

**Broadband Florida Q2 2013 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

Due to personnel changes, the Broadband Florida Grants and Resource Development Team adjusted strategies for the remainder of this year. Our primary focus is on broadband-related resource development for healthcare community anchor institutions. Specifically, the team will maximize Universal Service Fund (USF) supported healthcare programs and will assist applicants in applying for the new HealthCare Connect Fund. The team will no longer focus on education. The team's goal is to return the maximum amount of Universal Service funding into Florida for healthcare providers. We will hire a new staff member next quarter.

Second Quarter Major Accomplishments

During the second quarter of 2013, the team conducted outreach to eligible healthcare providers for the Universal Service Healthcare Connect Fund. The Florida Department of Health, Florida State University College of Medicine, and Weems Memorial Hospital verbally agreed to participate in the state's consortium application for funding. With these institutions alone, an estimated total of 450 health care provider sites will be included in the consortium application. A Letter of Agency will be provided to these institutions to begin the application process after the Universal Service Administration Company approves the letter.

Deliverables

The remainder of the second quarter report describes performance based on the above scope of work. These performance measures are tracked and occasionally refined to address unforeseen challenges. The quarterly deliverables are listed in 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

The team refined and is automating the research, review, and documentation of federal funding programs. The Team currently focuses heavily on developing and implementing applications for the Universal Service Healthcare Connect fund. The analysis determined that this focus would provide the best return on the amount of time invested. The Portal will serve as our major outreach tool in the coming quarters. The Portal was further developed and will be employing APIs offered by major funding sources to automatically update and provide funding information to community anchor institutions. Regular outreach continues with phone calls, emails, stakeholder meetings, webinars, and application assistance. The team reported outreach for the first and second quarter in Table 2.

Table 2: Grants and Resource Development Team Outreach, Quarters 1 and 2.

	Q1	Q2
Stakeholder Meeting Attendance	65	73
Personal Calls	278	341
Emails	733	659
Executed Outreach Campaigns	13	29
Webinars	6	15
Application & Resource Development Assistance	10	94
Total	1,111	1,211

Determination of Community Anchor Institution Needs

The team tried several different strategies to determine the needs of our target organizations. After an attempt to work with the Florida Regional Planning Councils to lead a statewide consortium that did not materialize, our Team decided to lead the consortium. Our first targets are public entities that have health care providers using the state's enterprise telecommunications system operating under the brand name SUNCOM. The Florida Department of Health is our biggest client with potentially 426 health care sites. The Florida State University College of Medicine has nine sites and Weems Memorial Hospital in Franklin County has four sites. We conducted an initial needs assessment for these sites and determined their broadband speeds. Forty-five percent of the Health Department sites have only 1.5 megabits per second broadband speeds. We are gathering qualitative information about County Health Departments that do not have enough bandwidth to send and receive electronic medical records. As we apply for funding for all of the organizations on SUNCOM, we will assess their speeds and evaluate if more bandwidth is needed.

As part of the effort to initiate a statewide consortium and assess needs, structured interviews were conducted with Universal Service Rural Health Care Pilot Projects. Table 2 shows the pertinent findings from the interviews. The most interesting correlation found was when pilot projects developed from a demand-side model, the project cost less to administer. Whereas the models that pushed the projects to health care providers, or supply-side models, tended to have higher administrative costs and a larger number of employees. This is because the supply models spent a large amount of time educating and marketing to health care providers. In the demand models, the providers already wanted the electronic broadband networks and found the means to implement the projects with in-kind resources. The Team estimates that Florida is more similar to the supply models pushing marketing and outreach to health care providers who are not actively demanding interconnected broadband services.

Table 2: Findings from Structure Interviews with Universal Service Rural Health Care Pilot Projects.

	Oregon	Iowa	Montana	Alabama
Model	Supply	Supply	Demand	Demand
Administration Costs	Between \$2000 - \$6000 per clinic; \$4000 to \$40,000 per hospital	\$8400 - \$5220 fee plus \$3180 for an equipment depreciation fund for buying new equipment	Self-pay, plus hired consultant for ~\$10,000 Annually	Self-pay, plus hired consultant
Administration Time	6 full-time positions		6 hours per month	1 hour per month
Network type	Created a Large Network	Used Suncom-Like Network	Connected Existing Networks	Created a Small Network

In the first quarter, we planned to address the unmet broadband needs of educational institutions. However, since the first quarter, the policy environment for schools and libraries changed. The President announced "ConnectED: President Obama's Plan for Connecting All Schools to the Digital

Age.” This program, that does not have to be approved by Congress, will connect 99 percent of America’s students to broadband and high-speed wireless in their schools and libraries within 5 years. Therefore, the Team suspended work on assisting a foundation to acquire an endowment to pay for broadband not funded through the Universal Service Fund Schools and Libraries Program (E-rate).

Next quarter, the Team is conducting outreach to The Florida Departments of Corrections, Elder Affairs, Children and Families, Juvenile Justice, and the Agency for Persons with Disabilities to identify potential health care providers to join the consortium.

Communicate Grant Opportunities to Stakeholders

In the Second Quarter, the Team determined that we should lead the statewide consortium and communicate directly with stakeholders. Since then, the Team communicated the benefits of the HealthCare Connect Fund to the Florida Departments of Health and Corrections, Florida State University College of Medicine and Weems Memorial Hospital. In the next quarter, we will communicate with the Florida Departments of Elder Affairs, Children and Families, Juvenile Justice and the Agency for Persons with Disabilities.

As mentioned in the previous section, the Team suspended work with the schools and libraries foundation pending the new ConnectED project.

Provide Technical Assistance and Program Management Support to Grant Applicants

In the second quarter, the Team assisted on two funding programs that included:

Universal Service HealthCare Connect Fund

The team submitted a Letter of Agency template to USAC for review. Once approved, we will supply the letter template to organizations that have verbally agreed to participate. These include:

1. Florida Department of Health
2. Florida State University College of Medicine
3. Weems Memorial Hospital

USDA Community Connect Grant

The Team provided funding development assistance to the Grace Fellowship Church in West Palm Beach, Florida, who was seeking to lead a multi-community consortium application. The Team had several conversations with the organization about the grant opportunity. However, the organization declined to apply for the USDA RUS Community Connect grant. The team researched and offered additional funding opportunities and programs relevant to broadband access and digital literacy education.

Next Quarter:

Although the HealthCare Connect Fund officially begins July 1, 2013, the portal to register will not be operational until later in the summer. We will continue working with potential consortium members and register them. After the portal opens, the Team will begin submitting Forms 460 on behalf of members. Funding is expected to begin in January 2014.

The Broadband Florida portal website and web-based tools will continue to be a priority for the Team. We are conducting training and hiring interns to help update and manage the portal.

Incorporate Grant Program Research Results into Grant Database and Broadband Florida Initiative Web Portal

The Team is fully engaged in building a portal to host the grants database, facilitate outreach, store recorded webinars, and enable outreach subscription and dissemination. The portal is expected to go “live” in the third quarter.

The Team is working with a vendor to offer a funding opportunity search function. We are also exploring other API-based functionalities that support funding application development. Additionally, the Team worked with Broadband Florida Initiative staff to develop a custom interface and tools to support application development in a client relationship management system. We also began exploring integrating the system with the portal site.

For sustainability, we began evaluating options for engaging innovative, expert talent for future portal site development. We are also considering how to integrate new web-based tools and emerging opportunities to better support broadband deployment and adoption.

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

The Team is developing marketing material for the Healthcare Connect Fund. These include brochures, letters of agency and form templates, and other necessary documents.

Grant Program Training to Community Anchor Institutions

The Team will attend the HealthCare Connect training session in Washington DC in September. As the Fund develops, so will our training and outreach.