Broadband Florida Q4 2012 PPR Report Details
Project Attachment – Technical Assistance (Grants)

Question 2. Describe your progress meeting each major activity/milestone approved in the Project Plan for this project; any challenges or obstacles encountered and mitigation strategies you have employed; planned major activities for the next quarter; and any additional project milestones or information.

Planned Major Activities and Mitigation Strategies for the Next Quarter

The Broadband Florida Grants and Resource Development Team had a successful year in 2012. We provided grants assistance to proposals that included 40 Community Anchor Institutions who applied for over $30 Million dollars in broadband-related grant funds. Almost $5 million dollars of cost share matching funds were raised for the proposals. The challenges and obstacles we faced providing grants assistance was our partners' varying levels of skill, commitment, and interest in writing winning grants proposals.

As part of our overall assessment, Broadband Florida evaluated the impact of the grants assistance team. We determined, in order to be more successful, the team needed a more narrow focus and additional control over the grant and resource development process. Thus we propose the following mitigation strategies to increase measurable results in meeting the deliverables within the approved scope of work listed in Table 1.

Mitigation Strategies:
1. Narrow the focus from all community anchor institutions (CAIs) to healthcare and education broadband-related resource development
    a. Healthcare: Focus on Universal Service Fund (USF) supported healthcare programs
        i. Assist applicants in determining which program (the new program v. the traditional funding model) provides the most resources
        ii. Provide application assistance
    b. Education: Focus on any funding available to enhance infrastructure or broadband services for educational institutions
2. Focus on project development and resource development assistance

Fourth Quarter Major Accomplishments

The remainder of the Fourth Quarter report for the grants and resource development section will describe performance on the scope of work over the last quarter and year. Following that assessment are new measures associated with the mitigation strategies listed above. These performance measures will be measured going forward until they are refined to address unforeseen challenges. The following section reports the Broadband Florida Grants Assistance team quarterly deliverables (Table 1).

Table 1: Grant Deliverables for the Grants Assistance Team from the NTIA Grant Scope
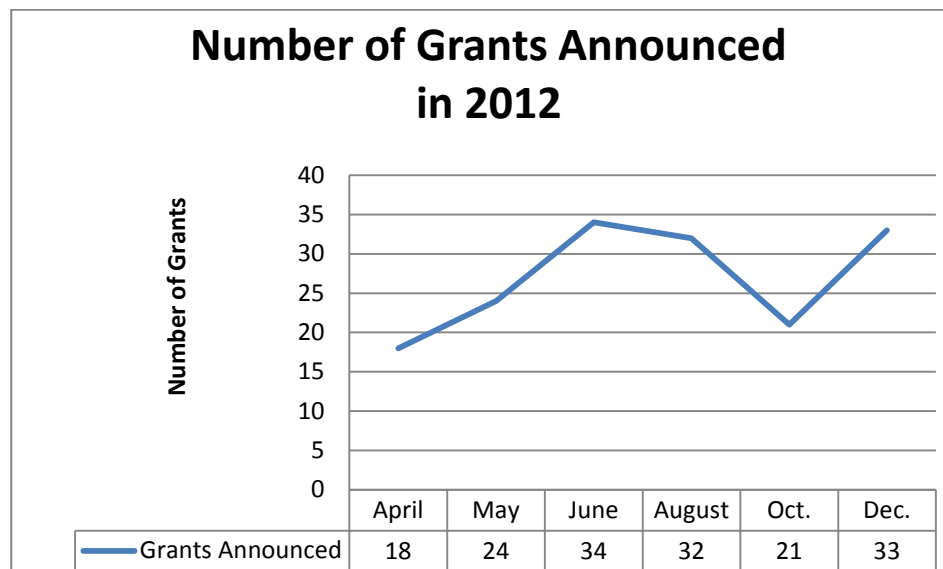
1. Research, Review and documentation of Homeland Security DHS, NG911, National Science Foundation NSF, Health Care Information Exchange and Information Network HIE/HIN, Grants.gov, FCC, Universal Service Fund, Smart Grid, Libraries, Education and Economic Development based funding programs
2. Determine Community Anchor Institutional grant applicants and needs
3. Communicate grant opportunities to stakeholders
4. Provide technical assistance and program management support to grant applicants
5. Incorporate grant program research results into grant database and web portal
6. Provide quarterly report and newsletter to stakeholders of quarter activities and results
7. Continue Grant Program outreach and awareness building with public and private institutions
8. Grant program Training to Community Anchor Institutions
9. Document funding program requirements for applicants

Research, Review and Document Federal Funding Programs

Federal grants opportunities are announced through an email newsletter and more recently through Microsoft Office. Figure 1 shows the number of grants announced in each newsletter. Available grants follow an annual cycle that coincides with federal budget appropriations to federal programs. Twenty-one relevant grants were announced during September and October of 2012, while 22 were announced in December.

Next quarter, the team will begin tracking grant announcements differently as there will be a heavy focus on the USF. There are a finite number of institutions that are eligible to receive USF funding in the state of Florida. We will focus on the 13 rural non-profit hospitals that meet eligibility requirements for the USF healthcare programs next quarter. Outreach will include phone calls, emails, visits, webinars, and application assistance.

Figure 1. Number of Grants Announced

Number of Grants Announced in 2012

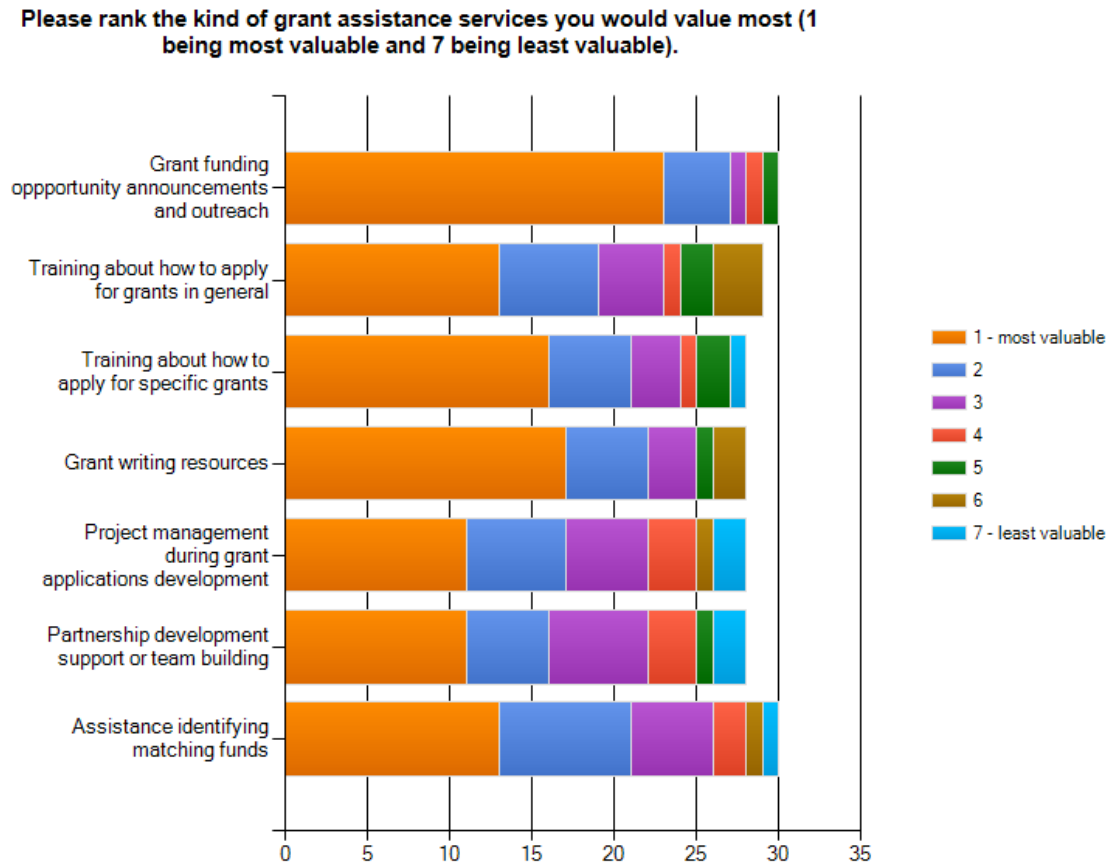|	April	May	June	August	Oct.	Dec.
Grants Announced	18	24	34	32	21	33

*Grants announced through Microsoft Outlook

Determine Community Anchor Institutional (CAI) Grant Applicants and Needs

Our newsletters and website encourage CAIs to fill out a needs assessment web form to help us gauge the interest and needs of potential applicants. Figure 2 shows the results from the ongoing needs assessment. "Receiving grant opportunity announcements" is reported as the most desired service from the team. The next most sought after service is grant writing resources, including project management, partner identification, and editing and writing. Training on specific grants is the third most requested service.

In the next Quarter, a new needs assessment will be developed for the 13 rural non-profit hospitals and identified educational institutions in need of broadband infrastructure or services.

Figure 2. Grants Assistance Needs Assessment February through December 2012

Please rank the kind of grant assistance services you would value most (1 being most valuable and 7 being least valuable).

Communicate Grant Opportunities to Stakeholders

In the Fourth Quarter, the team provided several presentations and a webinar on the USDA Community Connect Grant opportunity. The Grants team worked with the Mapping team to run a query to identify communities with an up or down broadband speed of less than 200 kbps with a population of less than 2000 residents. These towns are the most likely to win a Community Connect grant given the scoring criteria. The Webinar on the grant focused on assisting these communities to apply for the grant. The outreach occurred eight months prior to the grant due date to ensure that communities have plenty of time to develop a thorough application.

The newsletter is one of the tools for awareness and outreach used by the team. Figure 3 shows the growth in CAI contacts from February to December 2012. Over that time period, the number of contacts rose from 76 to 995 CAIs. The number of contacts fluctuates as people subscribe and unsubscribe to the newsletter. Sending mail merge email announcements to select contacts for specific grant opportunities provides another means of reaching out to CAI contacts. Other outreach activities include networking at meetings and conferences.

Figure 3. Growth in Grants Team's CAI contacts from February through August 2012

Growth in Community Anchor Institution Contacts

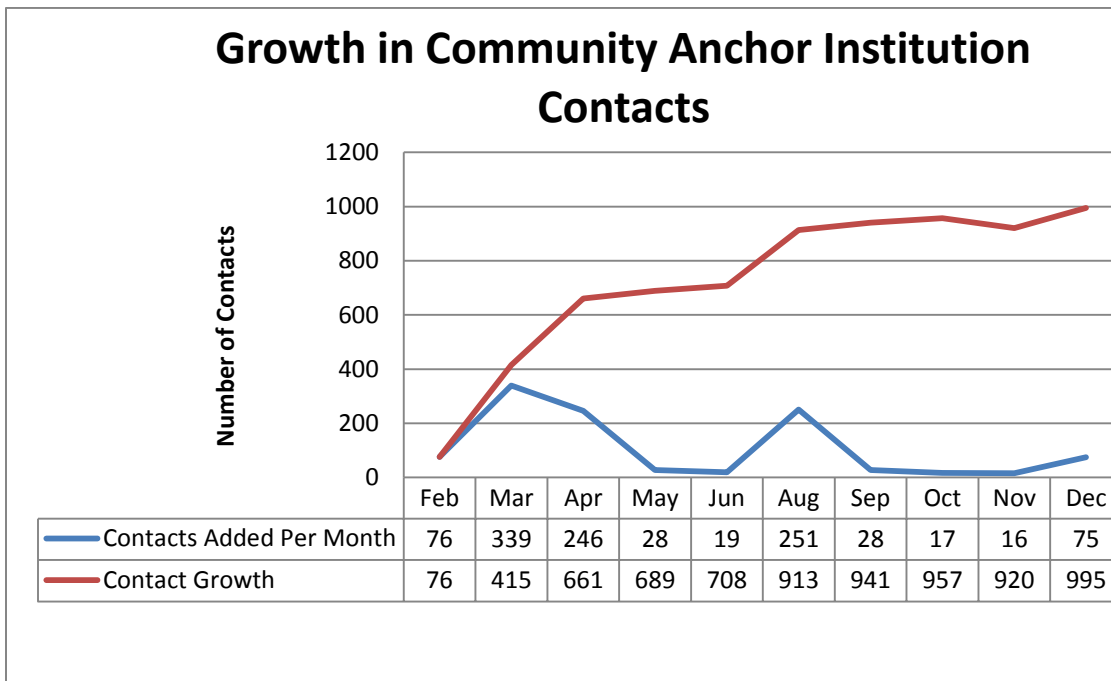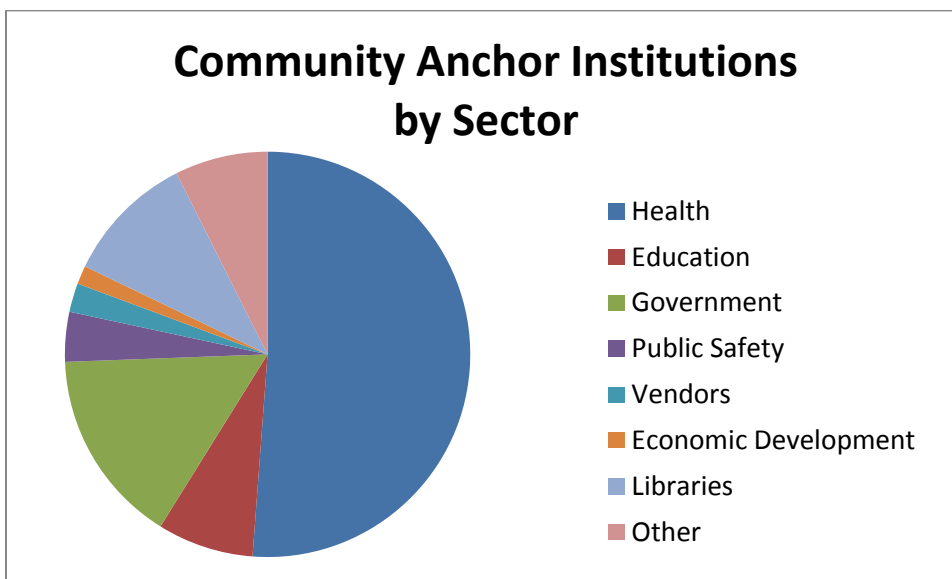|	Feb	Mar	Apr	May	Jun	Aug	Sep	Oct	Nov	Dec
Contacts Added Per Month	76	339	246	28	19	251	28	17	16	75
Contact Growth	76	415	661	689	708	913	941	957	920	995

Figure 4 shows the types of CAIs in the Grant Assistance contact list. Just over 50 percent of the contacts are in the healthcare sector. In the next quarter, we will continue our focused outreach to healthcare and education. Library, public safety, and vendors will be eliminated from our regular outreach. We will keep their contact information on file to contact them if needed.

Figure 4. Community Anchor Institutions by Sector

Community Anchor Institutions by Sector

- Health
- Education
- Government
- Public Safety
- Vendors
- Economic Development
- Libraries
- Other

Provide Technical Assistance and Program Management Support to Grant Applicants

In the fourth quarter, the team assisted on three grant applications. The specific applicants and amounts are listed in Table 2. The funding programs included:

Race to the Top - District (RTTD)
Race to the Top - District competition will encourage and reward those local educational agencies (LEAs) or consortia of LEAs that have the leadership and vision to implement the strategies, structures, and systems needed to implement personalized, student-focused approaches to learning and teaching that will produce excellence and ensure equity for all students. This grant will enhance college and vocation preparation programs by expanding virtual schools.

Rural Health Network Development Planning Grant
The Rural Health Network Development Planning Grant (Network Planning) program is authorized by the Public Health Service Act. The purpose of this program is to expand access to, coordinate and improve the quality of essential healthcare services and enhance the delivery of healthcare, in rural areas. The Network Planning program provides one-year grants to support the planning and development of a formal healthcare network to improve healthcare delivery in rural areas. This program provides one-year grants up to $85,000 and allows applicants to develop a business or strategic plan, conduct a needs assessment, conduct health information technology readiness, and ultimately form a network. The grant will seek to develop a telehealth network.

NSF Advanced Technological Education
With an emphasis on two-year colleges, the Advanced Technological Education (ATE) program focuses on the education of technicians for the high-technology fields that drive our nation's economy. The program involves partnerships between academic institutions and employers to promote improvement in the education of science and engineering technicians at the undergraduate and secondary school levels. The ATE program supports curriculum development; professional development of college faculty and secondary school teachers; career pathways to two-year colleges from secondary schools and from two-year colleges to four-year institutions; and other activities. Another goal is articulation between two-year and four-year programs for K-12 prospective teachers that focus on technological education. The program provides $1,500,000 for three years. This grant is for information and communications technology workforce training in rural Florida community colleges.

Next quarter, the team will assist healthcare providers obtain funding from the following two programs at a minimum:

Universal Service Fund Rural Health Care Program
The Rural Health Care Program ensures that rural healthcare providers (HCPs) can obtain telecommunications at rates comparable to urban providers. The program offers ways to connect HCPs and patients, allowing people access to the healthcare they need, when they need it. The RHC Program disbursed $81.5 million in 2011, but Florida only received $314,000. Florida received 0.3% of the total distributed. The Rural Healthcare Program is the legacy USF program and in can potentially provide a larger discount than the new Healthcare Connect fund (described below). The application process requires more administrative time than the new program and does not allow urban hospitals to participate which the new plan also allows.

Universal Service Fund Healthcare Connect Program

The Federal Communications Commission (FCC) released an order establishing a new Healthcare Connect Fund as part of a reform to the Internet portion of the traditional Rural Healthcare Program.   The new fund will pay for 65 percent of telecommunications costs at eligible hospitals and is designed to help expand access by connecting healthcare providers to broadband networks needed for delivery of telemedicine by:

- Removing artificial limitations on technology and provider type,
- Encouraging consortia between smaller rural healthcare providers and urban medical centers to enable remote hospitals and clinics to draw on the medical, technical, and administrative resources of larger providers,
- Requiring participants to contribute 35 percent of the costs, while affording healthcare providers access to lower rates through group buying,
- Supporting broadband services purchased from diverse communications providers, while also allowing healthcare providers to construct new broadband networks when that is the most cost-effective option, and
- Covering upgrades to higher speed service required for healthcare applications.

The team will help eligible applicants decide which USF program provides the most value.

For Education, the team will discuss infrastructure projects with various telecommunications industry foundations in an effort to bring bandwidth to disadvantaged schools and districts.

Incorporate Grant Program Research Results into Grant Database and Web Portal

The team is fully engaged in building a portal to host the grants database, facilitate outreach, store recorded webinars, and enable newsletter subscription. The portal is expected to go live by the second quarter.

Continue Grant Program Outreach and Awareness Building with Public and Private Institutions

In the next quarter, the team will add additional services to the team's offerings. It will reach out to rural hospitals to assist them in applying for the Universal Service Fund's Rural HealthCare program. The team will also assist in determining the best network solution to meet the needs of the applicant. The team will be working with Doctors Memorial in Perry Florida and Madison County Memorial Hospital in Madison Florida.

Grant Program Training to Community Anchor Institutions

In the fourth quarter, the team offered three webinars. One webinar was presented to 28 attendees on the USDA Community Connect Grant. Another webinar entitled "Using Vendors to Write Equipment Grants" was offered to 81 attendees on December 4, 2012. The presenters included Chyrese Ductan of Cisco and Jeff Barlow and Elizabeth Burton of Polycom.

The grants team assisted CAIs in applying for a total of $30 Million in the last year. Table 2 shows the grant assistance activity for 2012.

Table 2. Grants Applied for in Quarter 1, 2, 3, and 4 of 2012 by the Broadband Florida Grants Assistance Team

Budget Request	Win Y=1, N=0	Assist Y=1, N=0	Lead PI	Funding Opportunity Title	Funding Agency	Solicitation Number	Total Cost Share	# of Cost Share Providers
Q1, 2012								
$1,000,000	0	1	Florida Partnership for Telehealth	HRSA 12-092 Telehealth Network Grant	HRSA	HRSA 12-092	$350,068	3
Q1, 2012 Subtotal								
$1,000,000	0	1					$350,068	3
Q2, 2012								
$300,000	0	1	Doctors Memorial, Perry Florida	Blue Cross Blue Shield Impact Grant	Blue Cross Blue Shield		$0	0
$300,000	0	1	Jefferson Madison Health Department	Blue Cross Blue Shield Impact Grant	Blue Cross Blue Shield		$0	0
Q2, 2012 Subtotal								
$600,000	0	2					0	0

Budget Request	Win Y=1, N=0	Assist Y=1, N=0	Lead PI	Funding Opportunity Title	Funding Agency	Solicitation Number	Total Cost Share	# of Cost Share Providers
Q3, 2012								
$2,067,000	0	1	FSU	Advanced Manufacturing Jobs etc.	EDA, DOE, NIST, SBA	CFDA Numbers: 11.307	$850,000	16
$1,000,000	0	1	FSU	2012 I6 Challenge	EDA	CFDA Number: 11.307	$2,100,000	5
$4,271,438	0	1	Big Bend Rural Health Network	CDC Community Transformation Grant	CDC/PPHF	CFDA Number: 93.737	$1,587,920	6
Q3, 2012 Subtotal								
$7,338,438	0	3					$4,537,920	27
Q4, 2012								
$85,000	0	1	Doctors Memorial, Perry Florida	HRSA Rural Health Network Planning Grant	HRSA	CFDA #: 93.912	$52,340	5
$1,500,000	0	1	FSU Information Institute	NSF Advanced Technology Education	NSF	NSF 11-692	Prohibited	0
$20,000,000	0	1	Leon County Schools with 4 rural counties	Race the Top District	DOE	84.416, ED-GRANTS-081612-001	$0	5
Q4, 2012 Subtotal								
$21,585,000	0	3					$52,340	10
Grand Total								
$30,523,438	0	9					$4,940,328	40