



*Beyond*  
**BROADBAND**

➤ **CTI ARRA Broadband Stimulus Project**

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**April 22, 2011**

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# Get Ready for a Connected Future...



...IN 2020 MORE THAN  
**50 000 000**  
DEVICES WILL

## Internet Device Proliferation

**1984: 1,000 devices**

**1992: 1,000,000 devices**

**2008: 1,000,000,000 devices**

**2020: 50,000,000,000 devices**

[http://www.youtube.com/watch?v=\\_\\_aET8-JTRl](http://www.youtube.com/watch?v=__aET8-JTRl)

DID YOU  
**KNOW**



communicate w/our Chinese & American clients. Competitive salary & benefits pkg Pls fax resume to 718-471-0799 or email to: [jobnss@yahoo.com](mailto:jobnss@yahoo.com)

# The top 10 in-demand jobs in 2010...

Health

CFO 7 yrs exp, BS/BA, not-for-profit exp w/ MBA/CPA pref. K/w/dri

ing & Sto  
NY 10075

IT comp  
grammer  
crease e  
Japanese  
Systems  
Mail res  
Broadwa

INSURAN

Grow  
consultin  
benefits,  
ad

-Client Se  
-Junior E



Insurance & Actuarial Advisory Services Senior in our New York office to confer with other team members to create actuarial engagement plans. Apply to JP/Ref. No. 13901621, 200 Plaza Drive, Secaucus, NJ 07094

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# ...did not exist in 2004

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## SENIOR INTERIOR DESIGNER

HLW has positions available in our expanding NYC interior architecture division for SENIOR INTERIOR DESIGN-

niques,  
hods to  
ducts &  
Colomb  
Project  
perform  
knowle  
et force  
deep  
book ru  
terest r  
est van  
luation  
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foreign



We are currently  
preparing students  
**for jobs that**  
don't yet exist...

using technologies  
that haven't been invented...



**in order to solve problems**  
**we don't even know are problems yet.**





# *CTI's Recruitment Opportunity Program*



**CROP provides for people, who may only have the qualifications for minimum wage jobs, the opportunity and training to obtain well-paying and sustainable 21st century information age careers.**



## **At a glance...**

- Entry level technology jobs training**
- 11 success stories since Summer 2008**
- Graduate into viable careers at CTI**
- Annual comp plans in excess of \$80k**



# Stimulus Enhanced Economic Development



home residential middle mile partners news contact corporate



CONVERGENCE  
TECHNOLOGIES, INC.

connecting america's communities...



USDA



Rural  
Development

jobs  
now!

last  
mile

middle  
mile



**ENABLE**

Economic  
Development

**IMPROVE**

Network  
Infrastructure

**INCREASE**

Job  
Growth

**LOWER**

Capital and  
Operating Costs

# \$12 million in ARRA + \$6 million in-kind



## Award Details

\$11.25 million at 75% grant from RUS

\$0.70 million grant from State of IL

\$6 million in-kind match

## Middle Mile Backhaul

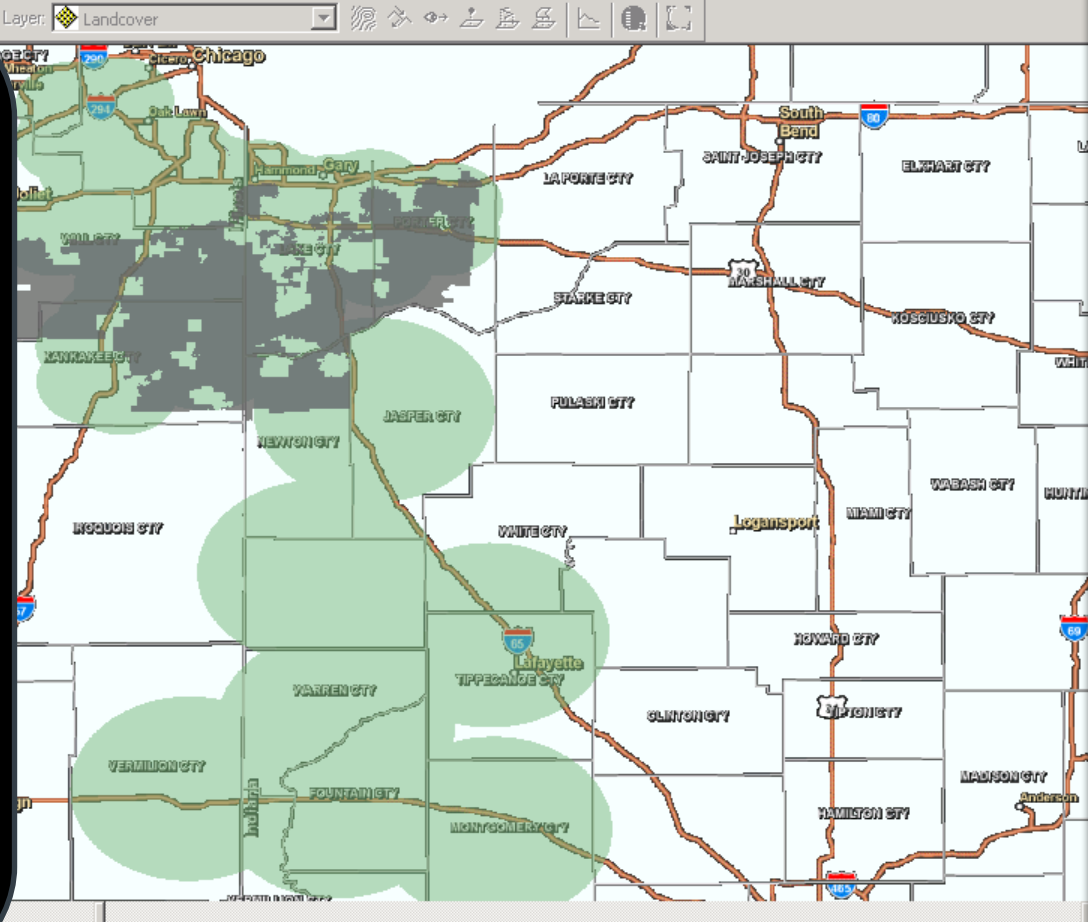
\$15 million in fiber, microwave backhaul and NOC infrastructure

## Last Mile

\$3 million in last-mile 4G wireless infrastructure

## Goals

Create 100+ direct full time jobs over the next 3 years



# Coverage Requirement: Underserved



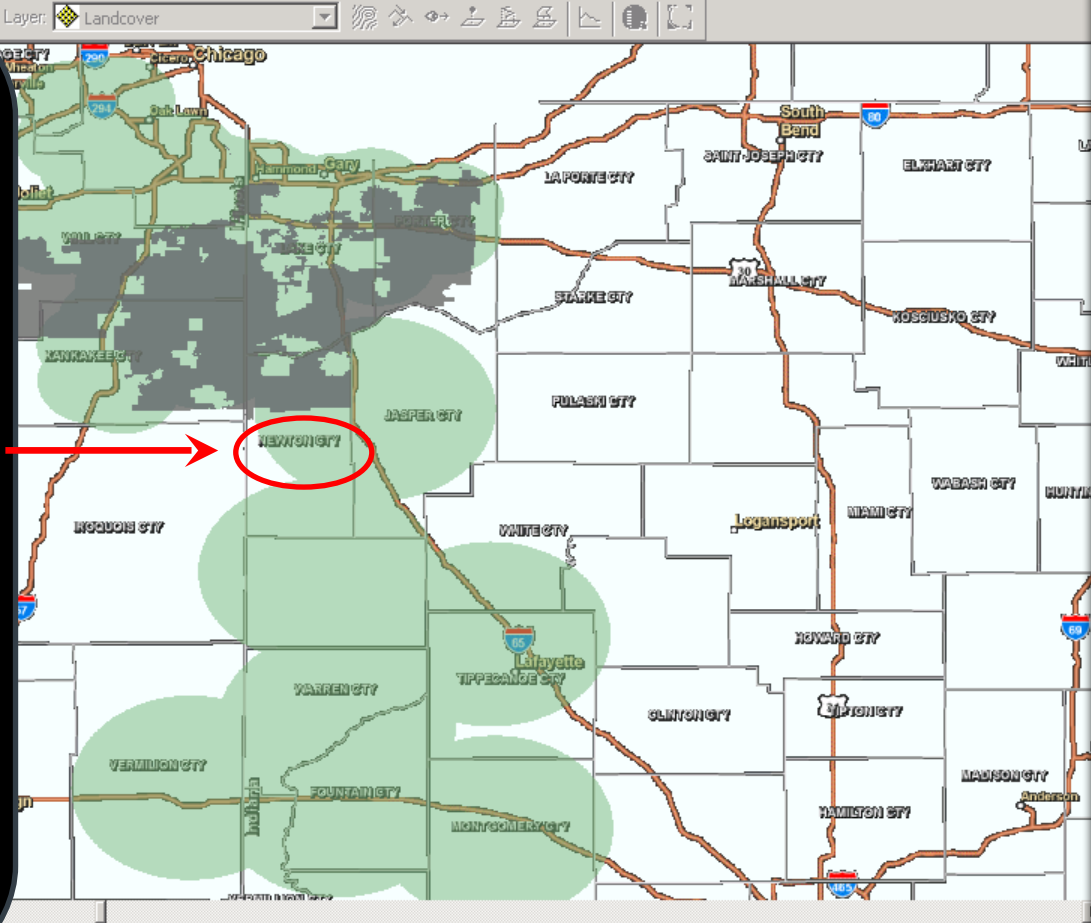
## Pembroke Township

Average Household Income: \$14,000

Unemployment Rate: 46%

“Pembroke Township has a number of issues that limit its economic competitiveness...homes do not have running water or adequate sewage, and there is no access to natural gas...it has few paved roads and no public transportation...significant public health risks...a long history of illegal tire dumping”

“cell phones and pagers do not work in the area...”





# Challenges...



## **Communication**

The public sector usually “distrusts” the private sector. Wondering about the “agenda”

## **Zoning & Permitting**

Additional challenges and suspicion; requires more communications

## **Land & Towers**

Mistaken with cellular providers and other private sector interests... expectation of \$\$\$\$



# Example



# Leveraging Partnerships



## **City of Lake Station, Indiana**

Public Safety Shared Tower

## **ICN**

Hoping to leverage fiber assets and right-of-ways

## **Illinois Rural Health Net**

Laterals in Champaign, Vermillion, Ford and Iroquois Counties?

## **Indiana Rural Health Net**

Leveraging a joint fiber-optic backbone investment to create win-win

Looking for more...

