

| <b>Submitted Date:</b> 3/15/2010 3:58:12 PM                      | Easygrants ID: 5426             |
|--|---------------------------------|
| Funding Opportunity: Sustainable Broadband                       | Applicant Organization:         |
| Adoption   | TAMPA HOUSING AUTHORITY         |
| <b>Task:</b> Submit Application - Sustainable Broadband Adoption | Applicant Name: Mr. Leroy Moore |

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# A. General Application Information

| Applicant Information             |                         |
|-----------------------------------|-------------------------|
| Name and Federal ID for Applicant |                         |
| DUNS Number                       | 025637356               |
| CCR # (CAGE)                      | 39ET5                   |
| Legal Business Name               | TAMPA HOUSING AUTHORITY |
| Point of Contact (POC)            | STEPHANIE BROWN-GILMORE |
|                                   | 8132530551              |
|                                   | Ext. 138                |
|                                   | stephanieb@thafl.com    |
| Alternate POC                     | SUZAN MCINTYRE          |
|                                   | 8132530551              |
|                                   | Ext. 328                |
|                                   | suzanm@thafl.com        |
| <b>Electronic Business POC</b>    | KEVIN JANES             |
|                                   | 8132530551              |
|                                   | Ext. 282                |
|                                   | kevinj@thafl.com        |
| Alternate Electronic Business     | STEPHANIE BROWN-GILMORE |
| POC                               | 8132530551              |
|                                   | Ext. 244                |
|                                   | stephanieb@thafl.com    |

| Name and Contact Information of Person to be Contacted on Matters Involving this Application: |       |
|---|-------|
| Prefix  | Mr.   |
| First Name  | Leroy |
| Middle Name   |       |
| Last Name   | Moore |



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| Suffix           |                           |
|------------------|---------------------------|
| Telephone Number | 813-253-0551              |
| Fax Number       |                           |
| Email            | leroym@thafl.com          |
| Title            | Senior Vice President/COO |

## Additional Contact Information of Person to be Contacted on Matters Involving this Application:

| Project Role               | Name          | Phone      | Email           |
|----------------------------|---------------|------------|-----------------|
| Other Contact              | Dr.           | 5122941926 | tracyeilers1@gm |
|                            | Tracy, Eilers |            | ail.com         |
|                            |               |            |                 |
| Secondary Point of Contact |               | 8132530551 | leroym@thafl.co |
|                            | Leroy, Moore  |            | m               |
|                            |               |            |                 |

| Other Required Identification Numbers |   |
|---------------------------------------|---|
| Easygrants ID                         | 5426  |
| <b>Funding Opportunity Number</b>     | 500001  |
| Catalog of Federal Domestic           | BTOP CFDA Number: 11.557                                    |
| Assistance Number                     | BTOP CFDA Title: Broadband Technology Opportunities Program |

| Organization Classification  |       |
|--|-------|
| Type of Organization   | Other |
| Is the organization a small business?  | No    |
| Does the organization meet the definition of a socially and economically disadvantaged small business concern? | No    |



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| Authorized Organizational Representative |                          |
|--|--------------------------|
| AOR                                      | BROWN-GILMORE, STEPHANIE |
| Result                                   | <select></select>        |

#### **Project Title and Project Description**

Project Title: AccessALL Tampa

**Project Description**: Access ALL Tampa creates technologically smart communities within 23 public housing communities (3,430 households) while creating a minimum of 12 jobs. Access ALL Tampa will increase, and maintain, sustainable subscription rates for broadband services, deliver comprehensive computer training and create sustainable employment through comprehensive education, employment and computer training programs.

#### **Other Applications**

Is this application being submitted in coordination with any other application being submitted during this round of funding?

#### No

| Easygrants ID | Project Title |
|---------------|---------------|
|               |               |

If YES, please explain any synergies and/or dependencies between this project and any other applications.

Is the Applicant exempt from the Department of Commerce requirements regarding individual background screening in connection with any award resulting from this Application?

No, Applicant is subject to these requirements

If the answer to the above question is "No," please identify each key individual associated with the Applicant who would be required to complete Form CD-346, "Applicant for Funding Assistance," in connection with any award resulting from this Application:



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| Name                        | Title       | Employer      |
|-----------------------------|-------------|---------------|
| Leroy Moore                 | VP/CFO      | Tampa Housing |
| Stephanie Brown-<br>Gilmore | Director    | Tampa Housing |
| Kevin Janes                 | Director IT | Tampa Housing |
| Cherrie Smith               | A+1 Trainer | Tampa Housing |

# B. Executive Summary, Project Purpose and Benefits

#### **Essay Question**

#### **Executive Summary of the proposed project:**

The Tampa Housing Authority, along with 15 partner organizations, and support from Senator Bill Nelson, Congresswoman Kathy Castor and Tampa Mayor Pam Iorio, has created AccessALL Tampa, a project that creates technologically smart communities within 23 public housing communities (3,430 housing units / more than 7,000 residents) while creating a minimum of 12 directs jobs and increasing the employability of hundreds of residents. This population represents a vulnerable population. This project meets the 30% match threshold, with 8% of the match in cash. AccessALL Tampa will increase, and maintain, sustainable subscription rates for broadband services in public housing; implement a Pilot Initiative where computers are installed as appliances in 513 households within self-sufficiency communities, deliver comprehensive computer and digital literacy training to a minimum of 1,445 subscribers; implement a subsidized computer purchase initiative for 1,000 subscribers; provide access to another 1,000 computers at \$125 each; and develop a resident services website focusing on employment, education, job training and health care initiatives. Tampa Housing Authority is partnering with Bright House Networks who has guaranteed a 59% cost reduction from the monthly market rate for a five (5) year period. This discount, along with the comprehensive job training and education initiative (provided in-kind), as well as the computer and digital literacy



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initiative, creates the ability for residents to sustain the service after the 3-year period. The comprehensive needs of very low and low income vulnerable populations require that this broadband initiative be coupled with comprehensive self sufficiency efforts.

There are several components to this project:

- 1. Install modems and 'turn on' Broadband access to 3,340 units
- 2. Install 513 computers in the Technologically Smart Communities (Pilot Program)
- 3. Conduct Outreach and Awareness Initiative
- 4. Implement Training for a minimum of 1,445 residents
  - A+1 Certification
  - Web 101 (6 hour class, each class will include a total of 15 residents at a time)
  - Basic Computing & Internet (30 hours of training, 15 weeks, 15 per class)
  - Computer Training (20 hour class)
  - Online Computer Curriculum for youth and teens (self paced)
- 5. Low Cost Computer Purchase A total of 2,000 refurbished computers (Pentium 4s running Windows XP, some could run Vista or Windows 7, are being made available for this program. These computers cost \$125 each. A total of 1,000 computers will be available through a subsidy program (i.e. the grant pays for \$50 of the cost, the resident pays \$75). An additional 1,000 will be made available to the resident population for the full cost of \$125. A year of maintenance will be provided at no cost the owner.
- 6. Job Creation 12 jobs Tampa Housing has partnered with Computer Mentors, REY Enterprises, LLC (a small minority business) and Interface Network Systems to create 12 computer technician internships that will result in gainful employment.
- 7. Comprehensive Education, Employment, Training and Supportive Services Initiatives This program component includes extensive job training, job search, computer training, online GED, ESOL classes, life skills, health care, child care (so that residents can participate in job training, employment and educational activities) and access to a variety of facilities. With a total of 15 partner organizations, a full scope of services will be offered.
- 8. AccessALL Tampa Website A host of information will be made available through this website. Partner agencies will be involved in its development. Information available will include:



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- Community News, Alerts and Services (information regarding rent, lease recertification, hurricane evacuation plans, community activities, maintenance work orders, scheduling of community facilities, Resident Council meetings and contact information, Food Stamps, Social Security, bus schedules, seminars, a centralized community calendar and domestic violence information.)
- Education (adult Education, GED, connection to public online tutorials, ESOL, computer training, online classes, public school system bus schedules)
- Health Care (connection to community health clinic activities, health fairs, Medicaid, Medicare, nutrition, weight management, anger management, depression, life skills and a variety of health and wellness education)
- Employment, Job Training and Apprenticeship (overview of programs, eligibility determination, application, scheduling, announcements, online job training, job search, job postings, etc)
- Youth Activities (community activities, registration processes, schedules, child care activities)
- Financial (access to credit repair classes/information, credit reports, banking) Community Businesses (community information, business opportunities)

This truly represents an innovative cutting edge initiative targeting the poorest of the poor, while meeting the Broadband Technology Opportunities Program goals and objectives. This approach is innovative because:

- The Tampa Housing Authority is one of the first public housing authorities to implement the vision of technologically smart communities in public housing and establish broadband as an amenity
- 15 community organizations (schools, health care organizations, nonprofit organizations, government departments, and businesses) have come together to implement this program
- This initiative will significantly enhance the ability of public housing residents to increase education and employment levels by bridging the digital divide
- The approach leverages stimulus dollars and provides a cash match



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The Tampa Housing Authority is requesting \$3,383,608 over the 3-year period. This represents a \$986 investment per family, to provide long-term sustainable broadband service, comprehensive computer and digital literacy training., create 12 jobs, and provide a comprehensive program that will allow residents to improve their financial stability. The long term impact is certainly deserving of a \$986 investment per family. In addition, the program is more than 100% leveraged with the critical services necessary to help obtain sustainability. This program has a program match of \$4,089,371 provided by 16 organizations (Tampa Housing and its partner organizations).

#### **Project purpose:**

Problem/Solution: Tampa Housing has over 7,000 low income residents in 23 public housing communities. Residents are disconnected from the technological world simply because they cannot afford broadband Internet service. All of these residents live at or below the Federal Poverty Level. The market rate for service in the Tampa area begins at \$44.95 per month. For families struggling to provide food for their children, Internet at the market rate is a luxury they cannot afford. In this day and age, the lack of computer access creates barriers to employment, education, job training, job search, school programs for the kids, communication with teachers, health care and real time information. The Director of Adult Education for Hillsborough County stated "my dilemma as an administrator is that as we move to more online classes, public housing residents get left behind...they have fewer opportunities to participate in GED, Adult Education and ESOL programs, in-person classes are going the way of the dinosaurs" (2009).

For the youth, there are barriers to doing research for school projects online, looking up assignments and test study guides, creating presentations for class, programs and skills that have become basic in the classroom. There are similar barriers to accessing information for health care as well as community, financial and housing related information.

Many vulnerable populations have these barriers. With this population, being poor is the primary barrier to health care, education, a living wage employment, child care, and basic internet access. What makes AccessALL Tampa an effective solution is its ability to serve as a catalyst and effectively make a long term positive impact on the lives of low income individuals, families and children residing in public housing. AccessALL Tampa will increase employment opportunities and ultimately raise the income of public housing residents.



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The Tampa Housing Authority laid the groundwork for AccessALL Tampa in 2006 when the fiber was laid to all 23 public housing communities in an effort to bridge the digital divide for those living in poverty. Funds do not exist, however, to implement the core components of this project: 1) turning on Internet service; 2) purchasing computers for the Pilot Program; and 3) Implementing far reaching computer and digital literacy awareness and training. Funds do exist for AccessALL Tampa, through extensive community collaborations, for the supportive services necessary to provide wrap-around education, employment and service initiatives designed to improve financial stability. This supportive services component is imperative for the sustainability component. This effort will provide 3-years of Internet Services where members of this vulnerable population will learn the benefits of Broadband, how to access information in an effective manner, increase computer skills, be provided with opportunities to improve education, employment and health, purchase low cost computers, and effectively be able to sustain the \$18.35 cost for the service at the end of the 3-year period.

AccessALL has the ability to be replicated among other similar vulnerable populations. But, without the one-time BTOP funds to actually implement the program in full capacity, AccessAll cannot move forward.

BTOP Statutory Purpose: AccessALL Tampa specifically meets BTOP statutory purposes #3 (provide education, awareness, training, access, equipment and support to community anchor institutions, job-creating strategic facilities and vulnerable populations); and #5 (stimulate demand for broadband, economic growth and job creation). AccessALL Tampa will provide education, training, awareness, access, equipment and support to vulnerable populations. Through the course of the grant, the program is designed to stimulate demand, and thus sustainability, for broadband service. Specifically, the program includes:

- 1. Turn on Broadband access to 3,340 units
- 2. Install 513 computers in the Technologically Smart Communities (Pilot Program)
- 3. Conduct Outreach and Awareness Initiative
- 4. Implement Training for a minimum of 1,445 residents
- 5. Low Cost Computer Purchase
- 6. Job Creation Initiatve 12 jobs
- 7. Comprehensive Education, Employment, Training and Supportive Services Initiative
- 8. AccessALL Tampa Website



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#### **Recovery Act and Other Governmental Collaboration:**

Tampa Housing Authority received \$10,540,573 in Capital Fund Formula Recovery grant funding from the U.S. Department of Housing and Urban Development in March 2009. These funds are for housing development, construction and essentially, "putting roofs over low income families heads". However, the Tampa Housing Authority has received approval to utilize \$264,195 for the installation of the LCD Panel PC as an appliance in the four (4) sites selected for the Pilot Program. In these four smart communities, these stimulus dollars will be leveraged to create a central, observable location in each household to host the infrastructure for the LCD 12.1" – 20" Panel PC. Improvements will include wall modifications, electrical runs, task lighting and shelf construction.

The stimulus dollars (\$264,195) will fund:

- LCD PC/Computer wall preparation for 513 units- \$102,600
- LCD PC/Computer infrastructure for 513 units \$76,950
- Construction of computer shelf in 513 units \$38,475
- Computer chair in 513 units \$46,170

The breakdown per housing community is:

- Seminole Park Apartments \$51,500 (100 units)
- Sanctuary at Shimberg Estates \$40,170 (78 units)
- Arbors at Padgett Estates \$61,285 (119 units)
- Gardens at SouthBay \$111,240 (216 units)

#### **Technology Strategy:**

Tampa Housing Authority's AccessALL Tampa technology strategy is designed to bring Broadband Internet Service to 23 public housing communities. It also includes a Pilot Program where 513 households will be installed as appliances.

Tampa Housing Authority has partnered with Bright House Networks, one of Tampa's bulk Internet providers, to install modems and provide service for the AccessALL Project. (Bright House Network responded to a Request for Quote offered through the Tampa Housing Authority's Contracting and Procurement Office). Bright House Network was the lowest bidder by more than \$9 per month, a total of \$370,440 over the year. In addition, Bright House



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Networks is offering a 59% discount, for five-years, on its monthly rate of \$44.95, a cost savings of \$3,284,568 for the 3-year grant period.

Bright House Networks will provide and install a modem for each household. Broadband service will then immediately be available. Bright House Networks will provide high speed internet services that includes:

- Speeds up to 10 Mbps
- Parental controls
- Enhanced online security
- Always- on connection
- Wireless Home Networking at no additional monthly fee
- Road Runner Radio, Road Runner Video Channel, email and more
- 24/7 customer support

In addition, Bright House Networks will deliver more value and benefit to public housing residents with low-cost TV and Unlimited Nationwide Home Phone services. As a Bright House Networks bulk community, public housing residents will have the opportunity to combine their Internet, TV and Home Phone services for one low monthly price; offering the ability to get affordable services and easier management of their finances.

The technology to be used for the Pilot Program where 513 self sufficiency households will have computers built-in as an appliance includes the installations of a 12.1" – 20" steel framed LCD Panel PC. The CPU will be in Intel Core 2 Duo, 1.8 HGz with a minimum of an 80 GB Hard Drive. This device will offer touch screen functions. The LCD Panel PC will be installed into the wall of the household, such as a microwave or stove is installed into cabinets in homes.

Through a partnership with Computer Mentors, a small nonprofit organization, a Low Cost Computer Purchase program will be implemented. Computer Mentors has a partnership with Microsoft Corporation to use its training software and to install its software on all computers in this initiative. The computers are Pentium 4s running Windows XP, although some could run Vista or Windows 7. Thus, residents have access to 2,000 computers that are internet ready and have the full suite of Microsoft software installed. These computers will cost \$125. (A program for cost sharing of 1,000 computers is included in this proposal).

#### **Innovative Approach:**



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Tampa Housing's AccessALL Tampa project is innovative in the public housing arena. It is one of the first of its kind to create technologically smart communities. The project will bring broadband as an amenity to 3,430 public housing households, more than 7,000 men, women and children. This program also explores the long term viability of installing computers as an appliance in 513 smart units. The Tampa Housing Authority has secured a monthly broadband rate that is 59% lower than the market rate for a five-year period, two years beyond the grant. This program also includes a low-cost computer purchase initiative making it possible for public housing residents to actually utilize the broadband service. This project also brings forth the necessary computer and digital literacy trainings necessary for members of this vulnerable population to effectively use computers and the service. Furthermore, this project provides for the comprehensive supportive services necessary to achieve sustainability after the grant period, and beyond the five year contract term. In order for residents to learn to utilize, and pay for, the service, efforts toward self-sufficiency must be implemented. The ability to increase income, create jobs and create sustainability is the true innovation of this project.

The increase in Broadband rates will be 3,430 households. This number will be maintained after the grant. At a cost of \$18.35 per month, it will be affordable to residents. Once residents learn to use it, learn its value, have access to comprehensive services that target their health, education and employment issues, residents will have the means to pay for it. Many residents have cell phones. Many pay for cable service. Tampa Housing Authority and Bright House Networks will work with residents on a financial plan to assure sustainability, often through the creation of bundle rates and consolidation of services. The cost to residents to retain broadband service is a total of \$220 per year. This is certainly an affordable cost, even to this vulnerable population, once residents understand the value and are shown how to afford it. For example, teaching residents to not eat out once a month, or showing them how to increase their education and job skills, will also result in a more employable population. This vulnerable population not only lacks internet technology, but they lack the knowledge of its value, how to budget, and how to tap into community resources. Through the partner organizations, a host of services will be provided through the Resident Services website, to include online GED class, job search, computer training, job training, health care, nutritional and wellness program and financial literacy classes. Moreover, this program serves the entire family, meaning that children now have access to a critical tool used in the educational system.

Is the applicant is seeking a waiver of the Buy American provision pursuant to section x.Q of the NOFA?

> No



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#### Is the applicant deliquent on any federal debt?

> No

If Yes, justification for deliquency:

Are you seeking a waiver of any requirement set forth in the NOFA that is not mandated by statute or applicable law?

> No

## C. Partners

Are you partnering with any other key institutions, organizations, or other entities for this project?

➤ Ye

If YES, key partners are listed below:

Project Role: Contractor Name: Robertson, Michael

Email: erik.peterson@mybrighthouse.com

Address 1: 3505 E Frontage Road

Address 2: #380 Address 3: City: Tampa State: Florida Zip Code: 33607

Organization: Bright House Networks, Tampa Bay Division

Organization Type: For-profit Entity

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor

Name: Miller, Susan

Email: susan.miller@sdhc.k12.fl.us Address 1: 10119 East Ellicott Street

Address 2: Address 3:



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City: Tampa State: Florida Zip Code: 33610

Organization: Hillsborough Technical Education Centers

Organization Type: County Government

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor

Name: Brinkley, Carol

Email: brinkleyc@workforcetampa.com Address 1: 5701 E. Hillsborough Avenue

Address 2: Suite 1419

Address 3: City: Tampa State: Florida Zip Code: 33610

Organization: Tampa Bay Workforce Alliance

Organization Type: Other Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor

Name: Iloanya, David Email: davidi@thafl.com

Address 1: 1803 North Howard Avenue

Address 2: Address 3: City: Tampa State: Florida Zip Code: 33607

Organization: Center for Affordable Homeownership

Organization Type: Other Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Contractor Name: Smith, Ralph

Email: rsmith@computermentors.org

Address 1: PO Box 11966

Address 2: Address 3:



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City: Tampa State: Florida Zip Code: 33680

Organization: Computer Mentors Group, Inc Organization Type: Non-profit Corporation

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor

Name: Smith, Ralph

Email: rsmith@computermentors.org

Address 1: PO Box 11966

Address 2: Address 3: City: Tampa State: Florida Zip Code: 33680

Organization: Computers Mentors Group, Inc Organization Type: Non-profit Corporation

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor

Name: Oliver, Rey Email: info@reyo.com Address 1: 9340 N. 56th Street

Address 2: Address 3: City: Tampa State: Florida Zip Code: 33617

Organization: ReyO Enterprises, LLC Organization Type: For-profit Entity

Small business: Yes

Socially and economically disadvantaged small business concern: Yes

Project Role: Third party in-kind contributor

Name: Omlor, David

Email: domlor@interface-network.com Address 1: 6304 Benjamin Road

Address 2: #513 Address 3:



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City: Tampa State: Florida Zip Code: 33634

Organization: Interface Network Systems, Inc

Organization Type: For-profit Entity

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor

Name: Watts, Toni

Email: toni.watts@cdcoftampa.org

Address 1: PO Box 310385

Address 2: Address 3: City: Tampa State: Florida Zip Code: 33680

Organization: Corporation to Develop Communities in Tampa, Inc.

Organization Type: Non-profit Corporation

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor

Name: Holt, Douglas

Email: douglas\_holt@doh.state.fl.us

Address 1: PO Box 5135

Address 2: Address 3: City: Tampa State: Florida Zip Code: 33675

Organization: Hillsborough County Health Department

Organization Type: County Government

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor

Name: Brown, Michael

Email: michael.brown@tampaymca.org Address 1: 110 East Palm Avenue

Address 2: Address 3:



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City: Tampa State: Florida Zip Code: 33602

Organization: Tampa Metropolitan YMCA Organization Type: Non-profit Corporation

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor

Name: Okpaleke, Celina Email: ccokpaleke@yahoo.com Address 1: 3202 N. Howard Avenue

Address 2: Address 3: City: Tampa State: Florida Zip Code: 33607

Organization: We Care Services, Inc.
Organization Type: Non-profit Corporation

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor

Name: Finney, Louis

Email: finneyl@hillsboroughcounty.org Address 1: 3639 W. Waters Avenue

Address 2: Suite 500

Address 3: City: Tampa State: Florida Zip Code: 33614

Organization: Hillsborough County Head Start/Early Head Start

Organization Type: State or State Agency

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor

Name: Armijo, David Email: darmijo@gohart.org Address 1: 1201 E 7th Avenue

Address 2: Address 3:



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| Adoption   | TAMPA HOUSING AUTHORITY         |
| <b>Task:</b> Submit Application - Sustainable Broadband Adoption | Applicant Name: Mr. Leroy Moore |

City: Tampa State: Florida Zip Code: 33605

Organization: Hillsborough Area Regional Transit Authority

Organization Type: County Government

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor

Name: Cavaleri, Tom

Email: kevin.argote@doh.state.fl.us

Address 1: PO Box 1110

Address 2: Address 3: City: Tampa State: Florida Zip Code: 33601

Organization: Hillsborough County Health & Social Services

Organization Type: County Government

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor

Name: Baumgardner, Bradley

Email: bbaumgardner@bgctampabay.org Address 1: 1307 N. MacDill Avenue

Address 2: Address 3: City: Tampa State: Florida Zip Code: 33607

Organization: Boys & Girls CLub of Tampa Bay Organization Type: Non-profit Corporation

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor

Name: Washington, Loretha

Email: lorethawashington@yahoo.com

Address 1: PO Box 360275

Address 2: Address 3:



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City: Tampa State: Florida Zip Code: 33673

Organization: Precious Bundles Childcare, Inc.

Organization Type: For-profit Entity

Small business: Yes

Socially and economically disadvantaged small business concern: Yes

#### Description of the involvement of the partners listed above in the project.

AccessALL Tampa has received support from Senator Bill Nelson, Congresswoman Kathy Castor and Tampa Mayor Pam Iorio. Providing successful programs and services for low income vulnerable populations requires a community approach.

- Bright House Networks is one of Tampa's internet providers. Bright House Networks has offered a monthly rate of \$18.35 per household for the proposed initiative. Bright House will be responsible for installing the modems, providing service and any technical support necessary. This rate represents a 59% discount on their standard monthly rate of \$44.95 per month.
- Hillsborough Technical Education Centers (HiTEC) provides job training programs including computer classes and computer certification examinations. Hillsborough Technical will be included in the Resident Services website as a training provider to offer computer training programs. In addition, HiTEC will provide computer classes on-site within public housing communities. They have committed to providing 10 20-hour classes with course materials for 50 students. The value of these services is \$218,055 over the three-years.
- Tampa Bay Workforce Alliance (TBWA) offers a full range of career planning services for entry level to professional candidates, including career fairs, career orientation, on-site interviewing and professional networking. Staff at TBWA will participate in developing the information for the website, and by providing, online, access to the one-stop career centers to offer program information sharing, training, job placement assistance and online access to the resource center. TWBA has committed \$3,000 per year for these programs.
- The Center for Affordable Homeownership is committed to promoting homeownership and empowering first time homebuys with the ability to make educated, informed decisions. The Center serves as a homeownership counseling and educational resource. The Center for Homeownership is providing access to its computer lab for computer training a minimum of one night per week. The total in-kind value of this contribution is \$14,400 for the 3-year period.



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- Computer Mentors Group, Inc. is a 501c3 nonprofit organization with the mission of providing training and technology access to people that live in communities without sufficient resources. Computer Mentors will serve three capacities in this grant: 1) Computer Mentors will provide a variety of computer training classes for this initiative. It is expected Computer Mentors will serve 1,170 residents over the 3-year period; 2) Computer Mentors will extend its partnership with Microsoft Corporation to this program by providing access to 2,000 refurbished Pentium 4 computers at a cost of \$125 per. Computer Mentors has agreed to create a voucher program for 1,000 where residents will pay \$75 for the computer, and the voucher for the balance (\$50) will be paid by Tampa Housing Authority through this grant; 3) Computer Mentors will create four internship jobs for Computer Technicians. The costs for these jobs will be split with the grant for the 6 month period. After the internship, these employees will remain as Computer Technicians either with the hiring organization, or with another partner organization. Computer Technicians commits \$160,000 in software for each computer and \$7,200 for employee salary.
- REYO Enterprises, LLC is a Veteran Owned Small Minority Business that specializes in supporting small business IT initiatives. ReyO provides fast and reliable technical support and consultation to small businesses and residential customers for their computer and network needs. ReyO's support for AccessALL will be specific job creation. ReyO will create two internships per year (cost shared with the grant) for a 6 month period. These positions will be computer technician jobs. Candidates are required to complete A+ Certification training and certification prior to being eligible for these positions. ReyO commits \$7200 for employee salary.
- Interface Network Systems is a for profit company located in Tampa that provides network cabling and fiber optic infrastructure to businesses and government organizations throughout the U.S. Interface Network Systems has agreed to create 4 positions over 2 years to this program. Interface will create 2 internships per year (cost shared with the grant) for a 6 month period. These positions will be computer technician jobs. Candidates are required to complete A+ Certification training and certification prior to being eligible for these positions. Interface commits \$7200 for employee salary.
- Corporation to Develop Communities in Tampa will offer employability skills training, employment counseling, resume building, computer training and employment placement. Hillsborough County Health Department will offer health and nutrition programs. (\$335 is committed to assist with website development)
- We Care Services, Inc. will offer health care, health training, health care educational services within the public housing community and make information available through the Resident Services website. (\$520,000 annually for 3 years)



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- Hillsborough County Head Start will offer educational, health and social services to public housing residents. (78.40 per month x 12 months x 2 centers x 3 years = \$5,645) Hillsborough Area Regional Transit Authority will offer transportation training and free fare cards for a value of \$5,000.
- Health & Social Services will offer self sufficiency services valued at \$81,000 over the 3-years.
- Boys & Girls Club will offer its facilities and computer labs at a value of \$25,000.
- Precious Bundles will offer child care and on-the-job training and employment valued at \$532,020 to the program.
- YMCA will offer family memberships and program access for 400 children and families valued at \$860,000. (Important for improving quality of life)

# **D.** Congressional Districts

Applicant Headquarters

Florida

**Project Service States** Florida

**Project Service Areas** 

Florida - 11

Will any portion of your proposed project serve federally recognized tribal entities?

No

Indicate each federally recognized tribal entity your proposed project will serve.

Have you consulted with each of the federally recognized tribal entities identified above?



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No

# **E.** Community Anchor Summary

| Community Anchor Institution                 |    |  |
|--|----|--|
|  |    |  |
| Schools (k-12)                               | 0  |  |
| Libraries                                    | 0  |  |
| Medical and Healthcare<br>Providers          | 2  |  |
| <b>Public Safety Entities</b>                | 0  |  |
| <b>Community Colleges</b>                    | 0  |  |
| <b>Public Housing</b>                        | 1  |  |
| Other Institutions of<br>Higher Education    | 1  |  |
| Other Community<br>Support Organization      | 10 |  |
| Other Government<br>Facilities               | 3  |  |
| TOTAL COMMUNITY<br>ANCHOR<br>INSTITUTIONS    | 17 |  |
| <b>Minority Serving Institution</b>          | s  |  |
| Historically Black colleges and Universities | 0  |  |
| Tribal Colleges and<br>Universities          | 0  |  |
| Alaska Native Serving<br>Institutions        | 0  |  |
| Hispanic Serving<br>Institutions             | 0  |  |
| Native Hawaiian Serving<br>Institutions      | 0  |  |



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| TOTAL MINORITY<br>SERVING<br>INSTITUTIONS |
|---|
|---|

# F. Demographics

Will your proposed project be specifically directed to serve vulnerable population groups?

> No

If "Yes" which vulnerable population groups will your proposed project serve? Check as many as apply: Hispanic

Black/African-American

Asian

Native Hawaiian or Pacific Islander

English as Second Language (ESL)

Disabled

Low Income

Unemployed

Senior Citizen (55 and over)

Youth

Other:

#### **Vulnerable Populations**

Tampa Housing serves the largest multi-cultural, high risk population of families in the City of Tampa living below poverty guidelines established. Most of the adults in this population have



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been classified by Section 203 and 236 of the Job Training Partnership Act as "hard-to-serve" (either unemployed or is working at or below the poverty line).

Residents of Tampa Housing Authority are all at or below 100% of the Federal Poverty Level. The racial /ethnic make up of the public housing households is 81% African American, 11% White, 2% Asian/Pacific Islander and 7% other.

The Tampa Housing Authority serves any individual or family that meets the income qualifications for public housing. The demographics of the population vary depending on the tenant make-up at the time statistics are pulled.

All Hispanic, Black/African American, Asian and Pacific Islander residents have access to the same services as everyone else. Programs are targeted in a culturally appropriate manner and staff reflect the population served. Black/African American is the largest population served. Tampa Housing serves a small Asian population and Pacific Islander populations. If services need to be tailored to any of these populations, staff will make adjustments.

ESL – Tampa Housing offers ESOL classes and provides materials in English and Spanish when necessary. Spanish speaking staff is on hand when it is necessary.

Disabled – Tampa Housing serves a large disabled population. All of its facilities meet ADA requirements. Outreach, awareness and training will be conducted in a manner appropriate for those with physical and mental disabilities.

Low income – This is the primary population served regardless of race/ethnicity. All persons served are low income. Poverty is a complex issue and requires holistic services to address these needs. (Thus, the supportive services component to AccessALL).

Unemployed – A large percentage of public housing residents are unemployed. There is also a large senior population. Education (such as GED services and secondary education), job training, job search, and employment opportunities are critical for this low-income population.

Senior Citizen – 600 public housing units are reserved for senior citizens. A variety of health care, computer training, GED, health and wellness and life skills programs will be provided.



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Youth – More than 50% of the public housing population is under the age of 21. These children are growing up in poverty stricken environments without access to the academic advantages of non-poor children (such as computers at home). In addition, children's services to keep kids off the streets is important, as are health care and nutrition services, recreational and after school activities.

#### Accessibility

The proposed program provides internet access, training and computers as its core components. Persons with disabilities will be able to utilize internet access. The predominant disability is physical and all facilities are compatible for persons in wheelchairs and walkers. For those with blindness, deafness or severe vision or hearing impairment, programs can be offered to meet these specific needs. Tampa Housing Authority will identify those residents with needs that may bar them from using a standard computer and work with the resident to identify software or specific equipment to make utilization possible, or improved. Computer training activities can be offered in locations where a large number of disabled persons reside, for example, within the Senior Centers. Resident services staff work with this population every day and will know what necessary accommodations need to be made. For those participating in the low cost computer purchase initiative, staff will help set up the computers to make sure they are accessible (and cords are not run from one side of the room to the other, creating a tripping hazard).

All supportive service activities have always been designed to meet the barriers experienced by residents. (The Tampa Housing Authority has been implementing holistic supportive services for more than 20 years as have the majority of the partner agencies).

#### **Other Languages**

There is not a large population of non-English speakers within the housing authority population. However, for those that fall into this category, translation services can be provided. Materials will be provided in Spanish. If there is a group of 5 or more, a Spanish speaking trainer can be brought in and a special class established. Again, the Tampa Housing Authority will provide services that directly meet the needs of its residents.

# G. Project Budget



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| Project Budget            |             |
|---------------------------|-------------|
| Federal Grant Request     | \$3,366,458 |
| <b>Total Match Amount</b> | \$4,089,371 |
| Total Budget              | \$7,455,829 |
| Match Percent             | 54.8%       |

#### **Projects Outside Recommended Funding Range:**

AccessALL Tampa is within the recommended funding range.

#### **Sustainability:**

AccessALL Tampa will increase Broadband rates by 3,340 households serving more than 7,000 people. The strategy for creating an environment where this rate of service will be maintained has been comprehensive. Tampa Housing Authority has partnered with Bright House Networks who has committed a rate of service 59% below the market rate for a five-year period. The rate is \$18.35 per month, compared to the standard of \$44.95 which is well beyond reach for low income public housing residents. The rate of \$18.35 per month is not unrealistic and necessary to make this project work. The sustainable strategy includes providing the internet service and teaching residents what it is, how to use it and how it can benefit them in their personal and professional lives. In addition, having internet within their own household, coupled with the ability to actually own a computer, low income residents will have greater access to the digital world well beyond that of simply a computer center. Residents can use their internet and computer anytime of the day, without barriers to transportation, or having to adjust to the center's hours of operation. As most middle and higher income families are well aware, a computer is a basic appliance. Low income residents will feel empowered with their ability to circumnavigate existing barriers to computer access. Their children will be able to do homework, at home. Families can learn together how to use the computer.

Over the course of the 3-year grant period, training will be continuous, offering A+1 Certification and a broad range of basic to advanced computer classes. During this timeframe, a train the trainer approach will be used so that training can continue to occur beyond the commitment of the providers for the grant. Staff will work with residents to provide financial



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literacy, budgeting, improve employment and income levels, and demonstrate the sustainability of \$220 per year for each household.

Employment and education are key components to increasing self-sufficiency, and core components of this program. The housing authority, as the landlord for these households, is aware of current income levels. It is also known that many residents do not know how to budget, or to make wise financial decisions. It is known that residents will have the ability to sustain this cost, particularly with Bright House Networks assisting families to bundle their phone, cable television and internet services. It is expected that the sustainable adoption rate of 3,430 units will be maintained beyond the three-year period. The Tampa Housing Authority will continue to explore means to subsidize this service but it is anticipated, and planned, that this amenity will remain, and residents will pay for it in years 4 and beyond. The approach to education and sustainability will be aggressive within the communities, working with each individual household and family member over the 36-month period.

| Matching Funds  |  |  |
|---|--|--|
| Applicant is providing matching funds of at least 20% towards the total eligible project costs? | Yes  |  |
| Describe the matching contributions   | The total program match is \$4,089,371 of which \$285,795 is cash. The cash match is 4% of the total project budget of \$7,455,829. The grant request is \$3,366,458.  Tampa Housing Authority: Tampa Housing is providing \$597,315 in match, of which \$264,195 is cash contribution. Tampa Housing's total match represents 8% of the program. The cash portion represents 4% of the total budget. The match is broken down as follows: |  |
|   | <ul> <li>Salary and Fringe Benefits - \$212,400</li> <li>Supplies - \$66,270</li> <li>Construction - \$218,025</li> <li>Training Support - \$45,000</li> <li>Resident Outreach and Awareness - \$45,000</li> <li>Indirect (5% of salary) - \$10,620</li> </ul>   |  |



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Computer Mentors Group, LLC: Computer Mentors is providing \$160,000 in-kind and \$7,200 in cash (in the form of salaries to program participants). This match represents 2% of the total project. The match is as follows:

- Microsoft Software installation for 2,000 computers \$160,000 (in-kind)
- Job Creation Initiative Salary for 4 individuals \$7,200 (cash)

ReyO Enterprises, LLC: ReyO Enterprises, LLC is providing \$7,200 in cash for the job creation initiative. ReyO Enterprises will pay salaries for the newly created positions.

Interface Network Systems: Interface Network Systems is providing \$7,200 in cash for the job creation initiative. Interface Network Systems will pay salaries for the newly created positions.

Hillsborough Technical Education Centers (HiTEC): HiTEC is providing \$218,055 in-kind over the 3-year period. HiTEC will provide computer classes on-site at public housing facilities. The cost of one instructor per class for ten 20-hour classes is valued at \$10,185 per year. A class set of materials will be provided for 50 students, valued at \$1,250 per student.

- \$10,185 per year, \$30,555 total
- 50 students per year at \$1,250 per student = \$62,500 per year, for a total of \$187,500 over 3 years.

Tampa Bay Workforce Alliance: TBWA is providing program information sharing, training, job placement assistance and access to its resource center valued at \$3,000 per year for a total of \$9,000. This service is important to the supportive service component focusing on self-sufficiency and sustainability.



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Center for Affordable Homeownership: The Center for Affordable Homeownership is providing computer lab space, a minimum of one night per week. The cost for one year is \$4,800 for a total cost of \$14,400. Access to an existing computer lab will assist with the provision of computer training. This computer lab is located adjacent to public housing property.

Hillsborough County Department of Health: The Health Department is committing staff time to the development of the Resident Services website to help streamline its online services at a value of \$335 in-kind. In addition, they are offering access to its Get in to Fitness Today program. (No in-kind cost is calculated).

Boys & Girls Clubs of Tampa Bay – B&G will provide access to its facilities and computer labs for youth, an in-kind contribution of \$25,000. A safe place to youth to learn, and to "hang out" is important and will help reinforce the training being offered.

Precious Bundles: Precious Bundles has been a partner to a number of programs in the past, providing child care, transportation and employment opportunities for parents, as well as on the job training. Precious Bundles will provide services to families, including child care, on the job training and employment valued at \$532,020 over 3-years.

We Care Services, Inc. We Care Services will provide onsite Disease Management and Personal Health Maintenance seminars and training, on-site for a value of \$520,000 annually. The total in-kind match over the 3-years is \$1,560,000 (20% of the project). African American populations are 2 times more likely to experience diabetes than Caucasian individuals. Diabetes within the Tampa Housing Authority's communities is high. Providing information and education for prevention as well as maintenance is critical to the overall health of residents. This is important so that residents can improve health,



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|                       | participate in job training activities and live a balanced life.  |
|-----------------------|---|
|                       | Hillsborough County Head Start: Head Start provides education, health and social services to low income families to children under the age of 5. These services will be made available, at the value of \$78.40 per month, for the two centers located adjacent to public housing (total \$5,645 for 3 years). Teaching parenting, providing care and life skills are also imperative to improving the quality of life for public housing residents.  |
|                       | Hillsborough Area Regional Transit Authority (HART): HART is the provider of public transportation. HART will provide website orientation including training on the Google Transit feature. In addition, HART will offer residents of the self sufficiency communities (the Pilot Program) one-day fare cards after completion of the training. The "monetary value of anticipated staff time to conduct travel trainings plus the retail value of the 250 one-day fare cards equals \$5,000".      |
|                       | Hillsborough County Health & Social Services Department: Health & Social Services will provide case management, assistance with utilities, food, bus tickets, medi-nutrient and household supplies to families. The case managers will help structure a plan to meet each individual's needs as they move towards self sufficiency. This service will be offered to 150 public housing residents per year at \$27,000 per year, for a total in-kind contribution of \$81,000. (1% of total program) |
|                       | YMCA: YMCA will provide family memberships for 400 families/children. The value of this membership is \$860,000 over 3-years. This will be a great incentive for participating in the training initiative and other self-sufficiency programs. (12% of total program).  |
| Unjust enrichment     | Neither the Tampa Housing Authority, nor any of its program partners, have applied for federal support in the same proposed funded service area as its proposed BTOP project.   |
| Disclosure of federal | N/A - Tampa Housing Authority has not requested, nor received, federal or state   |



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| and/or state funding | funding for projects to which this application relates. |
|----------------------|---|
| sources              |   |

| Budget Narrative  |   |   |   |
|---|---|---|---|
| YEAR 1: Total Request \$1,790,086 / Total Match \$1,573,077 PERSONNEL (All in-kind)Vice President/COO (0.10 FTE in-kind / \$13,651) - Dir. Program & Property Serv. (0.10 FTE in-kind / \$8,300) - Dir. IT (0.25 FTE in-kind / \$27,625) - A+1 Certification Trainer (0.10 FTE / \$4,060)   |   |   |   |
|   |   |   | FRINGE BENEFITS: (\$17,164 match) - 32% of the base salaries        |
|   |   |   | EQUIPMENT (\$792,500 grant request) - 513 Steel Framed LCD          |
|   |   |   | Panel PC/Computers @ \$1,500  |
|   |   |   | SUPPLIES: (\$52,870 in-kind) - Printing, instructional materials,   |
|   |   | flyers, office supplies, 513 computer chairs (\$90 each) CONTRACTUAL: (\$956,786 grant request) |   |
|   | Bright House Broadband - \$18.35 per month x 3,430                    |   |   |
|   | Installation of modems/installation = \$50 x 3430                     |   |   |
|   | Computer Mentors - 20 6-hour classes, 15 residents, \$600 per class = |   |   |
| <b>Budget narrative</b>   | \$12,000 /  |   |   |
|   | 6 30-hour classes, 15 residents, \$3,000 per class = \$18,000         |   |   |
| CONSTRUCTION: (\$218,025 cash) - Construction for 513 unincludes the steel framed LCD Panel/Computer kiosk wall presented to the construction for 513 unincludes the steel framed LCD Panel/Computer kiosk wall presented to the construction for 513 unincludes the steel framed LCD Panel/Computer kiosk wall presented to the construction for 513 unincludes the steel framed LCD Panel/Computer kiosk wall presented to the construction for 513 unincludes the steel framed LCD Panel/Computer kiosk wall presented to the construction for 513 unincludes the steel framed LCD Panel/Computer kiosk wall presented to the construction for 513 unincludes the steel framed LCD Panel/Computer kiosk wall presented to the construction for 513 unincludes the steel framed LCD Panel/Computer kiosk wall presented to the construction for 513 unincludes the steel framed LCD Panel/Computer kiosk wall presented to the construction for 513 unincludes the steel framed LCD Panel/Computer kiosk wall presented to the construction for 513 unincludes the steel framed LCD Panel/Computer kiosk wall presented to the construction for 513 unincludes the construction for 513 u |   |   |   |
|   |   |   | infrastructure and shelf  |
| OTHER: (\$40,800 grant request / \$1,227,842 in-kind) -Refurbished Computer Program - \$25,000 (500 computers at  |   |   |   |
|   |   |   | -Job Creation Initiative – 6 jobs Year 1 @ \$1,800 investment per - |
|   | \$10,800  |   |   |
|   | -Website Development - \$5,000  |   |   |
|   | In-Kind:  |   |   |
|   | -Job creation Initiative – 6 jobs Year 1 @ \$1,800 investment per -   |   |   |
|   | \$10,800  |   |   |
|   | -Resident Outreach, Marketing and Awareness - \$15,000                |   |   |
|   | -Training and Support for Maintenance of Broadband - \$15,000         |   |   |
|   | -Partner Agency Services (\$1,187,042).                               |   |   |



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|                       | INDIRECT CHARGES: (\$3,540 in-kind calculated at 5% of base                |  |  |
|-----------------------|--|--|--|
|                       | salary)  |  |  |
|                       | YEAR 2: Total request \$821,086 / total in-kind \$1,303,547                |  |  |
|                       | PERSONNEL (\$53,636 in-kind match)   |  |  |
|                       | -Vice President/COO (0.10 FTE in-kind / \$13,651)                          |  |  |
|                       | -Dir. Program & Property Serv. (0.10 FTE in-kind / \$8,300)                |  |  |
|                       | -Dir. IT (0.25 FTE in-kind / \$27,625)                                     |  |  |
|                       | -A+1 trainier (0.10 FTE in-kind / \$4,060)                                 |  |  |
|                       | FRINGE BENEFITS: (\$17,164 in-kind match)                                  |  |  |
|                       | SUPPLIES: (\$6,700 in-kind) - Printing, instructional materials, flyers    |  |  |
|                       | and office supplies  |  |  |
|                       | CONTRACTUAL: (\$785,286 grant request) - Broadband service -               |  |  |
|                       | \$18.35 per month x 3,430  |  |  |
|                       | - Computer Mentors - \$30,000 (same as Year 1)                             |  |  |
|                       | OTHER: (\$35,800 grant request / \$1,222,507 in-kind)                      |  |  |
|                       | -Refurbished Computers - \$25,000 (500 computers at \$50)                  |  |  |
|                       | -Job Creation Initiative – 6 jobs @ \$1,800 - \$10,800                     |  |  |
|                       | In-Kind  |  |  |
|                       | -Job creation Initiative – 6 jobs Year 1 @ \$1,800 investment per -        |  |  |
|                       | \$10,800   |  |  |
|                       | -Resident Outreach, Marketing and Awareness - \$15,000                     |  |  |
|                       | -Training and Support for Maintenance of Broadband - \$15,000              |  |  |
|                       | -Partner Agency Services (combined - \$1,186,707).                         |  |  |
|                       | INDIRECT CHARGES: (\$3,540 in-kind calculated at 5% of base                |  |  |
|                       | salary)  |  |  |
|                       | YEAR 3: Total request \$755,286 / Total in-kind \$1,212,747                |  |  |
|                       | PERSONNEL (\$53,636 in-kind match / Same as Year 1 and 2)                  |  |  |
|                       | FRINGE BENEFITS: (\$17,164 in-kind match)                                  |  |  |
|                       | SUPPLIES: (\$6,700 in-kind) – same as Year 2                               |  |  |
|                       | CONTRACTUAL: (\$755,286 grant request – same as Year 2)                    |  |  |
|                       | OTHER: (\$1,212,747 in-kind) - All services from partner agencies          |  |  |
|                       | INDIRECT CHARGES: (\$3,540 in-kind)  |  |  |
|                       | The total grant request is \$3,366,458 with a cash and in-kind match       |  |  |
| Budget reasonableness | totaling \$4,089,371 for a total program cost of \$7,455,829, a total cost |  |  |
|                       | of \$2,232 over the 3-year per household (\$744 per year per               |  |  |



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household). In these households, there are a total of 7,080 residents, and thus, the investment is \$1,053 per person over the life of the grant. For a program that has the potential to change lives long-term, train a minimum of 1,445 individuals, provide employment, employment training, education, child care and other self sufficiency oriented supportive services, an investment of \$1,053 per person is rather small.

The proposed budget incorporates AccessALL into the existing structure at Tampa Housing Authority. There are no new program staff required to operate this initiative, thus, making it more sustainable through and after the life of the grant.

Funds are necessary to purchase equipment and Internet service, expenses the housing authority cannot pay for without BTOP funds. The grant also includes a funding request for 2 years for a variety of computer training activities, necessary upon program start up and necessary for the program. This component will provide comprehensive training to a minimum of 1,445 individuals. The job creation is a sound investment at only \$1,800 per employee. The ability to bring forth three community employers willing to contribute cash to this initiative is a rare occurrence, and speaks to the quality and importance of the proposal. The low cost computer purchase program makes it viable to actually get computers into residents' homes The budget includes the funds necessary to serve as a catalyst for getting this program off the ground, while placing it in a format where it can continue and sustain its core components for years to come. For example, the level of wrap-around services brought in for this vulnerable population is extensive, and it is done by leveraging community collaborations, resources and expertise. This critical component is at no cost to the grant.

In Year 1, the budget includes one-time costs for equipment, installation, construction (in-kind), development of the website.



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|                       | This program has the ability to be up and running in a short time frame with a significant impact in Year 1.  |  |  |
|-----------------------|---|--|--|
|                       | For the first 3 years of the grant, there is a cost savings of \$3,282,5 for Broadband Internet services, reflecting the difference to the end user of \$660 over 3 years versus the market rate of \$1,617 for 3 years huge discount for low income populations. This discount is carried forward after the end of the grant, creating the means for sustainability.   |  |  |
|                       | The Tampa Housing Authority receives funding from various sources, all with the purpose of meetings its mission of providing safe, decent and affordable housing for very low and low income residents in and around the City of Tampa.   |  |  |
| Demonstration of need | The Tampa Housing Authority has more than 13 different departments, 23 public housing communities, manages thousands of Housing Choice Vouchers (subsidy for families on the open market), and invests extensively in the development of new housing communities. Millions of dollars each year goes to creating, developing and constructing affordable housing units. There are two areas within the Tampa Housing Authority's annual budget that are applicable to the proposed BTOP grant application. They are the Public Housing Budget (the budget that provides for the 23 public housing communities) and the Program and Property Services budget (the budget that supports staff and programs for self-sufficiency efforts). |  |  |
|                       | Public Housing – The public housing budget revenues includes rental income from all 3,430 units. The rental income is based on 30% of the residents' monthly income and can vary from tenant to tenant. In addition, HUD provides a subsidy for the difference in rent based on fair market rents for public housing. There is no grant income in this category, nor any other source of funding to support the actual physical housing of families. The expenses in this category are salary (apartment complex management, administrative), utilities,  |  |  |



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maintenance, insurance and taxes and management fees. It is in the maintenance line item that appliances would be repaired and/or replaced. The Tampa Housing Authority is also required to maintain a 6-month operating reserve in place. The public housing budget already operates under a deficit and thus, has no room to include the cost of installing modems, providing internet service or purchasing computers as an appliance for 513 units, into its budget. The proposed expenses for BTOP are over and above what HUD will allow subsidy to used for, even if there was not an ongoing operating deficit.

Program and Property Services – Program and Property Services operates as a "bonus" initiative for residents. The majority of funding is brought in from federal, state, and local grants. Revenue changes as grants are awarded and close out. Over the years, as grants have decreased from HUD, the Capital Fund has had to provide operating support for this program, although the amount of funds that can be diverted to this category takes away from housing constructed, the core mission of the housing authority. There is no room in this budget to pay for computer training, or any of the BTOP requested items. None of the grant dollars can be reallocated to this program as all of the income is restricted.

The Tampa Housing Authority has not applied to any other agency to support AccessALL as there has not been another source identified to provide Broadband service such as the BTOP program.

#### Funds to States/Territories

| States  | Amount of Federal Grant Request |
|---------|---------------------------------|
| Florida | 3,366,458                       |
|         |                                 |

Funds to States/Territories Total: \$3,366,458



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# H. Historical Financials

| Matching Funds                          |             |             |             |
|---|-------------|-------------|-------------|
|   | 2007        | 2008        | 2009        |
| Revenue                                 | 266,723,294 | 301,673,090 | 326,726,422 |
| Expenditures                            | 256,555,907 | 299,679,932 | 328,029,228 |
| Net Assets                              | 125,913,078 | 131,031,254 | 133,519,200 |
| Change in Net Assets from<br>Prior Year | 45,036,017  | 5,118,173   | 2,487,946   |
| Bond Rating (if applicable)             |             |             |             |

# I. Program Benefits

| Jobs  |    |
|---|----|
| How many direct jobs-years will be created from this project? | 12 |
| How many indirect jobs will be created from this project?     | 0  |
| How many jobs will be induced from this project?              | 0  |

#### Methodology used to estimate jobs:

6 jobs will be created each year for Years 1 and 2 for a total of 12 jobs.

Year 1 - Computer Mentors, ReyO Enterprises and Interface Network Systems will each hire 2 program participants with A+1 Certifications to serve as Computer Technicians. There is a cost share with the grant for this job creation - 50% of the salary will be paid for by the grant for 6 months and 50% will be paid for by the employer.

Year 2 - Computer Mentors, ReyO Enterprises and Interface Network Systems will each hire 2 program participants with A+1 Certifications to serve as Computer Technicians. There is a cost



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share with the grant for this job creation - 50% of the salary will be paid for by the grant for 6 months and 50% will be paid for by the employer.

Twelve jobs for 6 months each guaranteed, with continued employment either with the present employer, or other computer employers, is a significant benefit to unskilled low income individuals starting this program

| Adoption Metrics   |            |
|--|------------|
| How many total new home subscribers (household accounts) to broadband do you expect to generate through use of BTOP funds over the entire life of the program funded?  | 3430       |
| How many total new business and/or institutional subscribers to broadband do you expect to generate through use of BTOP funds over the entire life of the program funded?  | 0          |
| How many total users of broadband in public computer centers or users of broadband outside the home (e.g., in a community college) do you expect to generate through use of BTOP funds over the entire life of the program funded? | 0          |
| What is the total cost of your project per new subscriber (household, individual, or institutional) or new end-user?   | \$2,232.00 |

#### **Measuring Adoption Impact:**

The baseline subscribership for the AccessALL Tampa project is 3,340 households. The purpose of this project is to provide this service to households that currently do not have access.

Over the course of the 3-year grant program, residents will be have access to low cost computer purchase, comprehensive computer training, job training and enrichment activities, educational programs and health care, all coupled together will not only teach residents how to use the computer and see its value, it will also provide the means for sustainability.

The low cost monthly rate is key for measuring adoption impact in relation to subscribership. During the 36-months, a plan will be worked with each household to incorporate \$220 per year into their budget.



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The various components of this program (mentioned above) are integral. The low cost computer purchase program can be measured simply by the number of computers sold (i.e. the number of residents participating in this effort.

The number of residents participating in computer training can be tracked per classes, and progress measured with pre and post testing, as well as achievements of course certifications.

Education, employment and health care services can be measured through preliminary income and education levels as well as a self survey regarding health care.

The Tampa Housing Authority implements comprehensive evaluation strategies in each of its programs, and will continue to do so with the BTOP initiative.

The overall impact of this program will be the sustainability of 3,340 new subscribers.

| Broadband Training Programs   |      |
|---|------|
| If you intend to provide training or education, how many people in total will your program(s) reach?  | 1445 |
| How many hours of training do you expect to provide per person on average for each participant in your training program(s), through completion of training for that individual? | 18   |
| How many Full time employee (FTEs) instructors or facilitators will you employ for broadband and digital literacy training purposes?  | 1    |

#### **Describe their qualifications (training and experience):**

There are 3 different sources of trainers for this grant.

1. Tampa Housing Authority staff person, Cherrie Smith, a certified A+1 trainer and has been providing this service for Tampa Housing for several years. Cherrie will be able to provide services 75 residents per year. Cherrie has over 10 years of work experience combined in the Windows /NT environment and 7 years in the UNIX environment working in an advanced computerized environment requiring high level security access.



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Cherrie will spend 10% of her time on the AccessALL Tampa project. Her services are provided in-kind to the grant.

- 2. Computer Mentors Group, Inc. is a project partner and a nonprofit organization that specializes in providing various computer training for low-income populations at a very low cost. Tampa Housing Authority will contract with Computer Mentors Group to provide the following:
- 20 6-hour Web 1.0 Adult Quick Start Curriculum classes to 15 residents per class, per year, for years 1 and 2
- 6 30-hour Microsoft Unlimited Potential Curriculum classes to 15 residents per class, per year, for years 1 and 2

Over the grant period, 900 program participants will receive the 6-hour training and 270 program participants will receive the 30-hour training.

Their trainers may vary from course to course, however, the reputation of Computer Mentors Group is endorsed by Microsoft Corporation and top quality in the community. Thus, trainers will be "employed" through a contractual arrangement with Computer Mentors Group, Inc.

3. Hillsborough County Technical Education Centers (HiTEC) will also offer direct computer training to this program for 50 students per year. HiTEC will offer a 20-hour class on computer basics to advanced computing. The trainers here may change based on what HiTEC provides. However, HiTEC Technical Education Centers hires qualified staff and it is expected this will carry through to this grant. (This training is provided in-kind).

Combined through these 3 sources, there are 4 different in-depth training opportunities with capacity to serve a minimum of 1,445 program participants.

It is expected all trainers will have the experience to:

- 1. Serves as the computer trainer to all residents.
- 2. Conducts assessment for training needs in order to measure how well the trainees are absorbing the material and adjust training accordingly.
- 3. Plans, coordinates schedules and presents classroom, individual and hosted web site environment training for software.



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- 4. Develops and maintains program initiatives.
- 5. Develops, produces and distributes training schedules on-line and in written form.
- 6. Develops, evaluates and assembles class modules, training materials, training exercises and handouts.
- 7. Evaluates training programs modifying presentations to fit the circumstances
- 8. Uses Instructional Systems Design in the development of training programs.
- 9. Writes and revises computer courses.

| Equipment Affordability Programs  |              |                          |
|---|--------------|--------------------------|
| What is the total up-front cost of this equipment?  | \$933,250.00 |                          |
| If you are providing an equipment purchase or loan program, for how many households,  | 2513<br>0    | Households<br>Businesses |
| businesses and/or institutions do you expect to provide equipment or computers?   | 0            | Institutions             |
| If you are employing a loan program for purchases of service or equipment, what will be the total cost to the typical customer you assist over the life of the loan, including all interest and fees? | \$125.00     |                          |
| How many broadband-related equipment units (e.g. computers, wireless devices) do you intend to purchase overall?  | 4943         |                          |

| Broadband Awareness Programs   |      |
|--|------|
| If you are conducting an awareness campaign, how many people do you expect your campaign will reach in total per year? | 6000 |

Awareness Campaign Methods: Briefly describe the targeting, media, and messaging strategies your awareness campaign will employ.

The Tampa Housing Authority has extensive experience conducting awareness campaigns within public housing. Awareness will be conducted using a mass communication strategy that includes print flyers posted in community locations, announcements at Resident Council Meetings, information distributed during monthly rent collection, local newspapers, resident newsletters



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and through door to door outreach. Two separate messaging strategies will be used in reaching residents: 1) for the general population; and 2) for the households in the Pilot Program.

General Population: The general population consists of approximately 3,340 households. These units will have modems installed and broadband service turned on immediately and outreach strategies will include the following:

- A brief overview that Broadband is now an amenity available to all public housing residents
- A schedule of orientations being held and a request for attendance (all residents will be required to attend an orientation)
- Information and schedules regarding the various computer training programs
- Information regarding all of the wrap-around services available
- Information on the Low Cost Computer Purchase initiative
- Information on the Job Creation Initiative

This initial information will be brief, however, it will entice residents to attend the orientation to learn more about the program, how the AccessALL program can immediately work for them, and the assistance available to assist with computer purchases.

Pilot Program for "Smart Units"

Tampa Housing Authority will notify all 513 "smart units" in writing and at resident council meetings, letting each household know the project is approved and that Tampa Housing will be moving forward with the installation of the computer appliance and provide a detailed timeline. At present, the four housing communities that comprise the 513 "smart units" have lease agreements relating to self-sufficiency. The leases will have an addendum relating to the "smart unit" expectations and guidelines. Residents will be required to attend at least one of several orientations that will be held in these four communities. Residents will be notified of the timeline necessary for unit access to install the computer appliance, the requirements of the program and the lease addendum. An overview of upcoming trainings will also be provided. At the initial orientation, a pre-survey will be distributed to assess the perception of this project, how residents expect to use the system, and the benefits perceived. (Follow-up surveys will be conducted after each "smart unit" has had the system operational for six months or more). All 513 units will have the computer appliance installed within the first year of operation, essentially, one community



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per quarter. At the completion of each community, additional community meetings will be held to discuss the computer kiosk, provide more detail about the uses of the website and training programs.

# Measuring Campaign Impact: Describe how you will measure the impact of the awareness campaign.

Tampa Housing Authority will measure the impact of the awareness campaign, and the actual program, in a variety of ways: Tampa Housing will:

- Track the number of households that receive the print materials via door to door flyer distribution and during rent collection
- Log the residents spoken with during the door to door outreach activities
- Track the number of residents attending Resident Council meetings and note feedback
- The number of persons signing up for, and attending each orientation will be logged and measured against the resident and unit list for each of the 22 public housing communities
- At the end of each orientation, residents will be asked to fill out a short questionnaire, asking how they heard about AccessALL and their initial perception of the project.
- Within the "smart communities", residents will also fill out a pre-survey to determine perceptions and perceived uses and benefits of the project
- Monitor the installation of the modems and the implementation of the service
- Track outreach regarding Low Income Computer Purchase initiative as well as individual one on one meetings regarding budgeting. Purchases will be tracked in partnership with Computer Mentors
- Track the number of persons interested in the job creation program
- Track the number of persons participating in training and wrap around services
- Track the number of persons completing training
- Track the number of persons applying for the job creation positions
- Track the number of persons being 'case managed' through the program to include baseline information and progress.
- Meetings with partner organizations will occur on a bi-monthly basis to gather feedback, share participation numbers and problem solve.
- In Year 3, sustainability plans will be worked out with each individual household. This will be monitored and tracked.
- The number of residents bundling services will be monitored in partnership with Bright House



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# J. Project Readiness

#### **Licenses and Regulatory Approvals**

There are no license or regulatory approvals necessary or required.

## **Organizational Readiness**

Tampa Housing Authority is prepared and ready to implement, operate and sustain AccessALL immediately upon grant award. This project is actually relatively basic. It is ready to go, it just requires the start up funds to get it going. Here are the components of the program:

- 1. Install modems and 'turn on' Broadband access to 3,340 units
- 2. Install 513 computers in the Technologically Smart Communities
- 3. Conduct Outreach and Awareness Initiative
- 4. Implement Training for a minimum of 1,445 residents
- A+1 Certification
- Web 101
- Basic Computing & Internet
- Advanced Computer Training
- Online Computer Curriculum for youth and teens
- 5. Low Cost Computer Purchase A total of 2,000 refurbished computers (Pentium 4s running Windows XP, some could run Vista or Windows 7, are being made available for this program. These computers cost \$125 each. A total of 1,000 computers will be available through a subsidy program (i.e. the grant pays for \$50 of the cost, the resident pays \$75). An additional 1,000 will be made available to the resident population for the full cost of \$125. A year of maintenance will be provided at no cost the owner.
- 6. Job Creation 12 jobs Tampa Housing has partnered with Computer Mentors, REY Enterprises, LLC (a small minority business) and Interface Network Systems to create 12 computer technician internships that will result in gainful employment.
- 7. Comprehensive Education, Employment, Training and Supportive Services Initiatives This program component includes extensive job training, job search, computer training, online



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GED, ESOL classes, life skills, health care, child care (so that residents can participate in job training, employment and educational activities) and access to a variety of facilities. With a total of 15 partner organizations, a full scope of services will be offered.

8. AccessALL Tampa Website – A host of information will be made available through this website. Partner agencies will be involved in its development. Information available will include:

All partner agencies are ready to begin services. Bright House Networks is waiting the go ahead to being modem installation and deliver service. The 2,000 computers for the Low Cost Computer Purchase are currently in a warehouse ready to be purchased. The employers for the Job Creation Initiative are ready to employ program participants once they complete training. The training curriculum is developed and the schedule is currently being develop. Outreach and awareness materials are ready to be printed and delivered. Orientations can be held within a months time frame.

#### **Project Timeline and Challenges**

#### 1st Quarter

- Conduct Outreach and Awareness Campaign
- Host orientations regarding all aspects of the program
- Install modems and turn on of high-speed broadband service to all 3430 units
- Distribute information regarding computer training and begin implementation of classes
- Site 1– Seminole Apartments LCD Steel PC Panel/Computer Kiosk

# Installation/Activation

- Orientation and training for residents on Pilot Program
- Implement Low Cost Computer Purchase initiative
- Implement program services

#### 2nd Quarter

- Conduct Outreach and Awareness Campaign
- Host orientations regarding all aspects of the program
- Distribute information regarding computer training and begin implementation of classes
- Implement Low Cost Computer Purchase initiative
- Orientation and training for residents on Pilot Program
- Site 2- Arbors at Padgett Estates LCD Steel PC Panel/Computer Installation/Activation
- Provision of No Cost high speed broadband service to all 3430 units



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# 3rd Quarter

- Conduct Outreach and Awareness Campaign
- Host orientations regarding all aspects of the program
- Distribute information regarding computer training and implementation of classes
- Implement Low Cost Computer Purchase initiative
- Orientation and training for residents on Pilot Program
- Provision of No Cost high speed broadband service to all 3430 units
- Site 3 Gardens at SouthBay LCD Steel PC Panel/Computer Kiosk

# Installation/Activation

Implement program services

## 4th Quarter

- Conduct Outreach and Awareness Campaign
- Host orientations regarding all aspects of the program
- Distribute information regarding computer training and implementation of classes
- Implement Low Cost Computer Purchase initiative
- Orientation and training for residents on Pilot Program
- Provision of No Cost high speed broadband service to all 3430 units
- Implement program services
- Site 4 Sanctuary at Shimberg LCD Steel PC Panel/Computer Installation/ Activation

# Stabilization Years

#### Year 2 and 3

- Provision of no cost high speed broadband service to all 3430 units
- Implementation of training, Low Cost Computer Purchase, Job Creation Initiative & wrap-around services

# Sustaining Years

Year 4-8

Provision of broadband service by Bright House Networks paid for by individual households. Ongoing training, repair and servicing

There are no anticipated challenges to AccessALL Tampa.

#### **SPIN Number**

N/A



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# K. Environmental Questionnaire

Does the proposed action involve the procurement of materials? If so, will the materials be installed, stored or operated in an existing building or structure? If yes, please click "Add" to include the list of equipment and peripherals to be procured.

Yes

- •3,430 modems will be provided by Bright House and installed in individual units.
- •513 LCD Steel Framed PC/Computers will be purchased and installed in 513 public housing household.
- •Minor construction will occur in the 513 units to install the LCD PC into the wall and provide a shelf unit.

Does the proposed action involve procurement of electronic equipment? If yes, will the equipment be disposed of in an environmentally sound manner at the end of its useful life?

Yes

Does the proposed action involve construction, remodeling, or renovation? If so, will these activities be limited to only minor interior renovations to a structure, facility, or installation? If yes, click "Add" to include a description of the proposed renovations with your project summary.

Yes

Construction activities are minor and involve installing the LCD Panel PC/Computer into the wall in 513 public housing households.

Does the proposed action involve the production and/or distribution of informational materials, brochures, or newsletter?

Yes

Does the proposed action involve training, teaching, or meeting facilitation at an existing facility or structure? If yes, click "Add" to explain.



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Yes

The training initiative will occur at the existing Center for Affordable Homeownership computer lab, as well as at partner agency locations.

Does the proposed action involve ground or surface disturbance to accommodate new fiber optic cable? If yes, please click "Add" to include a description of the extent of service upgrade, a list of the permits required, and linear footage of underground fiber optic cabling required.

No

Does the proposed action involve an upgrade of broadband service to an existing facility or structure? If yes, please include a description of the extent of service upgrade, a list of the permits required, and linear footage of underground fiber optic cabling required?

No



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| Management Team<br>Resumes and Organization<br>Chart | Management Team and Org Chart_FNL.pdf   | Moore, Leroy | 03/15/2010    |
| Government and Key<br>Partnerships                   | Partner Letters_Final 1.pdf             | Moore, Leroy | 03/15/2010    |
| Historical Financial<br>Statements                   | THA Financials_ending 2008.pdf          | Moore, Leroy | 03/15/2010    |
| Historical Financial<br>Statements                   | THA_Final_Audit_FY08-<br>09_FNL.pdf     | Moore, Leroy | 03/15/2010    |
| Community Anchor<br>Institutions Detail              | SBA Community Anchor<br>Attachment3.xls | Moore, Leroy | 03/15/2010    |
| Community Anchor<br>Institutions Detail              | SBA Community Anchor<br>Attachment1.xls | Moore, Leroy | 03/15/2010    |
| Community Anchor<br>Institutions Detail              | SBA Community Anchor<br>Attachment2.xls | Moore, Leroy | 03/15/2010    |
| BTOP Certifications                                  | BTOP Certifications.pdf                 | Moore, Leroy | 03/15/2010    |



| <b>Submitted Date:</b> 3/15/2010 3:58:12 PM                      | Easygrants ID: 5426             |
|--|---------------------------------|
| Funding Opportunity: Sustainable Broadband                       | Applicant Organization:         |
| Adoption   | TAMPA HOUSING AUTHORITY         |
| <b>Task:</b> Submit Application - Sustainable Broadband Adoption | Applicant Name: Mr. Leroy Moore |

| Detailed Budget                          | Budget Template_1.xls | Moore, Leroy | 03/15/2010 |
|--|-----------------------|--------------|------------|
| SF424 A Budget                           | SF424A_BTOP 2010.pdf  | Moore, Leroy | 03/15/2010 |
| SF424 B Assurances -<br>Non-Construction | SF424B Assurances.pdf | Moore, Leroy | 03/15/2010 |
| Supplemental Information                 | Budget_Final.xls      | Moore, Leroy | 03/15/2010 |