging our collective financial and political resources. Speaking as a unified voice, we can bring affordable broadband connectivity to the people of the North Slope, connectivity that much of the rest of the country takes for granted.

- Ms. Frankson also mentioned that they were working on a trilateral community plan (City of Point Hope, Native Village of Point Hope and Tikigaq Corporation) that should be completed in 2 or 3 months. We would definitely want to be aware of and involved in that discussion. It would not be available for this year's filing but that this was intended to be a yearly event and if we stayed in touch throughout the year we would not have to meet but could just get a status on a teleconference. Ms. Kowunna said we definitely want to do it the most efficient way. Ms. Frankson agreed.
- We discussed the idea of partnering with Tribal governments. We shared that we had worked in the past with companies that were trying to bring fiber cables to the North Slope of Alaska and had discussed these plans with some native corporations but that the projects have yet to be funded. We shared that an attempt had been made to get stimulus funding with no success. We shared that our ability to provide broader band service in the future will be limited as long as we are limited to satellite transport facilities.

Feasibility and Sustainability Planning

We should be sure to document any new service/infrastructure request and as applicable, perform a business case and share the results with the Tribal entity and the FCC as part of our contribution to this process.

- A higher antenna was suggested – Ms. Frankson said that this would be good for a number of reasons, but surely for emergencies. They will be placing an emergency shelter farther out in the next couple of years when they extend the evacuation road. We shared that tower height was a common interest in most villages. We mentioned that in many villages we are as high as we can go because of FAA height requirement. We will check on the Point Hope antenna height and see if we have any room to increase it.
- We discussed the idea that any projects that we look at together will once funded will also have to be sustainable in a reasonable business case.

Marketing Services in a Culturally Sensitive Manner

Tailoring of service offerings to the community through, the feasibility of a local presence in the community:

ASTAC employs village representatives in all of our remote village exchanges. These employees are our "first responders" in the event of a weather or power outage and monitor systems, backup power and HVAC in our central offices on a daily basis. They are also "boots on the ground", working with technicians by phone to trouble shoot equipment when inclement weather grounds all air transportation. Our village representatives are a key component to initiation of new services and restoration of service and we generally are regarded as the most responsive of ETC's serving the villages because of their resident status.

In Barrow, the regional air hub, ASTAC has a retail store stocked with a variety of CPE, including our latest cell phones and accessories, landline phones, and other communication devices. We also have a work station connected to our Internet service available to demonstrate what the Internet can provide the user. This retail store also takes orders from the surrounding villages and utilizes daily bush plane flights to get product into consumer's hands much faster than USPS service. ASTAC also offers free/courtesy wifi access in the Barrow airport to keep regional travelers/members connected.

Our cultural sensitivity to the Inupiat people of the North Slope and the cultural practice of speaking in Inupiaq led to the hiring of Ms. Daisy Swisher, a former resident and Director from Wainwright. For many of our members who are revered elders, Inupiaq is the most effective means of communication. "Ms. Daisy," as she is affectionately known, provides Inupiaq speaking options for callers/walk-ins into customer service. Furthermore, our annual meeting presentations are translated into Inupiaq, and Daisy is a standing member of the annual meetings team and provides translated clarification to our presentations, as needed. We also respect the traditions of our members with invocation/prayer before all BOD and annual meetings.

Marketing materials in a culturally sensitive manner:

ASTAC uses an Alaskan marketing firm in developing our marketing materials and themes that resonate with the individual villages. All materials are vetted with our Board of Directors, elected from the village. Attached are examples of some of our advertising which features various current boys and girls champion high school basketball teams, long a source of pride and entertainment for the people of the North Slope. We run this advertising under the tag line "Your Home Court Advantage" and incorporate the theme into our Annual Swoosh Competition, where we hold free throw contests in each village and Barrow in conjunction with a marketing/sales event. The winner of the free throw contest for each community is recognized on our Facebook account and one lucky finalist will be drawn for round trip airfare, hotel and tickets for two people to the Great Alaska Shootout in Anchorage during Thanksgiving break. This is our major in-village campaign each year and is extremely well received and attended.

- *Do you have any suggestions or ideas for improving our marketing efforts and would you want to participate in developing marketing material, either jointly or in tandem?*

Ms. Frankson was interested in seeing our marketing materials and soft copy was delivered to her electronically.

Rights of Way and Other Permitting and Review Processes

ASTAC's documentation of any and all processes with a list of relevant rights of way and other permitting and review processes on Tribal lands is as follows:

Licensing, regulatory requirements:

- Federal Communications Commission
 - radio freq
 - site construction
 - towers
- National Historic Preservation Act requirements

- Rights of way
 - North Slope Borough
 - State of Alaska
 - Bureau of Land Management
 - Bureau of Indian Affairs
 - Native Corporations

- FAA and U.S. Fish and Wildlife
 - Tower location, height and lighting
 - Bird strikes on tower guides

Compliance with Tribal Business and Licensing Requirements

Discuss in detail the relevant Tribal business and licensing requirements. ASTAC should provide evidence of compliance with any Tribal business practice licenses with which they currently comply for that Tribe.

Per Alaska Statute (AS) 10.25.550 Telephone Cooperatives shall compute Gross Receipts Tax as 2% of gross revenue for the cooperative. The following table represents known and projected payments to the villages of the North Slope Borough:

12/31/12	\$ 329,624.40	Estimate
12/31/11	\$ 273,756.23	Actual
12/31/10	\$ 230,380.74	Actual
12/31/09	\$ 235,508.73	Actual
12/31/08	\$ 207,147.42	Actual
12/31/07	\$ 261,359.92	Actual
Six year total	\$1,537,777.44	

ASTAC also is licensed through the State of Alaska to provide telecommunications services.

- *Are there any other licenses that you are aware of that we should have in order to provide telecommunications services?*

Ms. Frankson said there were no special licensing requirements. We shared the many ROW and permitting processes that ASTAC already is subject to.

Appendix B – ASTAC PMQ POINT LAY

ASTAC Pre-Meeting Questionnaire

Needs Assessment and Deployment Planning

ASTAC should come to the table ready to articulate:

- our deployment priorities,

PROJECT	Description
Anchorage Backup System	Core infrastructure upgrade
2012 Laptop Replacement	Day to Day Operational requirements/upgrades
OSP Upgrades and Additions	Core infrastructure upgrade
	Install Adtran equipment to support Ethernet
PIZ Broadband Upgrade	Transport /Broadband services
Servers Standard Rotation	Day to Day Operational requirements/upgrades
PC Workstations Rotation	Day to Day Operational requirements/upgrades
Village Printers	Day to Day Operational requirements/upgrades
ANC Ningiq Voice Mail System	Add new product in villages,
Internet Equipment for Service Orders	Day to Day Operational requirements/upgrades

- the process by which we arrived at these priorities,

ASTAC's Board of Directors set overall direction for the Cooperative and are elected residents from the villages and Barrow. Day to day operation of the Coop is overseen by a professional staff on the executive team. The executive team updates a strategic plan each year using an eight step process:

1. Gather information – This includes community needs assessment input by the Board
2. Assess capabilities
3. Make assumptions
4. Make strategic assessments
5. Formulate strategy
6. Establish goals and objectives
7. Formulate tentative action plans
8. Finalize action plans

Once objectives are prioritized (Step 6) and an action plan for the selected objectives is formulated (Step 7), the plan is brought before the Board of Directors for review, with an opportunity to add to, delete from or otherwise modify any of the objectives, including reviving any objectives that didn't make the executive team highest priority list. The Board of Directors has the final say in what objectives remain on the list and vote on a resolution approving the strategic plan. Once the objectives are ratified, Step 8, finalizing action plans is completed and the Plan goes live. This is a summary of how ASTAC arrives at its priorities. In actuality,

strategic planning takes 100's of hours of executive team time to collect and analyze data, project costs and timelines, schedule employees and contractors to complete a phased build out during our short construction season, determine how to finance the plan, etc.

- ASTAC plans for future deployment on Tribal lands.
 - Build all exchanges to support the same feature sets, All Redcom CO switches will have the same Hardware/Software and support the same features. All IP equipment would be at the same hardware/software and support the same features.
 - Migrate Barrow CO switch to Redcom
 - Install Fiber as needed to support Broadband service
 - Upgrade AC/DC Power as needed to support services
 - Upgrade copper plant as needed to support services
 - Cellular network would grow only to support voice demands, with 5 to 7 years end of life.
 - 700 network would grow to support demands

- List the services ASTAC currently deploys
 - Wireless voice and 2G data (internet) service
 - Local phone service with custom calling features
 - Long distance service
 - DSL internet
 - Dedicated internet (business)
 - Professional services

- ASTAC timelines for the provision of services not currently available on Tribal lands

The current middle mile transport is satellite based and has been deemed an acceptable alternative service by the FCC. Since satellite middle mile connectivity does not have sufficient bandwidth to support the throughput speeds for both fixed and mobile broadband,¹ we respectfully disagree with this characterization. Without getting into specifics protected by Non-Disclosure Agreements, we can say that there is a good chance that an undersea fiber may make landfall at points to be determined on the North Slope coast. If and when this occurs and we are able to procure inexpensive bandwidth, we would be able to increase fixed broadband speeds as well as roll out 3G or even 4G service anywhere with some form of connectivity to a fiber transport facility.

¹ See Attachment A,

- Priorities in terms of service and the factors that led us to prioritize deployment to particular areas.

ASTAC's Board of Directors mandated the provisioning of wireless voice and data service in all exchanges as well as DSL in all exchanges by 2012 as the two highest priority initiatives for the Coop to undertake. ASTAC was able to complete this build out almost two years ahead of schedule with a multi-million dollar loan from the RTFC.

- Identify any opportunities ASTAC envisions to partner with Tribal governments.

Bringing robust terrestrial broadband, e.g. an undersea fiber, to connect the isolated villages of the North Slope to the world will be extremely challenging. If we are going to be heard, it will take a concerted effort on the part of ASTAC, the different Tribal governments, the Regional Native Corporation and the North Slope Borough in terms of leveraging our collective financial and political resources. Speaking as a unified voice, we can bring affordable broadband connectivity to the people of the North Slope, connectivity that much of the rest of the country takes for granted.

Feasibility and Sustainability Planning

We should be sure to document any new service/infrastructure request and as applicable, perform a business case and share the results with the Tribal entity and the FCC as part of our contribution to this process.

- Ms. Misty Plymale, Tribal Administrator, asked what the range was on the cell service. She indicated that her boy friend had to be rescued after walking 13 ½ hours and couldn't make a call 5 miles from town. She said people hunt and fish away from town and if they take a radio there is noise when they are hunting but if they could take a cell phone and put it on vibrate it would be better because it would be silent. This reinforces the fact that where other parts of the U.S. think a cell phone provides convenience, in the Arctic, it is as much a life saving tool as a rifle and compass when engaging in subsistence activities. I shared that tower height was a common interest in most villages. I mentioned that in many villages we are as high as we can go because of FAA height requirement. I indicated that I would check on the Point Lay antenna height and see if we had any room to increase it.
- We discussed the idea of partnering with Tribal governments. I shared that we had worked in the past with companies that were trying to bring fiber cables to the North Slope of Alaska and had discussed these plans with some native corporations but that the projects have yet to be funded. I shared that our ability to provide broader band service in the future will be limited as long as we are limited to satellite transport facilities.
- We discussed the idea that any projects that we look at together will have to be sustainable in a reasonable business case.

Marketing Services in a Culturally Sensitive Manner

Tailoring of service offerings to the community through, the feasibility of a local presence in the community:

ASTAC employs village representatives in all of our remote village exchanges. These employees are our “first responders” in the event of a weather or power outage and monitor systems, backup power and HVAC in our central offices on a daily basis. They are also “boots on the ground”, working with technicians by phone to trouble shoot equipment when inclement weather grounds all air transportation. Our village representatives are a key component to initiation of new services and restoration of service and we generally are regarded as the most responsive of ETC’s serving the villages because of their resident status.

In Barrow, the regional air hub, ASTAC has a retail store stocked with a variety of CPE, including our latest cell phones and accessories, landline phones, and other communication devices. We also have a work station connected to our Internet service available to demonstrate what the Internet can provide the user. This retail store also takes orders from the surrounding villages and utilizes daily bush plane flights to get product into consumer’s hands much faster than USPS service. ASTAC also offers free/courtesy wifi access in the Barrow airport to keep regional travelers/members connected.

Our cultural sensitivity to the Inupiat people of the North Slope and the cultural practice of speaking in Inupiaq led to the hiring of Ms. Daisy Swisher, a former resident and Director from Wainwright. For many of our members who are revered elders, Inupiaq is the most effective means of communication. “Ms. Daisy,” as she is affectionately known, provides Inupiaq speaking options for callers/walk-ins into customer service. Furthermore, our annual meeting presentations are translated into Inupiaq, and Daisy is a standing member of the annual meetings team and provides translated clarification to our presentations, as needed. We also respect the traditions of our members with invocation/prayer before all BOD and annual meetings.

Marketing materials in a culturally sensitive manner:

ASTAC uses an Alaskan marketing firm in developing our marketing materials and themes that resonate with the individual villages. All materials are vetted with our Board of Directors, elected from the village. Attached are examples of some of our advertising which features various current boys and girls champion high school basketball teams, long a source of pride and entertainment for the people of the North Slope. We run this advertising under the tag line “Your Home Court Advantage” and incorporate the theme into our Annual Swoosh Competition, where we hold free throw contests in each village and Barrow in conjunction with a marketing/sales event. The winner of the free throw contest for each community is recognized on our Facebook account and one lucky finalist will be drawn for round trip airfare, hotel and tickets for two people to the Great Alaska Shootout in Anchorage during Thanksgiving break. This is our major in-village campaign each year and is extremely well received and attended.

- *Do you have any suggestions or ideas for improving our marketing efforts and would you want to participate in developing marketing material, either jointly or in tandem?*
- Ms. Plymale was familiar with our marketing materials. She didn’t suggest any changes or wanting to be involved with creating them jointly. I left marketing materials with her for further review.

Rights of Way and Other Permitting and Review Processes

ASTAC's documentation of any and all processes with a list of relevant rights of way and other permitting and review processes on Tribal lands is as follows:

Licensing, regulatory requirements:

- Federal Communications Commission
 - radio freq
 - site construction
 - towers
 - National Historic Preservation Act requirements

- Rights of way
 - North Slope Borough
 - State of Alaska
 - Bureau of Land Management
 - Bureau of Indian Affairs
 - Native Corporations

- FAA and U.S. Fish and Wildlife
 - Tower location, height and lighting
 - Bird strikes on tower guides

Compliance with Tribal Business and Licensing Requirements

Discuss in detail the relevant Tribal business and licensing requirements. ASTAC should provide evidence of compliance with any Tribal business practice licenses with which they currently comply for that Tribe.

Per Alaska Statute (AS) 10.25.550 Telephone Cooperatives shall compute Gross Receipts Tax as 2% of gross revenue for the cooperative. The following table represents known and projected payments to the villages of the North Slope Borough:

12/31/12	\$ 329,624.40	Estimate
12/31/11	\$ 273,756.23	Actual
12/31/10	\$ 230,380.74	Actual
12/31/09	\$ 235,508.73	Actual
12/31/08	\$ 207,147.42	Actual
12/31/07	\$ 261,359.92	Actual
Six year total	\$1,537,777.44	

ASTAC also is licensed through the State of Alaska to provide telecommunications services.

- *Are there any other licenses that you are aware of that we should have in order to provide telecommunications services?*

Ms. Plymale confirmed that there was no additional special permitting required in Point Lay.

ASTAC Pre-Meeting Questionnaire

Needs Assessment and Deployment Planning

ASTAC should come to the table ready to articulate:

- our deployment priorities,

PROJECT	Description
Anchorage Backup System	Core infrastructure upgrade
2012 Laptop Replacement	Day to Day Operational requirements/upgrades
OSP Upgrades and Additions	Core infrastructure upgrade
Servers Standard Rotation	Day to Day Operational requirements/upgrades
PC Workstations Rotation	Day to Day Operational requirements/upgrades
Village Printers	Day to Day Operational requirements/upgrades
ANC Ningiq Voice Mail System	Add new product in villages,
Internet Equipment for Service Orders	Day to Day Operational requirements/upgrades
	Install Adtran equipment to support Ethernet
AIN Broadband Upgrade	Transport /Broadband services

- the process by which we arrived at these priorities,

ASTAC's Board of Directors set overall direction for the Cooperative and are elected residents from the villages and Barrow. Day to day operation of the Coop is overseen by a professional staff on the executive team. The executive team updates a strategic plan each year using an eight step process:

1. Gather information – This includes community needs assessment input by the Board
2. Assess capabilities
3. Make assumptions
4. Make strategic assessments
5. Formulate strategy
6. Establish goals and objectives
7. Formulate tentative action plans
8. Finalize action plans

Once objectives are prioritized (Step 6) and an action plan for the selected objectives is formulated (Step 7), the plan is brought before the Board of Directors for review, with an opportunity to add to, delete from or otherwise modify any of the objectives, including reviving any objectives that didn't make the executive team highest priority list. The Board of Directors has the final say in what objectives remain on the list and vote on a resolution approving the strategic plan. Once the objectives are ratified, Step 8, finalizing action plans is completed and the Plan goes live. This is a summary of how ASTAC arrives at its priorities. In actuality,

Attachment A

strategic planning takes 100's of hours of executive team time to collect and analyze data, project costs and timelines, schedule employees and contractors to complete a phased build out during our short construction season, determine how to finance the plan, etc.

- ASTAC plans for future deployment on Tribal lands.
 - Build all exchanges to support the same feature sets, All Redcom CO switches will have the same Hardware/Software and support the same features. All IP equipment would be at the same hardware/software and support the same features.
 - Migrate Barrow CO switch to Redcom
 - Install Fiber as needed to support Broadband service
 - Upgrade AC/DC Power as needed to support services
 - Upgrade copper plant as needed to support services
 - Cellular network would grow only to support voice demands, with 5 to 7 years end of life.
 - 700 network would grow to support demands

- List the services ASTAC currently deploys
 - Wireless voice and 2G data (internet) service
 - Local phone service with custom calling features
 - Long distance service
 - DSL internet
 - Dedicated internet (business)
 - Professional services

- ASTAC timelines for the provision of services not currently available on Tribal lands

The current middle mile transport is satellite based and has been deemed an acceptable alternative service by the FCC. Since satellite middle mile connectivity does not have sufficient bandwidth to support the throughput speeds for both fixed and mobile broadband,¹ we respectfully disagree with this characterization. Without getting into specifics protected by Non-Disclosure Agreements, we can say that there is a good chance that an undersea fiber may make landfall at points to be determined on the North Slope coast. If and when this occurs and we are able to procure inexpensive bandwidth, we would be able to increase fixed broadband speeds as well as roll out 3G or even 4G service anywhere with some form of connectivity to a fiber transport facility.

¹ See Attachment A,

Attachment A

- Priorities in terms of service and the factors that led us to prioritize deployment to particular areas.

ASTAC's Board of Directors mandated the provisioning of wireless voice and data service in all exchanges as well as DSL in all exchanges by 2012 as the two highest priority initiatives for the Coop to undertake. ASTAC was able to complete this build out almost two years ahead of schedule with a multi-million dollar loan from the RTFC.

- Identify any opportunities ASTAC envisions to partner with Tribal governments.

Bringing robust terrestrial broadband, e.g. an undersea fiber, to connect the isolated villages of the North Slope to the world will be extremely challenging. If we are going to be heard, it will take a concerted effort on the part of ASTAC, the different Tribal governments, the Regional Native Corporation and the North Slope Borough in terms of leveraging our collective financial and political resources. Speaking as a unified voice, we can bring affordable broadband connectivity to the people of the North Slope, connectivity that much of the rest of the country takes for granted.

Feasibility and Sustainability Planning

We should be sure to document any new service/infrastructure request and as applicable, perform a business case and share the results with the Tribal entity and the FCC as part of our contribution to this process.

1. During our engagement discussions, Terry Tagarook asked if it was possible to increase the height of towers in some of the villages. Charlie Carpenter, ASTAC's Chief Network Officer, explained that tower height is regulated by the FAA because of the close proximity of the tower in many instances to the airport serving each village.
2. Blair Patkotak said there is a chance that the old Dewline site might be rehabilitated into a commercial airport for Alaska Airlines in support of the oil exploration taking place in Wainwright. If and when that happened, there might be an opportunity to increase our tower if the current airport traffic shifts to the Dewline site further outside of town.

Marketing Services in a Culturally Sensitive Manner

Tailoring of service offerings to the community through, the feasibility of a local presence in the community:

ASTAC employs village representatives in all of our remote village exchanges. These employees are our "first responders" in the event of a weather or power outage and monitor systems, backup power and HVAC in our central offices on a daily basis. They are also "boots on the ground", working with technicians by phone to trouble shoot equipment when inclement weather grounds all air transportation. Our village representatives are a key component to initiation of new services and restoration of service and we generally are regarded as the most responsive of ETC's serving the villages because of their resident status.

Attachment A

In Barrow, the regional air hub, ASTAC has a retail store stocked with a variety of CPE, including our latest cell phones and accessories, landline phones, and other communication devices. We also have a work station connected to our Internet service available to demonstrate what the Internet can provide the user. This retail store also takes orders from the surrounding villages and utilizes daily bush plane flights to get product into consumer's hands much faster than USPS service. ASTAC also offers free/courtesy wi-fi access in the Barrow airport to keep regional travelers/members connected.

Our cultural sensitivity to the Inupiat people of the North Slope and the cultural practice of speaking in Inupiaq led to the hiring of Ms. Daisy Swisher, a former resident and Director from Wainwright. For many of our members who are revered elders, Inupiaq is the most effective means of communication. "Ms. Daisy," as she is affectionately known, provides Inupiaq speaking options for callers/walk-ins into customer service. Furthermore, our annual meeting presentations are translated into Inupiaq, and Daisy is a standing member of the annual meetings team and provides translated clarification to our presentations, as needed. We also respect the traditions of our members with invocation/prayer before all BOD and annual meetings.

Marketing materials in a culturally sensitive manner:

ASTAC uses an Alaskan marketing firm in developing our marketing materials and themes that resonate with the individual villages. All materials are vetted with our Board of Directors, elected from the village. Attached are examples of some of our advertising which features various current boys and girls champion high school basketball teams, long a source of pride and entertainment for the people of the North Slope. We run this advertising under the tag line "Your Home Court Advantage" and incorporate the theme into our Annual Swoosh Competition, where we hold free throw contests in each village and Barrow in conjunction with a marketing/sales event. The winner of the free throw contest for each community is recognized on our Facebook account and one lucky finalist will be drawn for round trip airfare, hotel and tickets for two people to the Great Alaska Shootout in Anchorage during Thanksgiving break. This is our major in-village campaign each year and is extremely well received and attended.

- *Do you have any suggestions or ideas for improving our marketing efforts and would you want to participate in developing marketing material, either jointly or in tandem?*

Mr. Blair Patkotak stated that Facebook is an excellent way to get marketing information to the community and that he would like to see more of that. ASTA does currently use Facebook to inform and does incorporate some marketing and promotional offers. We will make sure that all promotional collateral have a Facebook component in the media mix. This should already be happening but we can make it a standing order.

Ms. Ronnie Morales said there is a need for more Internet desktop support in the village. A discussion on the creation of an IT intern ensued. We were asked if we had tried to get Federal money. We explained that we were unsuccessful in trying to get Federal support for an undersea fiber that would traverse and land on the western and northern coast of Alaska. TERRA SW, a GCI project, was funded instead. Ms. Morales brought up Starband getting money from stimulus which in turn allowed her to get free installation and a subsidized rate for three years. She also indicated that the service does go down occasionally. Ms. Morales was interested in pursuing a

Attachment A

Federal grant to enhance the digital literacy of the village. We provided follow up contact information below for the Office of Native Affairs and Policy on how best to pursue that Federal funding.

Office of Native Affairs and Policy

Geoffrey Blackwell @ (202) 418-3629

Irene Flannery @ (202) 418-1307

Rights of Way and Other Permitting and Review Processes

ASTAC's documentation of any and all processes with a list of relevant rights of way and other permitting and review processes on Tribal lands is as follows:

The following licensing and regulatory requirements were reviewed with the assembled leaders of Native Village of Wainwright:

- Federal Communications Commission
 - radio freq
 - site construction
 - towers
 - National Historic Preservation Act requirements

- Rights of way
 - North Slope Borough
 - State of Alaska
 - Bureau of Land Management
 - Bureau of Indian Affairs
 - Native Corporations

- FAA and U.S. Fish and Wildlife
 - Tower location, height and lighting
 - Bird strikes on tower guides

Attachment A

Compliance with Tribal Business and Licensing Requirements

Discuss in detail the relevant Tribal business and licensing requirements. ASTAC should provide evidence of compliance with any Tribal business practice licenses with which they currently comply for that Tribe.

Per Alaska Statute (AS) 10.25.550 Telephone Cooperatives shall compute Gross Receipts Tax as 2% of gross revenue for the cooperative. The following table represents known and projected payments to the villages of the North Slope Borough:

12/31/12	\$ 329,624.40	Estimate
12/31/11	\$ 273,756.23	Actual
12/31/10	\$ 230,380.74	Actual
12/31/09	\$ 235,508.73	Actual
12/31/08	\$ 207,147.42	Actual
12/31/07	\$ 261,359.92	Actual
Six year total	\$1,537,777.44	

ASTAC also is licensed through the State of Alaska to provide telecommunications services.

- *Are there any other licenses that you are aware of that we should have in order to provide telecommunications services?*

Ms. Ronnie Morales said there is nothing in their Constitution that requires additional licensing on their tribal lands.

Other Issues Discussed

Blair Patkotak, citing a news program, stated, "The government is going to make it harder for us to use the Internet." Mr. Patkotak wanted it on the record that the Internet should be free of government intervention.

Our Tribal Pre-meeting Questionnaire was going to be presented at the next counsel meeting on October 11th. We will contact Mr. Patkotak after the 11th to see if there is any more feedback and to allow him to read these minutes of our discussions.

ASTAC Pre-Meeting Questionnaire

Needs Assessment and Deployment Planning

ASTAC should come to the table ready to articulate:

- our deployment priorities,

PROJECT	Description
Anchorage Backup System	Core infrastructure upgrade
2012 Laptop Replacement	Day to Day Operational requirements/upgrades
ATQ Broadband Upgrade	Install Adtran equipment to support Ethernet
OSP Upgrades and Additions	Transport /Broadband services
Servers Standard Rotation	Core infrastructure upgrade
PC Workstations Rotation	Day to Day Operational requirements/upgrades
Village Printers	Day to Day Operational requirements/upgrades
ANC Ningiq Voice Mail System	Add new product in villages,
Internet Equipment for Service Orders	Day to Day Operational requirements/upgrades

- the process by which we arrived at these priorities,

ASTAC's Board of Directors set overall direction for the Cooperative and are elected residents from the villages and Barrow. Day to day operation of the Coop is overseen by a professional staff on the executive team. The executive team updates a strategic plan each year using an eight step process:

1. Gather information – This includes community needs assessment input by the Board
2. Assess capabilities
3. Make assumptions
4. Make strategic assessments
5. Formulate strategy
6. Establish goals and objectives
7. Formulate tentative action plans
8. Finalize action plans

Once objectives are prioritized (Step 6) and an action plan for the selected objectives is formulated (Step 7), the plan is brought before the Board of Directors for review, with an opportunity to add to, delete from or otherwise modify any of the objectives, including reviving any objectives that didn't make the executive team highest priority list. The Board of Directors has the final say in what objectives remain on the list and vote on a resolution approving the strategic plan. Once the objectives are ratified, Step 8, finalizing action plans is completed and

the Plan goes live. This is a summary of how ASTAC arrives at its priorities. In actuality, strategic planning takes 100's of hours of executive team time to collect and analyze data, project costs and timelines, schedule employees and contractors to complete a phased build out during our short construction season, determine how to finance the plan, etc.

- ASTAC plans for future deployment on Tribal lands.
 - Build all exchanges to support the same feature sets, All Redcom CO switches will have the same Hardware/Software and support the same features. All IP equipment would be at the same hardware/software and support the same features.
 - Migrate Barrow CO switch to Redcom
 - Install Fiber as needed to support Broadband service
 - Upgrade AC/DC Power as needed to support services
 - Upgrade copper plant as needed to support services
 - Cellular network would grow only to support voice demands, with 5 to 7 years end of life.
 - 700 network would grow to support demands

- List the services ASTAC currently deploys
 - Wireless voice and 2G data (internet) service
 - Local phone service with custom calling features
 - Long distance service
 - DSL internet
 - Dedicated internet (business)
 - Professional services

- ASTAC timelines for the provision of services not currently available on Tribal lands

The current middle mile transport is satellite based and has been deemed an acceptable alternative service by the FCC. Since satellite middle mile connectivity does not have sufficient bandwidth to support the throughput speeds for both fixed and mobile broadband,¹ we respectfully disagree with this characterization. Without getting into specifics protected by Non-Disclosure Agreements, we can say that there is a good chance that an undersea fiber may make landfall at points to be determined on the North Slope coast. If and when this occurs and we are able to procure inexpensive bandwidth, we would be able to increase fixed broadband speeds as

¹ See Attachment A,

well as roll out 3G or even 4G service anywhere with some form of connectivity to a fiber transport facility.

- Priorities in terms of service and the factors that led us to prioritize deployment to particular areas.

ASTAC's Board of Directors mandated the provisioning of wireless voice and data service in all exchanges as well as DSL in all exchanges by 2012 as the two highest priority initiatives for the Coop to undertake. ASTAC was able to complete this build out almost two years ahead of schedule with a multi-million dollar loan from the RTFC.

- Identify any opportunities ASTAC envisions to partner with Tribal governments.

Bringing robust terrestrial broadband, e.g. an undersea fiber, to connect the isolated villages of the North Slope to the world will be extremely challenging. If we are going to be heard, it will take a concerted effort on the part of ASTAC, the different Tribal governments, the Regional Native Corporation and the North Slope Borough in terms of leveraging our collective financial and political resources. Speaking as a unified voice, we can bring affordable broadband connectivity to the people of the North Slope, connectivity that much of the rest of the country takes for granted.

Feasibility and Sustainability Planning

We should be sure to document any new service/infrastructure request and as applicable, perform a business case and share the results with the Tribal entity and the FCC as part of our contribution to this process.

Mr. Herman Kignak, Acting President of Native Village of Atqasuk stated that ASTAC should proceed with the plan we have presented. The elected Director representing Atqasuk on ASTAC's Board of Directors already takes community input and advances those ideas and reports back to the village. Mr. Kignak felt that "the elected ASTAC Board Member is the best person to be responsible for meeting this FCC requirement for Tribal Engagement." Mr. Kignak often shared the idea that we should not need to meet with the Native Village since there already exists a representative (the elected Board Member) from the village who gets community input, sets the direction of the Cooperative and reports back to the village.

Marketing Services in a Culturally Sensitive Manner

Tailoring of service offerings to the community through, the feasibility of a local presence in the community:

ASTAC employs village representatives in all of our remote village exchanges. These employees are our “first responders” in the event of a weather or power outage and monitor systems, backup power and HVAC in our central offices on a daily basis. They are also “boots on the ground”, working with technicians by phone to trouble shoot equipment when inclement weather grounds all air transportation. Our village representatives are a key component to initiation of new services and restoration of service and we generally are regarded as the most responsive of ETC’s serving the villages because of their resident status.

In Barrow, the regional air hub, ASTAC has a retail store stocked with a variety of CPE, including our latest cell phones and accessories, landline phones, and other communication devices. We also have a work station connected to our Internet service available to demonstrate what the Internet can provide the user. This retail store also takes orders from the surrounding villages and utilizes daily bush plane flights to get product into consumer’s hands much faster than USPS service. ASTAC also offers free/courtesy wifi access in the Barrow airport to keep regional travelers/members connected.

Our cultural sensitivity to the Inupiat people of the North Slope and the cultural practice of speaking in Inupiaq led to the hiring of Ms. Daisy Swisher, a former resident and Director from Wainwright. For many of our members who are revered elders, Inupiaq is the most effective means of communication. “Ms. Daisy,” as she is affectionately known, provides Inupiaq speaking options for callers/walk-ins into customer service. Furthermore, our annual meeting presentations are translated into Inupiaq, and Daisy is a standing member of the annual meetings team and provides translated clarification to our presentations, as needed. We also respect the traditions of our members with invocation/prayer before all BOD and annual meetings.

Marketing materials in a culturally sensitive manner:

ASTAC uses an Alaskan marketing firm in developing our marketing materials and themes that resonate with the individual villages. All materials are vetted with our Board of Directors, elected from the village. Attached are examples of some of our advertising which features various current boys and girls champion high school basketball teams, long a source of pride and entertainment for the people of the North Slope. We run this advertising under the tag line “Your Home Court Advantage” and incorporate the theme into our Annual Swoosh Competition, where we hold free throw contests in each village and Barrow in conjunction with a marketing/sales event. The winner of the free throw contest for each community is recognized on our Facebook account and one lucky finalist will be drawn for round trip airfare, hotel and tickets for two people to the Great Alaska Shootout in Anchorage during Thanksgiving break. This is our major in-village campaign each year and is extremely well received and attended.

- *Do you have any suggestions or ideas for improving our marketing efforts and would you want to participate in developing marketing material, either jointly or in tandem?*

Mr. Kignak examined some of our marketing materials and said he was well aware of what we were offering and that “we are way ahead of others.”

Rights of Way and Other Permitting and Review Processes

ASTAC’s documentation of any and all processes with a list of relevant rights of way and other permitting and review processes on Tribal lands is as follows:

Licensing, regulatory requirements:

- Federal Communications Commission
 - radio freq
 - site construction
 - towers
- National Historic Preservation Act requirements

- Rights of way
 - North Slope Borough
 - State of Alaska
 - Bureau of Land Management
 - Bureau of Indian Affairs
 - Native Corporations

- FAA and U.S. Fish and Wildlife
 - Tower location, height and lighting
 - Bird strikes on tower guides

Compliance with Tribal Business and Licensing Requirements

Discuss in detail the relevant Tribal business and licensing requirements. ASTAC should provide evidence of compliance with any Tribal business practice licenses with which they currently comply for that Tribe.

Per Alaska Statute (AS) 10.25.550 Telephone Cooperatives shall compute Gross Receipts Tax as 2% of gross revenue for the cooperative. The following table represents known and projected payments to the villages of the North Slope Borough:

12/31/12	\$ 329,624.40	Estimate
12/31/11	\$ 273,756.23	Actual
12/31/10	\$ 230,380.74	Actual
12/31/09	\$ 235,508.73	Actual
12/31/08	\$ 207,147.42	Actual
12/31/07	\$ 261,359.92	Actual
Six year total	\$1,537,777.44	

ASTAC also is licensed through the State of Alaska to provide telecommunications services. (See Attachment B.)

- *Are there any other licenses that you are aware of that we should have in order to provide telecommunications services?*

Mr. Kignak stated that there were no additional village permitting requirements.

**Tribal Engagement – Arctic Slope Native Association
And Arctic Slope Telephone Association Cooperative, Inc. (ASTAC)
Report 2012**

Executive Summary of the Process

On September 11, 2012, ASTAC mailed each tribal entity in our serving area a cover letter explaining the tribal engagement process and a tribal pre-meeting questionnaire which extracted the tribal considerations detailed in DA 12-1165. This was done via certified mail, return receipt requested and copies of the receipts, the cover letters and the tribal pre-meeting questionnaire are contained in Appendix A. Concurrently, the ASTAC leadership team was assigned tribal entities to do follow up calls with, once all certified mail was signed for. Copies of those signed receipts are also included in Appendix A.

ASTAC also developed an ASTAC Pre-meeting questionnaire which was completed as a group exercise by the ASTAC Leadership team. These would become our "at a minimum" talking points to ensure continuity of message and to provide a written record of a large portion of our prescribed discussion items listed in DA 12-1165. A copy of the ASTAC pre-meeting questionnaire for the Arctic Slope Native Association is included in Appendix B as well as a log of all contacts made with the Arctic Slope Native Association prior to our meeting as well as follow up contacts.

On October 25, 2012, Ms. Alys Orsborn, West Side Exchange Manager and Ms. Marietta Aiken, Director for ASTAC met with Ms. Marie Carroll, President of Arctic Slope Native Association. A copy of DA 12-1165 was provided to Ms. Carroll. The meeting took place in Barrow, starting at 1:30 p.m. and lasted approximately thirty minutes. Arctic Slope Native Association had not completed the Tribal Pre-meeting questionnaire. Ms. Carroll committed to having her IT Director, Adam Smith answer the questions by November 9th. Ms. Carroll also expressed a desire to have terrestrial connectivity to all the villages which are currently all served by satellite middle mile. Telemedicine is a core service of ASNA and greater broadband at an affordable price and less latency is badly needed.

The following items were tabled when Ms. Carroll ended the meeting. However, the details of 1-5 below are memorialized in the ASTAC Pre-meeting questionnaire, a copy of which was presented to Ms. Carroll:

1. A needs assessment and deployment planning with a focus on Tribal community anchor institutions;
2. Feasibility and sustainability planning;
3. Marketing services in a culturally sensitive manner;
4. Rights of way processes, land use permitting, facilities siting, environmental and cultural preservation review processes; and
5. Compliance with Tribal business and licensing requirements.

A copy of this complete report has been provided to the Arctic Slope Native Association for their review and approval. A statement from Ms. Carroll, verifying she has read and agrees with the content of the engagement process appears in Appendix C.

**Tribal Engagement – Inupiat Community of the Arctic Slope (ICAS)
And Arctic Slope Telephone Association Cooperative, Inc. (ASTAC)
Report 2012**

Executive Summary of the Process

On September 11, 2012, ASTAC mailed each tribal entity in our serving area a cover letter explaining the tribal engagement process and a tribal pre-meeting questionnaire which extracted the tribal considerations detailed in DA 12-1165. This was done via certified mail, return receipt requested and copies of the receipts, the cover letters and the tribal pre-meeting questionnaire are contained in Appendix A. Concurrently, the ASTAC leadership team was assigned tribal entities to do follow up calls with, once all certified mail was signed for. Copies of those signed receipts are also included in Appendix A.

ASTAC also developed an ASTAC Pre-meeting questionnaire which was completed as a group exercise by the ASTAC Leadership team. These would become our "at a minimum" talking points to ensure continuity of message and to provide a written record of a large portion of our prescribed discussion items listed in DA 12-1165. A copy of the ASTAC pre-meeting questionnaire for the Inupiat Community of the Arctic Slope is included in Appendix B as well as a log of all contacts made with the Inupiat Community of the Arctic Slope prior to our meeting as well as follow up contacts.

On November 1, 2012, Mr. Charlie Carpenter, Chief Network Officer conducted a teleconference, using an ASTAC provided bridge, with various leaders from the different villages comprising the Inupiat Community of the Arctic Slope. A copy of DA 12-1165 was provided to Ms. Helen Simmonds, Tribal Director of Operations. The teleconference started at 6:30 p.m. and lasted approximately thirty minutes. The Inupiat Community of the Arctic Slope had not completed the Tribal Pre-meeting questionnaire.

The details of 1-5 below are memorialized in the ASTAC Pre-meeting questionnaire, a copy of which was presented to Ms. Simmonds:

1. A needs assessment and deployment planning with a focus on Tribal community anchor institutions;
2. Feasibility and sustainability planning;
3. Marketing services in a culturally sensitive manner;
4. Rights of way processes, land use permitting, facilities siting, environmental and cultural preservation review processes; and
5. Compliance with Tribal business and licensing requirements.

Other Engagement Discussion:

Ms. Dallas Brower advocated for native hire in the villages and the possibility of an internship program. Charlie Carpenter explained that ASTAC employs village representatives in all of our remote village exchanges. These employees are our "first responders" in the event of a weather or power outage and monitor systems, backup power and HVAC in our central offices on a daily basis. They are also "boots on the ground", working with technicians by phone to trouble shoot equipment when inclement weather grounds all air transportation. Our village representatives

are a key component to initiation of new services and restoration of service and we generally are regarded as the most responsive of ETC's serving the villages because of their resident status. We also employ a high school student intern each summer to augment our Barrow storefront. Ms. Brower stated that they are interested in all employment possibilities.

The ICAS representative from Point Hope said the Maniliq Corporation wireless Internet needed improvement. We could provide a wired solution if they wanted to change vendors.

Additional discussion was tabled, Mr. Carpenter was asked to resend the documents we reviewed and thanked for his time before dropping off the call. Mr. Carpenter subsequently emailed all the discussion documents to Ms. Helen Simmonds, our initial point of contact and ICAS Tribal Operations Manager, when he got some email bounces from the email listings for the ICAS Board members.

A copy of this complete report has been provided to the Inupiat Community of the Arctic Slope for their review and approval.

**Tribal Engagement – Native Village of Anaktuvuk Pass
And Arctic Slope Telephone Association Cooperative, Inc. (ASTAC)
Report 2012**

Executive Summary of the Process

On September 11, 2012, ASTAC mailed each tribal entity in our serving area a cover letter explaining the tribal engagement process and a tribal pre-meeting questionnaire which extracted the tribal considerations detailed in DA 12-1165. This was done via certified mail, return receipt requested and copies of the receipts, the cover letters and the tribal pre-meeting questionnaire are contained in Appendix A. Concurrently, the ASTAC leadership team was assigned tribal entities to do follow up calls with, once all certified mail was signed for. Copies of those signed receipts are also included in Appendix A.

ASTAC also developed an ASTAC Pre-meeting questionnaire which was completed as a group exercise by the ASTAC Leadership team. These would become our "at a minimum" talking points to ensure continuity of message and to provide a written record of a large portion of our prescribed discussion items listed in DA 12-1165. A copy of the ASTAC pre-meeting questionnaire for the Native Village of Anaktuvuk Pass is included in Appendix B as well as a log of all contacts made with the Native Village prior to our meeting as well as follow up contacts.

On October 25, 2012, Mr. Jens Laipenieks, ASTAC's Business Development Officer and Mr. Patrick Mekiana, Director for ASTAC met with Mr. Justus Mekiana Jr. of the Native Village of Anaktuvuk Pass. A copy of DA 12-1165 was provided to Mr. Mekiana Jr. The meeting took place in Anaktuvuk Pass, starting at 2:00 p.m. and lasted approximately one hour. The Native Village had not completed the Tribal Pre-meeting questionnaire. The following items were discussed with Mr. Mekiana Jr. :

1. A needs assessment and deployment planning with a focus on Tribal community anchor institutions;
2. Feasibility and sustainability planning;
 - Mr. Justus Mekiana Jr. expressed a desire to extend cell coverage further outside the village. Due to the lack of roads and commercial power outside the village and mountainous terrain surrounding Anaktuvuk Pass, any additional cell sites would be extraordinarily expensive to construct and maintain, particularly with the phase down of identical support and low subscriber count in the village.
3. Marketing services in a culturally sensitive manner;
 - Both Justus and Patrick Mekiana thought that ASTAC does an excellent job in marketing in a culturally sensitive manner. They commended the use of Daisy Swisher in providing translation service to the elders during Annual Meeting.
4. Rights of way processes, land use permitting, facilities siting, environmental and cultural preservation review processes; and

5. Compliance with Tribal business and licensing requirements.

- Mr. Mekiana Jr. was not aware of any licensing requirements.

A copy of this complete report has been provided to the Native Village of Anaktuvuk Pass for their review and approval. A statement from Mr. Mekiana Jr., verifying he has read and agrees with the content of the engagement process appears in Appendix C. A follow up briefing at the next scheduled meeting of the Native Village of Anaktuvuk Pass has been requested.

**Tribal Engagement – Native Village of Atqasuk
And Arctic Slope Telephone Association Cooperative, Inc. (ASTAC)
Report 2012**

Executive Summary of the Process

On September 12, 2012, ASTAC mailed each tribal entity in our serving area a cover letter explaining the tribal engagement process and a tribal pre-meeting questionnaire which extracted the tribal considerations detailed in DA 12-1165. This was done via certified mail, return receipt requested and copies of the receipts, the cover letters and the tribal pre-meeting questionnaire are contained in Appendix A. Concurrently, the ASTAC leadership team was assigned tribal entities to do follow up calls with, once all certified mail was signed for. Copies of those signed receipts are also included in Appendix A.

ASTAC also developed an ASTAC Pre-meeting questionnaire which was completed as a group exercise by the ASTAC Leadership team. These would become our "at a minimum" talking points to ensure continuity of message and to provide a written record of a large portion of our prescribed discussion items listed in DA 12-1165. A copy of the ASTAC pre-meeting questionnaire for the Native Village of Atqasuk is included in Appendix B as well as a log of all contacts made with the Native Village prior to our meeting as well as follow up contacts.

On October 3, 2012, Charlie Carpenter, Chief Network Officer for ASTAC met with Mr. Herman Kignak, Acting President for the Native Village of Atqasuk. A copy of DA 12-1165 was provided to Mr. Kignak. The meeting took place in Barrow, starting at 5:30 p.m. and lasted a little over two hours. The Native Village had not completed the Tribal Pre-meeting questionnaire. The following items were discussed, the details of which are memorialized in the ASTAC Pre-meeting questionnaire:

1. A needs assessment and deployment planning with a focus on Tribal community anchor institutions;
2. Feasibility and sustainability planning;
3. Marketing services in a culturally sensitive manner;
4. Rights of way processes, land use permitting, facilities siting, environmental and cultural preservation review processes; and
5. Compliance with Tribal business and licensing requirements.

Mr. Kignak often shared the idea that we should not be meeting with the Native Village since there already exists a representative (the elected Board Member) from the village who gets community input, sets the direction of the Cooperative and reports back to the village. Mr. Kignak felt that "the elected ASTAC Board Member is the best person to be responsible for meeting this FCC requirement for Tribal Engagement."

A copy of this complete report has been provided to the Native Village of Atqasuk for their review and approval. A statement from Mr. Kignak, verifying he has read and agrees with the minutes content of the engagement process appears in Appendix C.

**Tribal Engagement – Native Village of Barrow
And Arctic Slope Telephone Association Cooperative, Inc. (ASTAC)
Report 2012**

Executive Summary of the Process

On September 11, 2012, ASTAC mailed each tribal entity in our serving area a cover letter explaining the tribal engagement process and a tribal pre-meeting questionnaire which extracted the tribal considerations detailed in DA 12-1165. This was done via certified mail, return receipt requested and copies of the receipts, the cover letters and the tribal pre-meeting questionnaire are contained in Appendix A. Concurrently, the ASTAC leadership team was assigned tribal entities to do follow up calls with, once all certified mail was signed for. Copies of those signed receipts are also included in Appendix A.

ASTAC also developed an ASTAC Pre-meeting questionnaire which was completed as a group exercise by the ASTAC Leadership team. These would become our "at a minimum" talking points to ensure continuity of message and to provide a written record of a large portion of our prescribed discussion items listed in DA 12-1165. A copy of the ASTAC pre-meeting questionnaire for the Native Village of Barrow is included in Appendix B as well as a log of all contacts made with the Native Village prior to our meeting as well as follow up contacts.

On October 11, 2012, Ms. Alys Orsborn, West Side Exchange Manager and Ms. Marietta Aiken, Director for ASTAC met with Mr. Tom Olemaun, President of Native Village of Barrow. A copy of DA 12-1165 was provided to Mr. Olemaun. The meeting took place in Barrow, starting at 10:30 a.m. and lasted approximately twenty minutes. The Native Village had not completed the Tribal Pre-meeting questionnaire. Mr. Olemaun stated that the Native Village was working on its economic growth and commerce plan for 2013 and would give some thought and effort to the questions posed in DA 12-1165. Mr. Olemaun committed to having his grants contractor answer the questions by October 19th. The following items were tabled when Mr. Olemaun ended the meeting. However, the details of 1-5 below are memorialized in the ASTAC Pre-meeting questionnaire, a copy of which was presented to Mr. Olemaun:

1. A needs assessment and deployment planning with a focus on Tribal community anchor institutions;
2. Feasibility and sustainability planning;
3. Marketing services in a culturally sensitive manner;
4. Rights of way processes, land use permitting, facilities siting, environmental and cultural preservation review processes; and
5. Compliance with Tribal business and licensing requirements.

A copy of this complete report has been provided to the Native Village of Barrow for their review and approval. A statement from Mr. Olemaun, verifying he has read and agrees with the content of the engagement process appears in Appendix C.

Subsequent Meeting with Ms. Cynthia Toop, Native Village of Barrow Grant Writer

During the Tribal engagement process with the leadership of the Native Village of Barrow, Ms. Cynthia Toop was identified as the proper point of contact for any collaborative grant writing projects. Coincidentally, ASTAC's Tribal engager was going to be in Washington State on leave where Ms. Toop is located. They made contact and arranged to have a meeting. What follows is a summary of those discussions:

In a follow up session to our initial Tribal engagement meeting with the Native Village of Barrow, Alys Orsborn met with Cynthia Toop, grant writer, on October 30th in Edmonds, Washington. The meeting lasted from 1:00pm until 5:00pm. They discussed possibilities of ASTAC being partners with Native Village of Barrow for grants. She is going to provide an opportunity for ASTAC to bid on providing broadband service.

Cynthia provided insight to the local political environment with all the activity in and around Barrow currently. When the discussion turned to how ASTAC was a co-op non-profit LEC, owned by the subscribers, she was very interested in our business model. When explaining how we are actively involved in the community, from being a Board Member on KBRW, the radio station broadcasting to the North Slope, in Booster Club, a Local Emergency Planning Committee member, in community parades, providing candy and small gifts to the children's home and the elders at the retirement home she was even more receptive to trying to collaborate with ASTAC. We explained how we support the villages, have resident technicians and go out of our way to support all the villages and Barrow.

USDA grants are perhaps one of the earliest of the grants we could partner with Native Village of Barrow on. She has a very close relationship with the responsible person for distribution and said often she is called toward end of year with monies which need to be distributed. Shovel ready projects, even if not started until the following year when weather allows are acceptable. We discussed the funding for emergency services and the recent event in Barrow with erosion and potential evacuations. The central office is located in a vulnerable area. The road is still closed with flooding having occurred in the houses near to the central office. She has provided links and information regarding the potential and inevitable climate issues we face on the North Slope. She mentioned in one of the meetings she attended the location of the deep port landing was mentioned. ASRC has become partners with SOA but no one has revealed the location. We discussed the necessity for terrestrial communications, fiber to the home supporting broadband to the subscribers, the potential of an undersea fiber link. She provided me with the following links:

<http://www.biaprovidersconference.com/>

http://www.rurdev.usda.gov/utp_commconnect.html

**Tribal Engagement – Native Village of Kaktovik
And Arctic Slope Telephone Association Cooperative, Inc. (ASTAC)
Report 2012**

Executive Summary of the Process

On September 12, 2012, ASTAC mailed each tribal entity in our serving area a cover letter explaining the tribal engagement process and a tribal pre-meeting questionnaire which extracted the tribal considerations detailed in DA 12-1165. This was done via certified mail, return receipt requested and copies of the receipts, the cover letters and the tribal pre-meeting questionnaire are contained in Appendix A. Concurrently, the ASTAC leadership team was assigned tribal entities to do follow up calls with, once all certified mail was signed for. Copies of those signed receipts are also included in Appendix A.

ASTAC also developed an ASTAC Pre-meeting questionnaire which was completed as a group exercise by the ASTAC Leadership team. These would become our "at a minimum" talking points to ensure continuity of message and to provide a written record of a large portion of our prescribed discussion items listed in DA 12-1165. A copy of the ASTAC pre-meeting questionnaire for the Native Village of Kaktovik is included in Appendix B as well as a log of all contacts made with the Native Village prior to our meeting as well as follow up contacts.

On October 23^d and 24th, Jens Laipeniaks, Business Development Manager for ASTAC attempted to meet in person with Mr. Mathew Rexford, representing the Native Village of Kaktovik in Kaktovik. Due to illness, Mr. Rexford was not available either day. Mr. Laipeniaks did stop by the Native Village of Kaktovik and leave behind the packet of information before departing Kaktovik. Subsequently on November 8, 2012, Jodi Forsland, Chief Services Officer for ASTAC met telephonically with Mr. Rexford. A copy of DA 12-1165 has been provided to Mr. Rexford electronically. The teleconference lasted approximately one half hour. The Native Village had received but had not completed the Tribal Pre-meeting questionnaire. Mr. Rexford committed to bringing the Tribal Pre-Meeting Questionnaire to the next Council Meeting on November 20th. The following items were discussed, the details of which are memorialized in the ASTAC Pre-meeting questionnaire:

1. A needs assessment and deployment planning with a focus on Tribal community anchor institutions;
2. Feasibility and sustainability planning;
3. Marketing services in a culturally sensitive manner;
4. Rights of way processes, land use permitting, facilities siting, environmental and cultural preservation review processes; and
5. Compliance with Tribal business and licensing requirements.

Mr. Rexford inquired about our Federal funding and was given a briefing on the Universal Service Fund.

He was very excited to hear about the possibility of fiber connectivity to the undersea fiber being planned by Arctic Fibre and thought that would be an excellent service addition.

Finally, Mr. Rexford inquired about ASTAC providing the Native Village with a teleconference bridge. Mr. Laipenieks will follow up with that request.

A copy of this complete report has been provided to the Native Village of Kaktovik for their review and approval. A statement from Mr. Rexford, verifying he has read and agrees with the minutes content of the engagement process appears in Appendix C.

**Tribal Engagement – Native Village of Nuiqsut
And Arctic Slope Telephone Association Cooperative, Inc. (ASTAC)
Report 2012**

Executive Summary of the Process

On September 12, 2012, ASTAC mailed each tribal entity in our serving area a cover letter explaining the tribal engagement process and a tribal pre-meeting questionnaire which extracted the tribal considerations detailed in DA 12-1165. This was done via certified mail, return receipt requested and copies of the receipts, the cover letters and the tribal pre-meeting questionnaire are contained in Appendix A. Concurrently, the ASTAC leadership team was assigned tribal entities to do follow up calls with, once all certified mail was signed for. Copies of those signed receipts are also included in Appendix A.

ASTAC also developed an ASTAC Pre-meeting questionnaire which was completed as a group exercise by the ASTAC Leadership team. These would become our "at a minimum" talking points to ensure continuity of message and to provide a written record of a large portion of our prescribed discussion items listed in DA 12-1165. A copy of the ASTAC pre-meeting questionnaire for the Native Village of Nuiqsut is included in Appendix B as well as a log of all contacts made with the Native Village prior to our meeting as well as follow up contacts.

On October 23, 2012, Jodi Forsland, Chief Services Officer for ASTAC met with Ms. Martha Itta, President for the Native Village of Nuiqsut and Ms. Margaret Pardue, Nuiqsut's ASTAC Board Member. A copy of DA 12-1165 was provided to Ms. Itta and Ms. Pardue. The meeting took place in Nuiqsut, starting at 3:00 p.m. and lasted until 4:30 p.m. The Native Village had received but had not completed the Tribal Pre-meeting questionnaire. The following items were discussed, the details of which are memorialized in the ASTAC Pre-meeting questionnaire:

1. A needs assessment and deployment planning with a focus on Tribal community anchor institutions;
 2. Feasibility and sustainability planning;
 3. Marketing services in a culturally sensitive manner;
 4. Rights of way processes, land use permitting, facilities siting, environmental and cultural preservation review processes; and
 5. Compliance with Tribal business and licensing requirements.
- Ms. Itta shared the ASTAC Pre-meeting Questionnaire with Ms. Pardue prior to our engagement meeting.
 - Both Margaret Pardue and Martha Itta agreed that it will take a unified voice, speaking as one, if we are to get affordable broadband for the region and that we should work together towards that goal.
 - Both Margaret Pardue and Martha Itta would like to see ASTAC increase its bandwidth to support higher throughput speeds for both fixed and wireless broadband. We reviewed the current satellite transport limitations in terms of available bandwidth and extraordinary cost as well as the recent press release by Arctic Fibre, which has plans to

connect Europe and Asia via a fiber that traverses the North West Passage. In that press release, Arctic Fibre said it had plans to put in landings to nearby Prudhoe Bay and Barrow. This would provide substantially increased bandwidth at a reasonable cost for Nuiqsut. The group also discussed the TERRA project in Southwest Alaska and its proposed expansion to the Nome area on the western Alaska Coast by the end of 2014.

- Margaret and Martha shared several ideas for improving our marketing efforts. They included:
 1. Having a Board member attend all SWOOSH contests and Annual Meetings so they can become familiar with the other villages. We could alternate Directors each year. We have budgeted for this in 2013.
 2. We should increase the advertising telling the community who our Board members are for all the villages, perhaps using the TV ad for SWOOSH to do so. Follow up with our advertising agency is scheduled
 3. We need to expand our retail presence to Nuiqsut, perhaps by doing a resale arrangement at the local grocery store. This proposal will be reviewed.
- ASTAC marketing material was reviewed with Margaret and Martha and they thought that our marketing theme "Home Court Advantage" resonated with the community. Overall, they were very pleased with the way ASTAC markets in a culturally sensitive manner.

ASTAC committed to following up on the ideas proposed by the Native Village of Nuiqsut, doing an analysis on them and sharing the results with the Native Village leadership.

A copy of this complete report has been provided to the Native Village of Nuiqsut for their review and approval. A statement from Ms. Itta, verifying she has read and agrees with the minutes content of the engagement process appears in Appendix C.

**Tribal Engagement – Native Village of Point Hope
And Arctic Slope Telephone Association Cooperative, Inc. (ASTAC)
Report 2012**

Corrected Executive Summary of the Process

On September 12, 2012, ASTAC mailed each tribal entity in our serving area a cover letter explaining the tribal engagement process and a tribal pre-meeting questionnaire which extracted the tribal considerations detailed in DA 12-1165. This was done via certified mail, return receipt requested and copies of the receipts, the cover letters and the tribal pre-meeting questionnaire are contained in Appendix A. Concurrently, the ASTAC leadership team was assigned tribal entities to do follow up calls with, once all certified mail was signed for. Copies of those signed receipts are also included in Appendix A.

ASTAC also developed an ASTAC Pre-meeting questionnaire which was completed as a group exercise by the ASTAC Leadership team. These would become our "at a minimum" talking points to ensure continuity of message and to provide a written record of a large portion of our prescribed discussion items listed in DA 12-1165. A copy of the ASTAC pre-meeting questionnaire for the Native Village of Point Hope is included in Appendix B as well as a log of all contacts made with the Native Village prior to our meeting as well as follow up contacts.

On October 31, 2012, Charlie Carpenter, Chief Network Officer for ASTAC met with Ms. Peggy Frankson, Executive Director for the Native Village of Point Hope and Ms. Ella Kowunna, Point Hope's ASTAC Board Member. A copy of DA 12-1165 was provided to Ms. Frankson and Ms. Kowunna. The meeting took place in Point Hope, starting at 10:00 a.m. and lasted until 11:00 a.m. The Native Village had received but had not completed the Tribal Pre-meeting questionnaire. The following items were discussed, the details of which are memorialized in the ASTAC Pre-meeting questionnaire:

1. A needs assessment and deployment planning with a focus on Tribal community anchor institutions;
2. Feasibility and sustainability planning;
3. Marketing services in a culturally sensitive manner;
4. Rights of way processes, land use permitting, facilities siting, environmental and cultural preservation review processes; and
5. Compliance with Tribal business and licensing requirements.

Discussion Items:

- A higher wireless antenna placement on our tower was suggested – Ms. Frankson said that this would be good for a number of reasons, but surely for emergencies. They will be placing an emergency shelter farther out in the next couple of years when they extend the evacuation road. We shared that tower height was a common interest in most villages. We mentioned that in many villages we are as high as we can go because of FAA height requirement. We will check on the Point Hope antenna height and see if we have any room to increase it.

- We reviewed the current satellite transport limitations in terms of available bandwidth and extraordinary cost as well as our efforts to land a fiber that traverses the North West Passage. We discussed the high cost and limited bandwidth of satellite middle mile.
- Ms. Frankson also mentioned that they were working on a trilateral community plan (City of Point Hope, Native Village of Point Hope and Tikigaq Corporation) that should be completed in 2 or 3 months. We would definitely want to be aware of and involved in that discussion. It would not be available for this year's filing but that this was intended to be a yearly event and if we stayed in touch throughout the year we would not have to meet but could just get a status on a teleconference. Ms. Kowunna said we definitely want to do it the most efficient way. Ms. Frankson agreed.
- We discussed the idea of partnering with Tribal governments. We shared that we had worked in the past with companies that were trying to bring fiber cables to the North Slope of Alaska and had discussed these plans with some native corporations but that the projects have yet to be funded. We shared that an attempt had been made to get stimulus funding with no success. We shared that our ability to provide broader band service in the future will be limited as long as we are limited to satellite transport facilities.
- Ms. Frankson was interested in seeing our marketing materials and soft copy was delivered to her electronically.
- Ms. Frankson said there were no special licensing requirements. We shared the many ROW and permitting processes that ASTAC already is subject to.
- Other discussion items:
- Ms. Frankson indicated that the Native Village has a good working relationship with the ASTAC technicians and that the technicians always come to help without hesitation. We feel fortunate to have the technicians we have that have been with us a long time and fit well into the community. Ms. Frankson was thanked for her comments.

A copy of this complete report has been provided to the Native Village of Point Hope for their review and approval. A statement from Ms. Frankson, verifying she has read and agrees with the minutes content of the engagement process appears in Appendix C.

**Tribal Engagement – Native Village of Point Lay
And Arctic Slope Telephone Association Cooperative, Inc. (ASTAC)
Report 2012**

Executive Summary of the Process

On September 12, 2012, ASTAC mailed each tribal entity in our serving area a cover letter explaining the tribal engagement process and a tribal pre-meeting questionnaire which extracted the tribal considerations detailed in DA 12-1165. This was done via certified mail, return receipt requested and copies of the receipts, the cover letters and the tribal pre-meeting questionnaire are contained in Appendix A. Concurrently, the ASTAC leadership team was assigned tribal entities to do follow up calls with, once all certified mail was signed for. Copies of those signed receipts are also included in Appendix A.

ASTAC also developed an ASTAC Pre-meeting questionnaire which was completed as a group exercise by the ASTAC Leadership team. These would become our "at a minimum" talking points to ensure continuity of message and to provide a written record of a large portion of our prescribed discussion items listed in DA 12-1165. A copy of the ASTAC pre-meeting questionnaire for the Native Village of Point Lay is included in Appendix B as well as a log of all contacts made with the Native Village prior to our meeting as well as follow up contacts.

On November 1, 2012, Charlie Carpenter, Chief Network Officer for ASTAC met with Ms. Misty Plymale, Tribal Administrator for the Native Village of Point Lay. A copy of DA 12-1165 was provided to Ms. Plymale. The meeting took place in Point Lay and lasted for half an hour. The Native Village had received but had not completed the Tribal Pre-meeting questionnaire. The following items were discussed, the details of which are memorialized in the ASTAC Pre-meeting questionnaire:

1. A needs assessment and deployment planning with a focus on Tribal community anchor institutions;
2. Feasibility and sustainability planning;
 - Ms. Misty Plymale asked what the range was on the cell service. She indicated that her boy friend had to be rescued after walking 13 ½ hours and couldn't make a call 5 miles from town. She said people hunt and fish away from town and if they take a radio there is noise when they are hunting but if they could take a cell phone and put it on vibrate it would be better because it would be silent. This reinforces the fact that where other parts of the U.S. think a cell phone provides convenience, in the Arctic, it is as much a life saving tool as a rifle and compass when engaging in subsistence activities. I shared that tower height was a common interest in most villages. I mentioned that in many villages we are as high as we can go because of FAA height requirement. I indicated that I would check on the Point Lay antenna height and see if we had any room to increase it.
 - We discussed the idea of partnering with Tribal governments. I shared that we had worked in the past with companies that were trying to bring fiber cables to the North Slope of Alaska and had discussed these plans with some native corporations but that the projects have yet to be funded. I shared that our ability to provide broader band service in the future will be limited as long as we are limited to satellite transport facilities.
 - We discussed the idea that any projects that we look at together will have to be sustainable in a reasonable business case.

3. Marketing services in a culturally sensitive manner;
 - Ms. Plymale was familiar with our marketing materials. She didn't suggest any changes or wanting to be involved with creating them jointly. I left marketing materials with her for further review.
4. Rights of way processes, land use permitting, facilities siting, environmental and cultural preservation review processes; and
5. Compliance with Tribal business and licensing requirements.
 - Ms. Plymale confirmed that there was no additional special permitting required in Point Lay.

ASTAC committed to following up on the tower question raised by Ms. Plymale and sharing the results with the Native Village leadership.

A copy of this complete report has been provided to the Native Village of Point Lay for their review and approval. A statement from Ms. Plymale, verifying she has read and agrees with the minutes content of the engagement process appears in Appendix C.

Executive Summary of the Process

On September 12, 2012, ASTAC mailed each tribal entity in our serving area a cover letter explaining the tribal engagement process and a tribal pre-meeting questionnaire which extracted the tribal considerations detailed in DA 12-1165. This was done via certified mail, return receipt requested and copies of the receipts, the cover letters and the tribal pre-meeting questionnaire are contained in Appendix A. Concurrently, the ASTAC leadership team was assigned tribal entities to do follow up calls with, once all certified mail was signed for. Copies of those signed receipts are also included in Appendix A.

ASTAC also developed an ASTAC Pre-meeting questionnaire which was completed as a group exercise by the ASTAC Leadership team. These would become our "at a minimum" talking points to ensure continuity of message and to provide a written record of a large portion of our prescribed discussion items listed in DA 12-1165. A copy of the ASTAC pre-meeting questionnaire for the Native Village of Wainwright is included in Appendix B as well as a log of all contacts made with the Native Village prior to our meeting as well as follow up contacts.

On October 2, 2012, Charlie Carpenter, Chief Network Officer for ASTAC met with Mr. Blair Patkotak, Tribal President, and Council members Mr. Terry Tagarook and Ms. Ronnie Morales. Copies of DA 12-1165 were provided to the Council members. The meeting took place at the ASNA office in Wainwright, starting at 1:30 p.m. and lasted a little over one hour. The Native Village had not completed the Tribal Pre-meeting questionnaire but committed to taking it to their next Council Meeting on October 23rd. ASTAC committed to following up after that meeting to see if there was any further input or feedback. The following items were discussed, the details of which are memorialized in the ASTAC Pre-meeting questionnaire:

1. A needs assessment and deployment planning with a focus on Tribal community anchor institutions;
2. Feasibility and sustainability planning;
3. Marketing services in a culturally sensitive manner;
4. Rights of way processes, land use permitting, facilities siting, environmental and cultural preservation review processes; and
5. Compliance with Tribal business and licensing requirements.

A copy of this complete report has been provided to the Native Village of Wainwright for their review and approval. A statement from Mr. Patkotak, verifying he has read and agrees with the contents in the minutes of the engagement process appears in Appendix C.