



# CONNECT new mexico

Office of Broadband Access & Expansion

Application

New Mexico

Broadband Equity, Access, and Deployment Program (BEAD)

March 17, 2025

Version 1.3

Email for Questions: [broadband@connect.nm.gov](mailto:broadband@connect.nm.gov)

*Note: All applications must be submitted via the online Submittable application portal. This PDF version has been posted to inform applicants about the questions and allow for early planning.*

Version History		
Version	Publication Date	Summary of Changes
1.0	December 6, 2024	Initial publication
1.1	January 2, 2025	Add section 12(F), correct typos and section numbering
1.2	February 24, 2025	Update section 3(E) "BSLs by Low-Income Status Percentage"
1.3	March 17, 2025	Update section 3(E) "BSLs by Low-Income Status Percentage"; Update 16(D) "Bankruptcy Opinion Letter"

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## Overview

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The Office of Broadband Access and Expansion (“Office”) requires prequalified applicants to complete the following application to request grant funding from the New Mexico BEAD Program. The Office will review and evaluate only those applications deemed fully responsive to ALL the listed questions.

### ➤ Application Sections

The application is divided into 18 sections. Each section contains several questions.

#### Application Sections

- 1) Application Background
- 2) Project Background
- 3) Selection of Project Area Unit(s) and Broadband Serviceable Locations
- 4) BSL Coverage Percentage (Full or Alternative Percentage)
- 5) Facility Placement and Operations on Tribal Land
- 6) Network Metrics
- 7) Technology and Network Design
- 8) Network Map
- 9) Service Offerings
- 10) Affordability and Adoption Assistance
- 11) Community Support and Local Partnerships
- 12) Project Schedule
- 13) Matching Contribution
- 14) Project Budget
- 15) Financial Sustainability
- 16) Project Execution and Managerial Experience
- 17) Labor and Workforce
- 18) Certifications

### ➤ Uploads

The application requests many uploads. These are divided between OBAE-provided templates and applicant-developed submissions.

#### OBAE-Provided Templates

- Model Letter of Credit
- Sample Engineer Certification
- PAU CSV Files

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- Technical Specifications Template
- Project Timeline Template
- Budget Narrative Template
- Detailed Project Budget Template
- Business Case Analysis Template

### Applicant-Developed Submissions

- Proof of Tribal Consent (if relevant)
- Network Capacity Narrative
- Network Scalability Narrative
- Network Future Upgrade and Capital Investment Path
- Cost-Effective Network Design
- Professional Engineer Certification
- Professional Engineer Credentials
- Network Map (PDF format)
- Network Map (spatial data version)
- Support Letters: Local Government and CAIs
- Support Letters: Individuals and Businesses
- Other Evidence of Community Engagement
- Evidence of Matching Support
- Budget Schedule for PAUs
- Pro Forma Financial Statements
- Letter of Credit or Performance Bond
- Bankruptcy Opinion Letter
- Letter from Company Holding Certificate of Authority
- Narrative and History Regarding Environmental Non-Compliance

## Application Submission

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### ➤ Application Window

The application window for Round One runs from January 3, 2025, to February 17, 2025.

### ➤ Application Submission: Submittable

Applicants are required to submit an electronic application through the Submittable portal. This paper version aims to inform potential applicants about the questions and format of responses.

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## Program Resources

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Please refer to the following documents for additional background about the New Mexico BEAD Program.

- **Notice of Funding Opportunity (NOFO):** The NOFO formally establishes the funding opportunity for the New Mexico BEAD Program. Please review the NOFO to learn about the program purpose, program eligibility factors (e.g., project types, service areas, entities), allowable expenditures, key performance requirements (e.g., network performance, service offerings), evaluation criteria, and compliance requirements.
- **Scoring Guide:** Provides a detailed overview of the selection criteria. The Scoring Guide will be posted soon on the BEAD program website.
- **Initial Proposal, Volume II:** The Initial Proposal, Volume II details the criteria and procedures OBAE proposed to use to select subgrantees. It serves as the guiding policy document for the subgrantee selection process.
- **Program Website:** Please visit the program website for other background information.
- **Frequently Asked Questions (FAQ):** A list of frequently asked questions will be posted soon after the program's launch to answer commonly asked questions.

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**Directions:** Please provide all responses in the entry field for each question. Questions that impact a project’s score are identified as a “**(Scoring Factor)**.” Questions that impact a project’s rank are identified as a “**(Ranking Factor)**.” Some questions designate a word limit.

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## 1. Applicant Background

Applicant Background		
<b>A. Name</b>		
Organization Legal Name		
Organization "Doing Business As" Name (DBA)		
Organization Address		
Organization Website		
<b>B. Identification Number</b>		
Federal Employer Identification Number (EIN)		
Organization FCC Registration Number (FRN) (if applicable)		
Organization Unique Entity Identifier (UEI)		
<b>C. Primary and Secondary Contacts</b>		
	Primary Contact	Secondary Contact
Name		
Title		
Phone Number		
Email Address		
<b>D. Organization Type</b>		
Entity Type (Please select one)	<input type="checkbox"/> ILEC <input type="checkbox"/> Non-ILEC Service Provider <input type="checkbox"/> Cooperative <input type="checkbox"/> Local Government Entity <input type="checkbox"/> Tribal	

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<p>Service Provider Type</p> <p>Indicate whether or not the organization is a traditional broadband provider.</p>	<p><input type="checkbox"/> Traditional Broadband Provider</p> <p><input type="checkbox"/> Non-traditional Broadband Provider</p> <p><b>Note:</b> Examples of non-traditional broadband providers include municipalities or political subdivisions, cooperatives, non-profits, Tribal Governments, and utilities.</p>
<p><b>E. Consortium</b></p>	
<p>Indicate whether the organization is applying as the lead applicant of a consortium</p>	<p><input type="checkbox"/> Yes</p> <p><input type="checkbox"/> No</p>
<p>If yes, please list all members of the consortium.</p>	

## 2. Project Background

### Project Background

#### A. Project Title

**Note:** Please follow the format “Organization Name – Tech Type – PAU(s)/County(ies)/Region Targeted”

**Examples:** “ABC Internet Company – FTTH – Estancia 01 PAU” or “XYZ Electric Coop – Hybrid Fiber/Fixed Wireless – Bernalillo and Santa Fe Counties”

Project Title

#### B. Technology Selection

Project Technology  
*(Ranking Factor)*

- Priority Broadband Project\*
- Non-Priority Reliable Broadband Project\*\*
- Alternative Technology Project\*\*\*

\* Priority Broadband Project means a project that will provision service via end-to-end fiber-optic facilities to each end-user premises.

\*\* Non-Priority Reliable Broadband includes: (i) Cable Modem/ Hybrid fiber-coaxial technology; (ii) digital subscriber line (DSL) technology; or (iii) terrestrial fixed wireless technology utilizing entirely licensed spectrum or using a hybrid of licensed and unlicensed spectrum.

\*\*\* Alternative Technologies include: unlicensed fixed wireless; non-terrestrial solutions (e.g., high altitude platform stations and LEO satellite networks); and emerging commercial technologies. Alternative technologies must still meet the BEAD Program’s technical requirements.

**Note:** A Round One applicant may only apply for projects using a Reliable Broadband Service and NOT a project based on an Alternative Technology.

Technology Type  
(Please check ALL that apply)

- Priority Broadband Technology
- Fiber
- Reliable Broadband Technology
- Cable Modem/Hybrid Fiber-Coaxial
- Digital Subscriber Line (DSL)
- Licensed Fixed Wireless
- Hybrid of Licensed and Unlicensed Fixed Wireless (Licensed by Rule)
- Alternative Technologies
- LEO Satellite
- Unlicensed Fixed Wireless
- High Altitude Platform Stations (HAPS)

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**C. Budget, Grant, and Match Overview**

Total Project Budget (\$) (rounded to nearest cent) <i>(Ranking Factor)</i>	\$		
Grant Requested <i>(Scoring Factor)</i>	\$	Grant % of Budget	%
Matching Contribution	\$	Match % of Budget <i>(Scoring Factor)</i>	%

**D. Project Economics**

	Indicator	Amount
State the total cost per BSL. <b>Note:</b> The total cost reflects the total budget size. The BSL reflects all BSLs passed and/or covered by the network technology	Total Cost per BSL	\$
	Match Cost per BSL	\$
	Grant Cost per BSL	\$

**Note:** For fiber, consider all BSLs passed. For fixed wireless, only consider those BSLs that are being targeted for connectivity.

**E. Project Overview**

Please provide a description of the project, including: a) technology; b) service offerings; c) targeted communities; d) need for grant support; e) matching contribution and sources; f) deployment timeline; g) strategies to support long-term technical and financial sustainability. (1000-words limit)

### 3. Selection of Project Area Units and Broadband Serviceable Locations

#### Section of PAU(s) and BSL(s)

##### A. Rationale for Targeting PAU(s)

Please state the reasons for selecting the specific PAU(s).  
(500-word limit)

**Note:** The NOFO discussed the scoring methodology and ranking system, which may lead to a provisional award for an applicant that overlaps with one or more PAUs. In this case, you will remain under consideration for the remaining PAUs.

##### B. PAUs Overview

Number of PAUs selected  
for this application

Please indicate whether any  
of these PAUs are  
contiguous.

**(Scoring Factor)**

- Yes
- No
- N/A (single PAU selected)

Please indicate whether any  
of these PAUs are  
designated High-Cost Areas.

**(Scoring Factor)**

- Yes
- No

##### C. Upload of PAU CSV Files

Please upload the generated CSV files from the PAU selector tool. This tool allows you to choose every PAU you wish to include in your project and identify the specific unserved BSLs targeted for connectivity through the project budget.

Click to Upload

PAU CSV File(s)

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**D. BSLs by Status of Location**

Please state the number of BSLs by status and technology (priority broadband [fiber], wireline non-priority broadband, or fixed-wireless non-priority broadband), along with totals and percentages.

	Passed by Priority Broadband (Fiber)	Covered by Wireline Non-Priority Reliable Broadband	Covered by Fixed Wireless Non-Priority Reliable Broadband	Total by Status	Percentage
Unserved					
Underserved					
Served					
CAIs					
Total					

**E. BSLs by Low-Income Status Percentage (Scoring Factor)**

OBAE will calculate the number of BSLs, and percentages, within each application that fall below 200 percent of the federal poverty line using 2023 American Community Survey (ACS) data. No applicant input is required for this criterion.

**F. Underserved BSLs**

**Note:**

Passings or Coverage of Underserved BSLs: The New Mexico BEAD NOFO states that only those underserved BSLs which cannot be avoided and are therefore free of incremental deployment costs may be targeted in a project in Round One. Applicants also earn additional points if the network design can enable the efficient future expansion to such locations. If funding remains, such underserved locations adjacent to the awarded unserved locations may be considered for funding.

For Wireline Projects: Please state whether the wireline network passes any underserved locations

[ \_\_\_ ] Yes  
[ \_\_\_ ] No

For Wireless Projects: Please state whether the wireless network covers any underserved locations.

[ \_\_\_ ] Yes  
[ \_\_\_ ] No

Please certify that these locations cannot be avoided.

The designated authorized organizational representative (AOR) certifies that passing and/or covering these underserved locations cannot be avoided.

Please certify that these locations do not involve incremental costs.

The designated authorized organizational representative (AOR) certifies the passing and/or covering these underserved locations do not involve incremental cost as reflected in the budget.

### G. Community Anchor Institutions

**Note:**

Passings or Coverage of Served Locations: The New Mexico BEAD NOFO states that only those eligible CAI locations which cannot be avoided and are therefore free of incremental deployment costs may be targeted in a project in Round One. Applicants earn additional points if the network design can enable the efficient future expansion to such CAI locations. If funding remains, such CAI locations adjacent to the awarded unserved locations may be considered for funding.

<u>For Wireline Projects:</u> Please state whether the proposed wireline passes any CAI locations.	[ ___ ] Yes [ ___ ] No
--	---------------------------

<u>For Wireless Projects:</u> Please state whether the proposed wireless network covers any CAI locations.	[ ___ ] Yes [ ___ ] No
--	---------------------------

Please certify that these CAI locations cannot be avoided.

The designated authorized organizational representative (AOR) certifies that passing and/or covering these CAI locations cannot be avoided.

Please certify that these locations cannot be avoided AND do not involve incremental costs.

The designated authorized organizational representative (AOR) certifies the passing and/or covering these CAI locations do not involve incremental cost as reflected in the budget.

### H. Served Locations

**Note:**

Passings or Coverage of Served Locations: The New Mexico BEAD NOFO states that served locations may only be considered in Round One if those locations cannot be avoided and are therefore free of incremental deployment costs. Please note OBAE will closely review the necessity of passing such served locations to ensure the efficient use of BEAD funds. These locations must be less than 20% of the total targeted BSLs.

<u>For Wireline Projects:</u> Please state whether the proposed wireline passed any served locations.	[ ___ ] Yes [ ___ ] No
---	---------------------------

<u>For Wireless Projects:</u> Please state whether the proposed wireless network covers any served locations.	[ ___ ] Yes [ ___ ] No
---	---------------------------

Please certify that these served locations cannot be avoided.

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The designated authorized organizational representative (AOR) certifies that passing and/or covering these served locations cannot be avoided.

Please certify that these served locations do not involve incremental costs.

The designated authorized organizational representative (AOR) certifies the passing and/or covering these served locations do not involve incremental cost as reflected in the budget.



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***Path to Expanding Alternative Percentage:*** Please discuss any critical factors that would help you increase the Alternative Percentage and potentially serve a greater percentage of the unserved locations, ideally 100%. (500-word limit)

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**D. Acknowledgement Regarding Proposing an Alternative Percentage**

***Certification:*** Please certify that you recognize that a lower scoring, competing applicant for a PAU may rank higher, and could be awarded, if that competing applicant commits to a higher percentage.

- The Authorized Organizational Representative acknowledges that a lower scoring, competing applicant for a PAU may rank higher, and could be awarded, if that competing applicant commits to a higher percentage.
-

## 5. Facility Placement and Operations on Tribal Land

### Facility Placement and Operations on Tribal Land

#### A. Involvement of Tribal Lands

Please indicate if the proposed project includes construction or operations on Tribal lands.

[ \_\_\_ ] Yes

[ \_\_\_ ] No

#### B. Specific Tribal Lands Impacted

Please state the specific tribal lands involved.

#### C. Proof of Tribal Consent

Please indicate whether you have received proof of tribal consent for each Tribal government authority whose land is involved.

[ \_\_\_ ] Yes

[ \_\_\_ ] No

Please upload documentation that indicates clear Tribal consent for this specific project.

Click to Upload

Tribal Consent Letter(s) *(Scoring Factor)*

#### D. Tribal Certification

- The Authorized Organizational Representative certifies that the applicant will engage with the relevant Tribal authorities and commits that if awarded, applicant will provide a binding Resolution of Consent prior to receiving final award.

## 6. Network Metrics

Network Metrics			
<b>A. Fiber Metrics</b>			
Total Fiber Miles			
Miles by Placement (should equal total miles)	Aerial		Buried
Miles by Network Purpose (should equal total fiber miles)	Last Mile		Middle Mile
Miles by Type of Development (should equal total fiber miles)	Greenfield (new construction)		Upgraded
Interconnection Points	Number of Interconnection Points		Average Distance Between Interconnection Points
<b>B. Wireless Infrastructure Metrics</b>			
Spectrum Frequency Band(s) Being Utilized	Licensed		Unlicensed
Number of Towers and/or Poles	New Construction		Leased
Number of Base Stations			

## 7. Technology and Network Design

### Technology and Network Design

#### A. Solution Overview

Provide a general overview of your solution, including: a) technology; b) network design; c) middle-mile pathway to the Internet backbone; d) scalability of capacity; e) ability to efficiently expand network to connect other unserved and underserved locations in the community. (500-word limit)

#### B. Technical Specifications Template *(Scoring Factor)*

Please provide descriptions of the project's technical specifications and design using the Technical Specifications Template.

- If the project involves a fixed wireless component, upload the Technical Specifications Template specific to Fixed Wireless. If the project includes the use of satellite technology, upload the Technical Specifications Template specific to Satellite.

Click to Upload

Technical Specifications Template

#### C. Speed of Network and Sufficient Capacity Narrative *(Scoring Factor)*

Upload a document that provides details regarding the capacity of the proposed network. The document must detail the technology selection and particular hardware configurations for both the last-mile and backhaul segments. The narrative must definitively demonstrate that the proposed connection speeds and network capacity requirements can be met. Please discuss assumptions and/or calculations around capacity oversubscription. For wireless networks, address capacity limitations imposed by terrain and geographic constraints.

Click to Upload

Speed of Network and Sufficient Capacity Narrative

**D. Network Scalability Narrative (Scoring Factor)**

Upload a network scalability narrative document. Please address: a) maximum speeds available today; b) capability of delivering higher speeds in the future, including that the infrastructure will be scalable with respect to capacity to support higher speeds to 80 percent of currently unserved locations in the proposed service area; c) specific approach to scalability both in backhaul and last-mile segments of the network.

- For fiber networks, please include the oversubscription assumptions applied in the fiber network design, the capacity of backhaul networks, and the number of fiber strands.
- For fixed wireless networks, the narrative should consider the maximum speeds available today and over the future when considering the oversubscription assumptions applied in the wireless network design, available licensed spectrum bandwidth, the cost-effectiveness of adding new sectors, hardware upgrade specifications (base station and receiver), vendor solution roadmap, the capacity of backhaul networks, and ease of tower deployment.

Click to Upload

**Network Scalability Narrative**

**E. Cost-Effective Future Upgrade and Capital Investment Path Narrative (Scoring Factor)**

Upload a document that provides details regarding the technical path for future network upgrades and capital investment. The narrative should include a capital investment timeline and costs for equipment refresh and replacement cycles. The document must demonstrate a projected technical upgrade path that is cost-effective, given the investment will likely be supported by internal investment enabled by operating cash flow. For wireless networks, the narrative should consider the useful life of assets, replacement cycles proposed by the vendor, and the amount of capital investment required for an upgrade.

Click to Upload

**Network Future Upgrade and Capital Investment Path**

**F. Cost-Effective Network Design Narrative (Scoring Factor)**

Upload a document that can demonstrate a cost-effective network design that can accommodate future deployment to eligible locations of underserved locations, community anchor institutions, and low-income multi-dwelling units, but with reduce costs given the opportunity to efficiently leverage the funded project. The narrative must consider the specific approach to accommodate future network expansion by providing details including: a) the number of interconnection points per mile; b) location of interconnection points; c) open access policies to enable non-affiliated ISPs to purchase wholesale capacity for future expansion from the BEAD-funded network; and d) specific route placement to be near other eligible locations.

Click to Upload

### Cost Effective Network Design

#### G. Middle-Mile Network Spans Utilized for Project

In the checkbox, please certify that any middle-mile segments in your network design are only included because they are necessary to enable last-mile deployment to unserved locations.

- The Authorized Organizational Representative certifies that any middle-mile segments in the applicant's network design are only included because they are necessary to enable last-mile deployment to unserved locations.

#### H. Professional Engineer Certification and Credentials

Provide a signed certification from an independent Professional Engineer (PE), licensed in New Mexico, certifying that the proposed network: 1) can be successfully executed within the program timeline; 2) meets all program requirements; 3) meets all performance commitments purported by the applicant.

Click to Upload

### Professional Engineer Certification

Please upload the Professional Engineer's licenses, as well as any written reports, letters, or analysis provided by the engineer regarding the proposed project.

Click to Upload

### Professional Engineer Credentials

## 8. Network Map

### Network Map

#### A. Network Map of Proposed Project Area

**Network Map:** Please include a detailed network map that covers every PAU. Maps should be included in both PDF version and a spatial data version as an electronic attachment. Preferred filetypes are .gdb and .shp; .kmz, or .kml filetypes will also be accepted but are not preferred. Please see infrastructure type specific instructions below.

- 1) Wireline Project:** Please include a route map that shows: a) IDs and boundaries of PAU(s) being targeted; b) lateral miles and middle-mile (different colors); c) all locations targeted by the network (unserved, underserved, served, CAIs, and MDUs); d) all interconnection points with middle-mile and colocation facilities; e) names of places, boundaries, buildings, road/street names or other features that identify the project coverage area; f) location of any existing and leased facilities (separately color-coded). For middle-mile, please include: meet-me points with last-mile networks; points of interconnection with Internet backbone (e.g., carrier hotel); community access points; g) required right of way usage.
- 2) Fixed Wireless Project:** The coverage map should show: a) coverage area; b) location of all towers and base stations; c) all locations targeted by the network (unserved, underserved, served, CAIs, and MDUs), d) backhaul between the base stations to aggregation points (e.g., fiber spans or microwave links); e) backhaul link to the Internet backbone; f) location of any existing and leased facilities (separately color-coded).

Click to Upload

Network Map (PDF format)

Click to Upload

Network Map (spatial data version)

## 9. Service Offerings

### Service Offerings

#### A. Service Packages

**Summary Narrative:** Please upload documentation of the following: a) speed tiers for residential, business and other targeted customer segments; b) price for each tier; c) other recurring fees (e.g., Wi-Fi router rental); d) non-recurring charges (e.g., equipment, installation, and any other non-recurring fees); e) policy on ability to purchase unbundled Internet (i.e., broadband service without having to purchase other services); f) specific contractual terms required to purchase service; g) any restrictions.

Click to Upload

Service Packages

#### B. Price for Required Speed Tiers *(Scoring Factor)*

**For Priority Broadband Projects:** Provide the price at which the subgrantee applicant commits to offering a symmetrical 1 Gbps service to all BEAD-funded BSLs. The price must be inclusive of all fees.

**For Non-Priority Broadband Projects:** Provide the price at which the subgrantee applicant commits to offering a 100/20 Mbps service to all BEAD-funded BSLs. The price must be inclusive of all fees.

#### C. Minimum Speeds *(Scoring Factor)*

Identify the minimum speeds that the proposed project can reliably deliver broadband services to at least 80 percent of unserved locations in the proposed service area.

- $\geq 1/1$  Gbps
- $\geq 500/500$  Mbps
- $\geq 250/250$  Mbps
- $\geq 250/100$  Mbps
- $\geq 100/100$  Mbps
- $< 100/100$  Mbps

## 10. Low-Cost Service Option

### Low-Cost Service Option

#### A. Participation Commitments

Indicate if the subgrantee applicant commits to offering a low-cost service option that meets the requirements set forth in New Mexico's Initial Proposal, Volume II.

- The Authorized Organizational Representative commits to offering a low-cost service option that meets the requirements set forth in New Mexico's Initial Proposal, Volume II.

Indicate if subgrantee applicant commits to participate in any Affordable Connectivity Program-successor program as identified by NTIA.

- The Authorized Organizational Representative commits to participate in any Affordable Connectivity Program successor program as identified by NTIA.

## 11. Community Support and Local Partnerships

### Community Support

#### A. Uploading of Community Letters of Support *(Scoring Factor)*

**Local Government and/or Community Anchor Institutions:** Please upload documents of support from any local government entity or community anchor institution included within the application area.

Click to Upload

Support Letters: Local Government and/or CAI

**Individual or Business:** Please upload documents of support from any business or individual included within the application area.

Click to Upload

Support Letters: Individual and/or Business

**Other Evidence of Community Support:** Please include any other attachments to that showcase community engagement (e.g., survey, community presentations, board or council resolutions, evidence of partnerships with units of local government or nonprofit organizations working directly in the communities to be served, commitments to purchase services if the project is funded).

Click to Upload

Other Evidence of Community Engagement

#### B. Support Across Targeted PAU(s) *(Scoring Factor)*

Please state whether you have received a letter of support from each PAU. If not, please explain why the organization was unable to obtain such comprehensive support.

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Please acknowledge the status of support and names of supporting entities by PAU.

PAU ID	Support Letter Received and Uploaded?	Name of Supporting Entity (Entities) and Person(s)
	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	<input type="checkbox"/> Yes <input type="checkbox"/> No	



Click to Upload

**Project Timeline Template**

### **E. Risk Mitigation Strategy**

Please provide a business continuity plan which includes your organization's natural hazard risk mitigation to broadband deployment, including specific responses to how your organization will incorporate mitigation measures into its deployment planning. Among the possible strategies to address natural hazard risks, OBAE encourages the following:

1. Favoring buried fiber compared to aerial to largely eliminate the risks identified in the IPv2 in many cases
2. Retrofitting and hardening existing network assets that are deemed critical to BEAD expansion projects
3. Redundancy in network designs to reduce single points of failure
4. Taking steps to minimize average down time and emergency response time
5. Using backup generator power systems where applicable

(750-word limit)

**F. Marketing and Adoption Plan**

Please provide a narrative detailing your marketing and adoption plan, including how you intend to notify relevant populations of the new or newly upgraded service offerings available in the targeted areas.

(750-word limit)

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### 13. Matching Contribution

**Matching Contribution**

**A. Match Overview**

**Match Overview Narrative:** Please provide a narrative that describes the: a) match amount and percentage; b) match type (cash and/or in-kind); c) match sources; d) type of evidence provided regarding the match contribution. (500-word limit)

**B. Cash vs. In-Kind Metrics**

Match Type	Cash		In-Kind	
<b>Note:</b> Percentage reflects proportion of TOTAL BUDGET	\$ _____	% _____	\$ _____	% _____

**C. Match Amount and Percentage by Contributor Type**

	Contributor Type	Cash		In-Kind	
Please specify the amount and percentage of matching contribution by type of match.	Internal	\$ _____	% _____	\$ _____	% _____
	Private Party (e.g., debt)	\$ _____	% _____	\$ _____	% _____
	Local Community	\$ _____	% _____	\$ _____	% _____
	Federal	\$ _____	% _____	\$ _____	% _____
	State	\$ _____	% _____	\$ _____	% _____
	Other	\$ _____	% _____	\$ _____	% _____

**Note:** Percentage reflects proportion of TOTAL BUDGET

**D. Match Sources**

For every matching contribution, please list contributing entity, match amount, percentage (of budget), match type, and acknowledgment of evidence.

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<i>Contributing Entity</i>	Match Amount	Percentage of Budget	Match Type (Cash or In-Kind)	Evidence Submitted
	\$ _____	% _____	<input type="checkbox"/> Cash <input type="checkbox"/> In-Kind	<input type="checkbox"/> Yes <input type="checkbox"/> No
	\$ _____	% _____	<input type="checkbox"/> Cash <input type="checkbox"/> In-Kind	<input type="checkbox"/> Yes <input type="checkbox"/> No
	\$ _____	% _____	<input type="checkbox"/> Cash <input type="checkbox"/> In-Kind	<input type="checkbox"/> Yes <input type="checkbox"/> No
	\$ _____	% _____	<input type="checkbox"/> Cash <input type="checkbox"/> In-Kind	<input type="checkbox"/> Yes <input type="checkbox"/> No
	\$ _____	% _____	<input type="checkbox"/> Cash <input type="checkbox"/> In-Kind	<input type="checkbox"/> Yes <input type="checkbox"/> No
	\$ _____	% _____	<input type="checkbox"/> Cash <input type="checkbox"/> In-Kind	<input type="checkbox"/> Yes <input type="checkbox"/> No
	\$ _____	% _____	<input type="checkbox"/> Cash <input type="checkbox"/> In-Kind	<input type="checkbox"/> Yes <input type="checkbox"/> No

**E. Evidence to Substantiate Match Source**

Please attach a single file for all documentation that substantiates the matching support.

Click to Upload

Evidence of Matching Support

**F. Request for Match Waiver**

A lower match percentage may be considered. Match waivers require justification regarding the extenuating circumstances.

**Note:** PAUs designated as High-Cost do not require a matching contribution; however, applicants may still elect to propose a match and will receive a higher score for doing so.

Please state whether you are requesting a match waiver  Yes  No

**Justification of Match Waiver:** Please upload a detailed narrative that describes the basis for seeking a match waiver.

**Note:** OBAE will carefully review the evidence and data to determine if the waiver is justified based on the extenuating circumstances. If a proposal is deemed compelling, based on its initial evaluation, but the matching share waiver fails to provide an evidence-based justification, the applicant may be asked to contribute the 25% matching share to receive an award.

Click to Upload

**Match Waiver**

**G. Supplementary Funding from the State**

Should additional funding be authorized by the New Mexico Legislature for matching assistance or deployment to additional eligible locations, please state whether your organization would be interested in such funding. By selecting “Yes,” you are authorizing OBAE to utilize this application as an application for a future state grant award. Such award, if issued, would be subject to any applicable state laws and restrictions applied by the Legislature.

Please state whether you would be interested in this supplemental funding.	<input type="checkbox"/> Yes
	<input type="checkbox"/> No

## 14. Project Budget

### Project Budget

#### A. Budget Narrative

Please upload a detailed budget narrative using the provided [Budget Narrative Template](#) that addresses a) the methodology applied to develop the price and quantity for the cost items; b) the steps taken to ensure that the budget constitutes a reasonable reflection of the actual expenditures, and thus, is neither excessive on one side nor unreasonably lean on the other.

Click to Upload

**Budget Narrative Template(s)**

#### B. Detailed Project Budget

Please upload a detailed project budget using the provided [Project Budget Template](#). The budget should show all required units of material and labor, cost per unit, total cost for each line item, and a brief description of the line item. For those applicants seeking grant funding for multiple PAUs, a separate budget template must be completed for every PAU in addition to a rolled-up budget for the entire project.

Click to Upload

**Detailed Project Budget Template(s)**

#### C. Budget Comparison: Applicants Seeking Alternative Percentage

OBAE aims to drive universal service across all unserved locations. Nevertheless, as the NOFO states, certain locations in a PAU may not be targeted by the applicant due to excessive costs and/or other barriers. The applicant must provide fact-based evidence to justify choosing the alternative percentage. For this section, please provide the estimated cost of serving 100% of the unserved BSLs for each PAU. OBAE will use this data not only to evaluate the merits of choosing an alternative percentage, but also for negotiations about potentially extending a provisionally awarded network to cover these left-out BSLs.

PAU ID	Total Cost for Alternative Percentage	Estimated Total Cost for 100% Coverage	Percentage Increase
	\$	\$	%
	\$	\$	%
	\$	\$	%
	\$	\$	%

**D. Cost Metrics for Priority Broadband Projects and Wireline Non-Priority Reliable Broadband Projects**

Please complete the following metrics. The costs include all expenditures related to network elements, plant, and placement costs.

**Deployment Cost per Mile Deployed:** Please calculate the cost per mile that reflects all planning and constructions costs. The cost elements should include: engineering design; permitting and regulatory reviews; pre-deployment readiness (e.g., make ready, site planning); outside plant materials (e.g., fiber, poles, hardware, conduit, splitters, etc.); labor to deploy network; and construction and project management. Please do not include the costs for network equipment, fiber drops, equipment external to premise (e.g., ONT), or customer premise equipment. This should be inclusive of both grant- and match-funded costs.

\$ \_\_\_\_\_

**Deployment Cost per BSLs Passed:** Please calculate the cost per premise passed. The cost elements should include the total costs applied in the prior question and then divided by each premise passed. Please do not include the costs for the fiber drops or equipment to be installed on premise site. The passings include all unserved, underserved, and served locations that the network passes, in addition to community anchor institutions. This should be inclusive of both grant- and match-funded costs.

\$ \_\_\_\_\_

**Incremental Cost per Location Connected:** Please calculate the incremental cost for each location connected. This includes the fiber drop, external electronics, and any customer premise equipment not charged to the customer. This should be inclusive of both grant- and match-funded costs

\$ \_\_\_\_\_

**E. Cost Metrics for Fixed Wireless Non-Priority Reliable Broadband Projects**

**Deployment Cost per Broadband Serviceable Location:** Please calculate the cost for each premise covered by the wireless network. The cost elements should include: engineering design; permitting and regulatory reviews; pre-deployment readiness (e.g., site planning); tower site acquisition and construction; backhaul construction; labor for implementation; construction and project management; base station equipment. Please do not include the costs for customer premise equipment (e.g., antennas, modems, Wi-Fi routers, etc.). This should be inclusive of both grant- and match-funded costs.

\$ \_\_\_\_\_

## 15. Financial Sustainability

### Financial Sustainability

#### A. Pro Forma Financial Statements

**Pro Forma Financial Statements:** Please provide detailed financial forecasts for the first 15 years of the project, including: a) income statement; b) cash flow statement; c) balance sheet. These financial statements should be for this project only. The numbers should be consistent with other financial information provided in the application – e.g., Project Budget, Matching Contribution, etc.

Click to Upload

Pro Forma Financial Statements

#### B. Key Metrics (Net Present Value and Return on Investment)

**Project NPV:** Please state the net present value of the project with the grant based on a 15-year financial forecast using a discount rate equal to the applicant's weighted average cost of capital (WACC). If the applicant's WACC is uncertain, please use a 12% discount rate.

**Project Return on Investment:** Please state the return on investment for the project with the grant based on a 15-year financial forecast.

#### C. Project Economics with Grant Funding

**Narrative on Financial Metrics Supporting State Grant:** Please provide a narrative regarding how the results of the NPV and IRR analysis with the grant justify the specific grant amount being requested and the match being contributed. (500-word limit)

#### D. Financial Sustainability

***Narrative on Financial Sustainability:*** Please provide a detailed narrative regarding the key drivers of financial sustainability of this project. Please address: the following: a) minimum take rate (i.e., percentage of passed or covered premises that become customers) required to achieve positive operating cash flow; b) managing growth of operating expenditures to be in line with revenue growth; c) duration (years and months) to achieve positive operating cash flow. (500-word limit)

#### Net Present Value

The Net Present Value (NPV) involves the present value of net cash flows taking into account all recurring revenues, recurring operating expenses, and net capital investments. An NPV of zero means the project's rate of return is equal to the discount rate, which for this exercise, should reflect the cost of capital. A negative NPV implies the project fails to earn its cost of capital. The grant from New Mexico BEAD program should help the applicant earn a rate of return equal to its cost of capital. Please compute the NPV with and without grant support. Please follow these guidelines:

- The cash flow projections must reflect a 15-year period.
- The cash flows should include capital investments and operating cash flows.
- Operating Cash Flows (OCF) involve all net cash flows generated from the annual operation of the project. Annual OCF equals after-tax operating income plus depreciation.
- The investments include all upfront and recurring capital expenditures during a 15-year financial forecast period.
- Please apply a discount rate that reflects your weighted average cost of capital (WACC). The WACC reflects the cost of debt (net of taxes) and equity. If you are unsure of what WACC to apply, please apply a 12% cost of capital.
- Please include a terminal value (TV) for the project in Year 15. The TV reflects the value of the project beyond Year 15. Thus, for your analysis, please multiply the net OCF in Year 10 by a factor of "10" – i.e., 10 times the net OCF in Year 15.
- Please be sure to include the detailed spreadsheet of the NPV analysis.

## 16. Institutional Financial Backing

### Institutional Financial Backing

#### A. Letter of Credit/Performance Bond Waiver

NTIA requires that the initial amount of the letter of credit be 25% of the subaward OR the initial amount of the performance bond be 100% of the subaward. However, NTIA allows a waiver to this requirement, allowing the initial amount of the letter of credit or performance bond to be 10% of the subaward amount during the entire period of performance when: a) an Eligible Entity issues funding on a reimbursable basis consistent with Section IV.C.1.b of the NOFO; AND b) the reimbursement is for periods of no more than six months each.

A subgrantee requesting this waiver must commit to maintain a letter of credit or performance bond in the amount of 10% of the subaward until it has demonstrated to satisfaction of the Eligible Entity that it has completed the buildout of 100 percent of locations to be served by the project or until the period of performance of the subaward has ended, whichever occurs first.

Do you wish to request this waiver?

Yes

No

#### B. Tribal Letter of Credit Waiver

OBAE recognizes the unique sovereign status of New Mexico's twenty-three Tribes and Pueblos. In addition to NTIA's letter of credit guidance for subgrantees, OBAE will allow a letter of credit waiver from Tribal entities. The waiver will require self-certification by council resolution, and the waiver only applies to the letter of credit. Other financials reviews must be completed during the pre-qualification and curing processes. Do you wish to request this waiver?

Yes

No

If yes, please upload documentation of self-certification by council resolution.

[Click to Upload](#)

**Self-Certification by Council Resolution for Tribal Letter of Credit Waiver**

#### C. Letter of Credit or Performance Bond

Provide a letter from a bank or credit union confirming the commitment to issuing an irrevocable standby letter of credit (ILOC) for 25% of the subaward, or a performance bond issued by an insurance or surety company holding a certificate of authority as an acceptable surety (See Department of Treasury Circular 570) for 100% of the subaward.

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If you elected a waiver in Question 16A, please submit the letter of credit or performance bond to be 10% of the subaward amount.

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**Letter of Credit or Performance Bond**

**D. Bankruptcy Opinion Letter**

If subgrantee applicant provides a letter of credit, please provide a bankruptcy opinion letter from legal counsel that states the letter of credit is drafted in such a way that under a Title 11 bankruptcy proceeding, the bankruptcy court would not treat the letter of credit or proceeds from the letter of credit as “property” of the subgrantee’s bankruptcy estate under Section 451 of the United States Bankruptcy Code.

*Note: This document can also be provided at the time the applicant provides the irrevocable standby letter of credit.*

Click to Upload

**Bankruptcy Opinion Letter**

## 17. Project Execution and Managerial Experience

### Managerial

#### A. Managerial Capabilities

Provide a narrative detailing the applicant's managerial capabilities and ability to complete a successful BEAD project, with specific reference to the uniqueness of the project. (500-word limit)

#### B. Employment Categories, Job Titles, and Job Descriptions

Provide a list of employment categories, job titles, and job descriptions that will be necessary to successfully complete the proposed project. (750-word limit)

#### C. Additional Certifications, Licenses, and Other Qualifications

Provide any additional certifications, licenses, or other qualifications that are unique and specific to the proposed project and are supplemental to the information provided as part of the Prequalification Application, as well as supporting documentation to demonstrate the subgrantee applicant has completed or is in the process of completing these additional requirements to become fully and properly qualified to successfully complete the proposed project. (750-word limit)

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**D. Process for Maintaining Certifications, Licenses, and Other Qualifications**

Provide a narrative describing the processes the applicant will have in place to track and maintain certifications, licenses, and training programs for construction and post-construction activities to ensure that the organization will maintain a highly skilled workforce. (750-word limit)

[Empty text box for narrative response]

## 18. Labor and Workforce

### Labor and Workforce

#### A. Estimated Jobs

Provide an estimate of the total number of employment opportunities (full-time equivalent) created by this project.

Estimate Number of Full-Time Equivalent Employment Opportunities: \_\_\_\_\_

#### B. Compliance History *(Scoring Factor)*

In the checkbox, please provide a certification from an Officer/Director-level employee, or an equivalent, of consistent past compliance with federal labor and employment laws on broadband deployment projects in the last five years.

- The Authorized Organizational Representative certifies that the applicant has maintained consistent past compliance with federal labor and employment laws on broadband deployment projects in the last five years.

In the checkbox, please provide a certification from an Officer/Director-level employee, or an equivalent, that the prospective subgrantee, as well as its contractors and subcontractors, have not been found to have violated laws such as the Occupational Health and Safety Act, the Fair Labor Standards Act, or any other applicable labor and employment laws for the preceding five years.

- The Authorized Organizational Representative certifies that the prospective subgrantee, as well as its contractors and subcontractors, have not been found to have violated laws such as the Occupational Health and Safety Act, the Fair Labor Standards Act, or any other applicable labor and employment laws for the preceding five years.

If unable to certify the above, disclose any findings of such violations of federal labor and employment laws in the last five years below. Narrative must include number of violations.

Provide a plan to maintain compliance with labor and employment laws for the life of the program.

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- The Authorized Organizational Representative certifies that the applicant, and its proposed contractors and subcontractors, have existing labor and employment practices in place, including applicable wage scales and wage and overtime practices for each class of employees expected to be involved directly in the physical construction of the network, and that the applicant, if awarded, will recertify this annually for the duration of the BEAD implementation period. *(Scoring Factor)*

- The Authorized Organizational Representative certifies that the applicant, and its proposed contractors and subcontractors, have existing labor and employment practices in place, and that it will ensure the implementation of workplace safety committees that are authorized to raise health and safety concerns in connection with the delivery of deployment projects and that the applicant, if awarded, will recertify this annually for the duration of the BEAD implementation period. *(Scoring Factor)*

**C. Subcontracted Workforce**

Indicate whether the applicant's workforce will include a subcontracted workforce.

[ \_\_\_ ] Yes – includes a subcontracted workforce

[ \_\_\_ ] No – does not include a subcontracted workforce

If applicable, list the proposed subcontractors the applicant plans to contract with (if known.) If subcontractors are unknown, provide a narrative describing the 2 CFR 200 compliant process the applicant will use to procure the subcontracted workforce.

**D. Unionized Workforce**

Indicate whether the applicant's workforce is unionized. This includes contractors and subcontractors.

[ \_\_\_ ] Yes – applicant's workforce is unionized

[ \_\_\_ ] No – applicant's workforce is not unionized

If the applicant's workforce is not unionized, provide the job titles and size of the non-unionized workforce (FTE positions, including contractors/subcontractors) required to carry out the proposed work and the entity that will employ each portion of the workforce. (500-word limit)

If the applicant's workforce is not unionized, with respect to the non-unionized workforce, provide for each job title required to carry out the proposed work (including contractors/subcontractors) a description of:

- Safety training, certification, and/or licensure requirements (e.g., OSHA 10, OSHA 30, confined space, traffic control, or other training as relevant depending on title and work), including whether there is a robust in-house training program with established requirements tied to certifications, titles
- Information on the professional certifications and/or in-house training in place to ensure deployment activities meet a high standard

(500-word limit)

**E. Workforce Plan**

Discuss the potential subgrantee's workforce plan, including information on: a) training and safety; b) job quality; c) hiring process for both local personnel and targeted personnel d) accountability and subcontracting practices; e) ongoing operational workforce; f) current and planned future practices regarding using a directly employed workforce; g) robust in-house training; h) wages and benefits; i) locally based workforce; j) current and planned future practice regarding public disclosure of workforce plans and labor commitments; k) track record and commitment to safety, training, and compliance. (750-word limit)

**F. Subgrantee Certifications, Licenses, and Training**

Provide a narrative describing the processes subgrantee applicant will have in place to track and maintain certifications, licenses, and training programs for construction and post-construction activities to ensure that the organization will maintain a highly skilled workforce.

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## 19. Self-Certifications

### Self-Certifications

#### A. Performance Requirements

- The Authorized Organizational Representative certifies that at time of project closeout, all proposed BSLs shall be capable of receiving Reliable Broadband Service with speeds of not less than 100 Mbps for downloads and 20 Mbps for uploads with 95 percent of latency measurements during testing windows falling at or below 100 milliseconds round-trip time.
- The Authorized Organizational Representative certifies that at time of project closeout, grant funded connections to proposed Eligible Community Anchor Institutions shall be capable of delivering service at speeds not less than 1 Gigabit per second for downloads and 1 Gigabit per second for uploads with 95 percent of latency measurements during testing windows falling at or below 100 milliseconds round-trip time. Additionally, the subgrantee applicant certifies that these grant funded connections can be used to provide business data services, which refers to the dedicated point-to-point transmission of data at certain guaranteed speeds and service levels using high-capacity connections.

#### B. Project Timeline

- The Authorized Organizational Representative certifies that the submitted project timeline is accurate and that it will be capable of providing broadband service to each proposed BSL and CAI that desires service within the committed timeframe.
- The Authorized Organizational Representative certifies that applicant understands the BEAD NOFO requirement to begin service no more than 4 years after receiving subgrant funding.

#### C. Budget

- The Authorized Organizational Representative certifies that the submitted project cost estimate is accurate and encompasses all costs to be incurred by subgrantee applicant as part of the proposed project.

#### D. Permitting

- The Authorized Organizational Representative certifies that the applicant will obtain all necessary federal, state, and local governmental permits and required approvals necessary for the proposed work to be completed.

#### E. Environmental Compliance

- The Authorized Organizational Representative certifies it has no history of failure to comply with environmental and historical preservation requirements, to the extent applicable
- Inability to Certify: If unable to certify a track record of compliance, provide a detailed narrative and documentation regarding histories of challenges or compliance.

Click to Upload

## Narrative and History Regarding Environmental Non-Compliance

### F. Technical Requirements

- For Priority Broadband: The Authorized Organizational Representative certifies that the proposed project will rely entirely on fiber-optic technology to each end-user premises and will ensure that the network built by the project can easily scale speeds over time to meet the evolving connectivity needs of households and businesses and support the deployment of 5G, successor wireless technologies, and other advanced services. See Infrastructure Act § 60102(a)(2)(I).
- For Other Reliable Broadband: The Authorized Organizational Representative certifies the proposed project will deliver Reliable Broadband Service and will not rely on any network segment that is not compliant with reliable broadband technology (fiber, HFC, DSL, licensed fixed wireless).

### G. Financial

- The Authorized Organizational Representative certifies that the applicant has sufficient financial resources to provide the pledged matching funding as required by program rules.
- The Authorized Organizational Representative certifies that the applicant has financial resources to support all project costs necessary to complete the project, even if those costs exceed the amount of grant award and pledged matching funds.
- The Authorized Organizational Representative certifies that the applicant understands the program will use a reimbursement model, requiring subgrantees to commit resources to construct the network and begin service prior to receiving grant award funding as reimbursement for eligible expenses and/or upon completing key milestones as identified in a grant award agreement.

### H. Network Design

- The Authorized Organizational Representative certifies that any Funded Network deployment project that involves laying fiber-optic cables or conduit underground or along a roadway will include interspersed conduit access points at regular and short intervals for interconnection by unaffiliated entities.

### I. Compliance

- The Authorized Organizational Representative certifies that grant funds, whether directly or indirectly, will not be used to support or oppose collective bargaining.

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- The Authorized Organizational Representative certifies that the applicant is capable of carrying out and will carry out funded activities in a competent manner in compliance with all applicable Federal, State, Territorial, and local laws.
- The Authorized Organizational Representative certifies that the applicant intends to comply with and has no history of failure to comply with Build America Buy America (BABA), to the extent applicable.
- The Authorized Organizational Representative certifies that the applicant shall provide immediate written notice to OBAE if the prospective lower tier participant learns that its certification was erroneous when submitted or has become erroneous due to changed circumstances.
- The Authorized Organizational Representative certifies that the applicant agrees to comply with the requirements of 2 C.F.R. Parts 180, 1200 and 1326.
- The Authorized Organizational Representative certifies that by submitting this proposal, should the proposed covered transaction be entered into, subgrantee applicant shall not knowingly enter into any lower tier covered transaction (i.e., subgrant arrangement) with a person who is proposed for debarment under 48 C.F.R. Part 9, Subpart 9.4, debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the department or agency with which this transaction originated.
- The Authorized Organizational Representative certifies that by submitting this proposal, subgrantee application agrees it will include the clause titled "Instructions for Lower Tier Participant Certification" including the "Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion- Lower Tier Covered Transaction," without modification, in all lower tier covered transactions and in all solicitations for lower tier covered transactions and will require lower tier participants to comply with 2 C.F.R. Parts 180, 1200 and 1326.
- The Authorized Organizational Representative certifies that to the best of its knowledge and belief, applicant and its principals have not within a three-year period preceding this application/proposal had one or more public transactions (federal, state, local, or Eligible Entity) terminated for cause or default.
- The Authorized Organizational Representative certifies that, to the best of its knowledge and belief, applicant and its principals have not within a three-year period preceding this proposal been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction; violation of federal or Eligible Entity antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property.

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- The Authorized Organizational Representative certifies that to the best of its knowledge and belief, subgrantee applicant and its principals are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (federal, state, or local) with commission of any of the offenses enumerated in the question above.
- The Authorized Organizational Representative certifies that, to the best of its knowledge and belief, the applicant and its principals are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participating in covered transactions by any federal department or agency.
- The Authorized Organizational Representative certifies that the applicant understands Section 9 of the Secure and Trusted Communications Networks Act of 2019 (47 U.S.C. § 1608). By certifying, applicant indicates their understanding they may not use BEAD funding to purchase or support any covered communications equipment or service.
- The Authorized Organizational Representative certifies that the applicant agrees to abide by the non-discrimination requirements set forth by the BEAD NOFO and acknowledge that failure to do so may result in cancellation of any award and/or recoupment of funds already disbursed.
- The Authorized Organizational Representative certifies that the applicant understands that the certifications in this application are material representations of fact upon which reliance was placed when this transaction was entered into. If it is later determined that the subgrantee applicant knowingly rendered an erroneous certification, in addition to other remedies available to the federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension or debarment.

**END OF DOCUMENT**