January 22, 2019

Pacific Telecommunications Conference – PTC-19’
Honolulu, Hawaii

Delegates and Sponsors of the Pacific Telecommunications Conference:

The Quinault Indian Nation (QIN) cordially invites and welcomes you to our lands to participate in the first Transoceanic Cable landing on the Coast of Washington State since 1999. As a federally recognized sovereign Tribal Nation, we are excited to explore how our government, lands, and businesses enterprises can contribute to the success of this essential and exciting technological sector in ways that will increase the prosperity, security, and quality of life of our people as well as the people of the State of Washington.

High-speed Internet access is an essential tool for community economic development, emergency services, quality education programs, telemedicine, and equitable opportunities to rural areas. Critical infrastructure is key to increasing socio-economic developments, growing trade corridors, and building the Pacific Rim’s capacity for growth. Internet traffic demand between the United States and the Asia Pacific region is growing quickly, at rates of over 50% annually. These rates of growth are forecasted to continue for the foreseeable future. With the landing demands in California and Oregon continually growing, there is an opportunity to land transoceanic cables on the coast of Washington.

As you are aware, the Quinault Indian Nation directly owns and governs 23 miles of Pacific Ocean coastline. We propose that the coastline of the Quinault Indian Nation be considered as an ideal landing site, as well as an ideal location for related on-shore operations and submarine cable nexus. The Quinault Indian Nation is a unique partner for this Industry because it has ideal cable landing station property locations, minority business enterprise status, and sovereign governmental authority that allows access for direct routing and expedited permitting. The Nation has done its due diligence in completing a feasibility study and is in the process of completing a Go to Market Plan. Through consultation with a recognized industry veteran, work thus far has revealed that QIN’s partnership with this Industry should mitigate many challenges that other entities would experience.
The Vice-President of the Quinault Indian Nation, Tyson Johnston, is leading a delegation at this year’s PTC’19 to make this announcement to the industry.

As President of the Quinault Indian Nation, I am committed to developing an open-access vendor neutral solution that provides a welcoming and risk-averse landing solution for the submarine cable industry. Please know that the Quinault Indian Nation will work in partnership with you, to ensure the success of your project.

Please contact Jon Sutherland, Director of Technology, at (360) 276-8215 ext. 4412 or jon.sutherland@quinault.org for more information.

Sincerely,

Fawn R. Sharp, President
Quinault Indian Nation
FOR IMMEDIATE RELEASE
Quinault Nation positioned to join the technology industry

Pacific Ocean Undersea Cable Project
SubOptic 2019 – 8-11 April 2019

New Orleans, Louisiana – SubOptic2019 is a premier submarine telecoms conference that engages the global communications industry and provides attendees with a four-day platform to focus on planning, networking, and creating new opportunities. The Quinault Nation recently participated in the 2019 Pacific Telecommunications Council, where Vice President Tyson Johnston published a press release on behalf of President Fawn Sharp announcing that Quinault Nation is open for business and plans on building a Cable Landing Nexus on the Washington State coast.

A federally recognized sovereign tribal nation, the Quinault Nation is progressively pursuing major organizations involved in the pipes and platforms of information and communication technologies. “We are excited to explore how our government, lands, and business enterprises can contribute to the success of this essential and exciting technological sector in ways that will increase the prosperity, security, and quality of life of the Quinault people,” says President Sharp.

High-speed Internet access is an essential tool for community economic development, emergency services, quality education programs, telemedicine, and equitable opportunities to rural areas. Critical infrastructure is key to increasing socioeconomic development, thriving trade corridors, and making the Pacific Rim’s capacity scalable. The demand for secure Internet traffic between the United States and the Asia-Pacific region is quickly growing—at an annual rate of over 50%, and the growth is anticipated to continue in the future. With existing landing site locations in California and Oregon near or at capacity, and the challenges with permitting due to environmental regulations and cable congestion, the opportunity to build landing stations on the Washington State coast is attractive and necessary.

The Quinault Indian Nation directly governs 23 miles of Pacific Ocean coastline, and proposes that this coastline is considered as an ideal landing site for this critical infrastructure. The Quinault Nation is a unique partner for this industry because of its suitable property locations, minority business enterprise status, and sovereign governmental authority that allows access for direct routing and expedited permitting.

The Nation has done its due diligence by completing a feasibility study. In partnership with its strategic consultant, Joel Ogren of ACA International, Quinault Nation recently created a Go-to-Market strategy, and is in the process of preparing a Project Development Plan. Through consultation, and newly formed alliances with the State of Washington Department of Commerce, Westin Building Exchange, and others tied to the Cascadia Pacific Alliance, work thus far has revealed that Quinault Nation’s partnership with this industry should mitigate many challenges that other entities would experience.

President, Fawn Sharp closed her letter of invitation to the delegates and sponsors of PTC’19 by saying, “As President of the Quinault Indian Nation, I am committed to ensuring we will give full and timely consideration to all landing requests. Please know that the Quinault Indian Nation will work in partnership with you, as an undersea cable operator, to ensure the success of your project once approved.”

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Please contact Jon Sutherland, Director of Technology, for additional information.
email: oceanfiber@quinault.org

www.quinaultindiannation.com/oceanfiber.pdf
The State of Washington / Quinault Indian Nation

Transoceanic Cable Landing Opportunity/Washington State