Broadband Non-Infrastructure Application
Submission to NTIA – Sustainable Broadband Adoption

Submitted Date: 3/15/2010 4:31:47 PM	**Easygrants ID: 5454**
Funding Opportunity: Sustainable Broadband Adoption	**Applicant Organization:** TOLEDO TELEPHONE CO, INC
Task: Submit Application - Sustainable Broadband Adoption	**Applicant Name:** Mr. Dale Merten

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A. General Application Information

1. Applicant Information	
Name and Federal ID for Applicant	
DUNS Number	002799641
CCR # (CAGE)	41JE1
Legal Business Name	TOLEDO TELEPHONE CO, INC
Point of Contact (POC)	PHIL CAPPALONGA 3608642004 Ext. PHIL@TOLEDOTEL.COM
Alternate POC	DENISE DOROTHY 3608642029 Ext. DENISED@TOLEDOTEL.COM
Electronic Business POC	PHIL CAPPALONGA 3608642004 Ext. PHIL@TOLEDOTEL.COM
Alternate Electronic Business POC	CAROL TURNER 3608642001 Ext. CAROL@TOLEDOTEL.COM

2. Name and Contact Information of Person to be Contacted on Matters Involving this Application:	
Prefix	Mr.
First Name	Dale
Middle Name	
Last Name	Merten

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Suffix	
Telephone Number	360-864-2044
Fax Number	360-864-4488
Email	ksnow@gvnw.com
Title	C.O.O.

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

Project Role	Name	Phone	Email
Secondary Point of Contact	Mr. Kenneth E, Snow	5036124418	ksnow@gvnw.com

4. Other Required Identification Numbers	
Easygrants ID	5454
Funding Opportunity Number	500001
Catalog of Federal Domestic Assistance Number	**BTOP CFDA Number:** 11.557 **BTOP CFDA Title:** Broadband Technology Opportunities Program

5. Organization Classification	
Type of Organization	For-profit Entity
Is the organization a small business?	Yes
Does the organization meet the definition of a socially and economically disadvantaged small business concern?	No

6. Authorized Organizational Representative

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AOR	CAPPALONGA, PHIL
Result	Applicant Authorized

7. Project Title and Project Description

Project Title: TOLEDO / COWLITZ BROADBAND INITIATIVE

Project Description: The Toledo/Cowlitz Initiative will provide broadband education and training, as well as free access to broadband service and computers, to vulnerable population households in a three-county area of Washington State. Over a three year period we have projected a sustainable broadband adoption rate of 1,000 new broadband subscribers.

8. 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.

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

➢ Yes, Applicant is exempt because it is an Economic Development District (EDD) designated by the Department of Commerce Economic Development Administration, has an EDD designation pending, or is a council of governments

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
PHIL CAPPALONGA	CFO	TOLEDO TELEPHONE COMPANY

B. Executive Summary, Project Purpose and Benefits

Essay Question

10.   Executive Summary of the proposed project:

The Toledo/Cowlitz Broadband Initiative is a collaborative effort of the Cowlitz Indian Tribe (Tribe) and the Toledo Telephone Company (Toledo). The initiative recognizes that multiple vulnerable populations exist 1) within the existing Toledo service area and 2) in surrounding areas Toledo is authorized to serve, but where there is currently no broadband access. Within the Toledo service area, there is 100% broadband access through robust fiber and enhanced copper technology, yet only 49% of all households subscribe to broadband service.

The greater Toledo, Washington, area has lagged behind Washington State as a whole in terms of prosperity and access to resources that could improve the social, economic and health of the community. Centered in Lewis County, the area's median household income is 26% below average, at $42,947, in comparison to the state's $58,081, with an unemployment rate of 14.8%, which is 4.6% higher than the statewide unemployment rate of 10.2%. The proportion of Senior citizens is a third higher than the state's, and youth under age 18 tend to leave the area as soon as they are able in order to find better job opportunities.

Toledo has recognized that a significant portion of its un-served and under-served population is Native American, so it has partnered with the Cowlitz Indian Tribe to coordinate efforts. According to the Tribe, approximately 700 of its 3,500 members, or 20%, do not have access to or do not subscribe to broadband service. Coupled with Toledo's roughly 1,000 telephone subscribers who do not subscribe to broadband, this initiative has an immediate potential participant pool of 1,700 households.

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In the areas targeted by this initiative, many of the households have no working vehicle, and the number of individuals above 25 with high school diplomas is only 80.5%, which is 6.6% below the state average. The number of individuals with a bachelor's degree or above is 53.4% below the state average. There are no institutions of higher learning within the area beyond that of secondary education. Simply put, to both obtain education and then to be able to apply that education in the local job market is problematic. The young go elsewhere while those who stay behind do not have the resources to expand the economic base of the area. Without improvements it will remain essentially an area of declining blue collar opportunity.

According to a recent Pew report, which we have taken the liberty to combine with the recent FCC Broadband Survey, when people do not subscribe to broadband where it is readily available, the primary reasons are that they perceive broadband to be too difficult to use (Digital Hopefuls--FCC), not relevant to their lives (Digitally Distant--FCC), do not have the skills to use the Internet nor computers, (Digitally Uncomfortable--FCC) and in the context of these factors, too expensive for both access and the hardware itself (Digitally Broke—our nomenclature, there is no FCC classification). For those with broadband access, the non-adopters identified three or more barriers.

The FCC report includes a statement which the Toledo/Cowlitz Broadband Initiative has used as an inspiration to develop its proposal: "The gap in broadband adoption is a problem with many different dimensions that will require many different solutions," said John Horrigan, Director of Consumer Research for the Omnibus Broadband Initiative. "Lowering costs of service or hardware, helping people develop online skills, and informing them about applications relevant to their lives are all key to sustainable adoption."

Thus, our overall strategy to increase sustainable broadband adoption among vulnerable populations is to meet these concerns directly. Our approach will be two-fold. First, we will address the issue of affordability by providing broadband access and computer equipment through grant and loan combinations, and second, we will provide training on how to use the equipment to access life-enhancing applications and activities. Equipment will be provided for individual households, as well as at a new public computer lab, called the Tribal Learning Center, hosted by Cowlitz Indian Tribal Housing. Because the internet is increasingly an interactive experience, matching needs with resources, we will offer training that goes beyond traditional searching activities by demonstrating how broadband access can open opportunities to government assistance programs, on-line education and job training, Tribal activities, health

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programs and youth activities. These activities will engage new audiences and show them how broadband can contribute substantially to their lives. Additionally, emerging small businesses, critical to the economic vitality of the area, will benefit from the opportunity to learn how to sell and advertise on the Internet and to use social media to promote their business. Community organizations, such as the Cowlitz Indian Tribe, will have the opportunity to learn how to better inform its members and other citizens of its resources available.

The project envisions a total of 1,000 households, 100 businesses, and 10 Anchor institutions will benefit from the program, through provision of equipment, broadband access, and training. Additionally, we anticipate at least 200 community members will utilize the public computer lab. Those households requiring computers and broadband access will be identified in our Awareness Campaign described later in this application, with a needs assessment conducted to link participants to equipment and training. For those outside of Toledo's access area, a Wildblue satellite broadband connection will be provided. For those with access to the wired Toledo network, broadband will be provided via ADSL2+ and GPON. Access will be provided at no initial cost and a discount will be provided for access at the conclusion of the program for those of low income. Users will be provided service with a combined speed of 6mbs. Those requiring computers will receive a new Dell Inspirion 15 laptop loaded with Windows 7 and Microsoft Office Small Business. The program will leverage an annual grant received by Cowlitz Indian Tribal Housing by providing free training and broadband access to Tribal housing residents. CITH has agreed to provide educational facilities in its Tribal Learning Center with a computer lab and a classroom environment for all program participants, as well as providing trainers for the education program. The computer lab will be equipped with the same configuration as in participant households. For those without transportation to the Learning Center, the Tribe will provide round-trip transportation. Community outreach will be performed by both Toledo and the Tribe through direct contact with the potential participants door-to-door, utilizing member rosters, and spreading the word through civic organizations, newspapers and existing community events currently organized and/or sponsored by Toledo and the Tribe.

Toledo will leverage its existing resources of 24/7 customer support, network operation, maintenance and technical support to insure the service is running properly and that end users can contact a trained individual while on-line with their computer equipment/applications. Toledo will also provide a cash contribution to the project for the purchase and acquisition of equipment and broadband access.

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Toledo will measure basic success of the program by comparing intake reports and needs assessments to equipment installation tallies, subscribership and computer lab utilization at the end of the program. We will also track successful completion of the 40-hour training program, with benchmarks each quarter to dictate if changes need to be made to the features of the program. Success will also be measured by the number of businesses utilizing new skills (such as websites created), reduced unemployment and other improved economic indicators, and increased utilization of federal, state, and tribal programs in the area. Such information will be derived from participant questionnaires and participation rosters.

Using the OMB rubric of 1 job created per $92,000 of federal expenditure, the minimum number of jobs created will be 36. We expect the number to be higher due to the lower cost of entry for new employers into the area and that some home-based businesses will arise through the utilization of the internet. The overall cost of the project is $3,531,703, including $2,701,300 in requested BTOP funds and $830,403 (23.5%) match, for a cost of $2,600 per subscriber.

11.   Project purpose:

The Toledo/Cowlitz Broadband Initiative has been established to serve six Vulnerable Groups within a three-county area surrounding Toledo, Washington. The six groups are: 1) Native American, 2) Low Income, 3) Unemployed, 4) Senior Citizens, 5), area Youth, and 6) Disabled. The initiative will be centered in Lewis County, where, according to the latest figures available from the Census Bureau, the median household income is 26% below the statewide median and the unemployment rate is 14.8%, or 4.6% higher than the statewide average of 10.2%. At 16.5%, the proportion of Senior Citizens is a third higher than that statewide, while youth under age 18 tend to leave the area as soon as they are able in order to find better job opportunities. Furthermore, the Area contains a population of Native Americans from the Cowlitz Tribe. It is estimated by the Tribe that some 700, or 20%, of its members do not have access or do not subscribe to broadband service. Finally, while Toledo Telephone Company has deployed fiber and copper broadband access to 100% of its serving territory, only 49% are broadband subscribers. For these reasons, we believe this project area is precisely what the BTOP SBA grant has been created to serve.

According to a recent Pew report, when people do not subscribe to broadband where it is readily available, the primary reasons are that they perceive broadband to be too difficult to use, not relevant to their lives, and in the context of these factors, too expensive. Add to that the cost of procuring computer hardware and software equipment in an economically depressed area, and

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you have a recipe for general apathy toward broadband access. The compounded lack of access to educational, social, economic, and health opportunities afforded by the internet has a diminishing effect on the welfare of the public. This is the situation in the Toledo/Cowlitz Area.

Our overall strategy to increase sustainable broadband adoption among vulnerable populations is to meet these concerns directly. Our approach will be two-fold. First, we will address the issue of affordability by providing broadband access and computer equipment through grant and loan combinations, and second, we will provide training on how to use the equipment to access life-enhancing applications and activities. Equipment, including computers and modems, will be provided for individual households, as well as at a new public computer lab, hosted by Cowlitz Indian Tribal Housing at the Tribal Learning Center. For some in the target population outside of Toledo's service area who do not have access to a traditional wired network, a Wildblue satellite connection will be provided. Information about the availability of low cost computers and broadband solutions along with broadband access throughout the proposed serving area will be distributed to identify and address the issue of affordability.

Because the internet is increasingly an interactive experience, matching needs with resources, we will offer training that goes beyond traditional searching activities by demonstrating how broadband access can contribute substantially to their living conditions by connecting them to government assistance programs, on-line secondary and post-secondary education, job training, Tribal activities, health programs and youth activities. In order to make the training as relevant and practical as possible, those schools, libraries, health centers and other community civic organizations dedicated to the welfare and economic opportunity within the project area will be partners in the development and oversight of the project.

The training program is expected to include up to 40 hours of classroom/computer lab instruction, at no cost to the participants. For those without transportation, the Cowlitz Tribe will provide transportation utilizing vehicles and staff currently used for that purpose for the benefit of the community. For disabled participants who are unable to be transported in disability-access vehicles, training will be provided in their homes.

The Cowlitz community center has been in existence for many years, supporting Cowlitz tribal members in the area. This center will be upgraded with the latest technology, staffed with supporting teachers and trainers, with outreach programs in place supported by the Tribe, Toledo Telephone and other community and civic organizations. This will pull the community together

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as it never has before under a specific program designed to support all who live within it. The expectation is that during the life of the project, the individual needs of the vulnerable groups will be further clarified, the program adapted and the needs addressed.

The Toledo/Cowlitz Broadband Initiative's baseline is 900 DSL subscribers currently within Toledo. By the end of the grant term, the goal will be to have at least 1400 household DSL subscribers and 500 Tribal WildBlue subscribers. This target will be reached by adding at least 125 subscribers per quarter, over a two year schedule.   The intended purpose for the grant will be to raise incomes, education levels, education and business opportunities, and increase the access to supportive health resources within the community. In addition, the side benefit is to increase the knowledge base of the broadband users such that over time, they will be able to sustain development of a broadband network without the need for grants. And as usage and business opportunities expand, the wired network will be deployed to those areas which will initially be dependent upon the Wildblue Satellite program.

12.   Recovery Act and Other Governmental Collaboration:

The Cowlitz Indian Tribe receives annual Native American Block Grant funding of approximately $2,000,000 administered by Cowlitz Indian Tribal Housing, to provide low-income and Tribal Elder housing to American Indians and Alaska Natives in the Toledo area. The Toledo/Cowlitz Broadband Initiative will provide access to broadband specifically to the residents of these Tribal facilities as addressed in other sections of this application. The Toledo/Cowlitz Broadband Initiative leverages the Tribe's housing program by providing broadband services to new, modern households, and by providing economic opportunities that have the potential to lift residents out of publicly-supported housing programs. Cowlitz Indian Tribal Housing operating expenses, including support for the Tribal Learning Center which is to be the site of the computer lab, are covered largely by Native American Block Grant funds.

13.   Technology Strategy:

The Toledo/Cowlitz Broadband Initiative plan will leverage Toledo's existing broadband business model with regard to the fundamental platforms of broadband equipment availability, selection and maintenance, and 24/7 customer service and technical support. Using grant and matching funds, the Company will expand this model further by offering an educational component in conjunction with the service offering. This is a unique model, departing from traditional industry practice of hooking up the wire and making sure the service is operational to the side of the building. We have noted that there are frequent occurrences where broadband is

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established but the end user is not prepared, nor understands how to correctly and fully utilize it. And at times, they simply don't have the correct equipment or software. With this grant, further expansion of Toledo's business model will also include the no-cost component for broadband subscription and the provision of a new laptop computer loaded with appropriate software.

The equipment to be used to provide broadband is: Calix C7 ADSL2+ and BEC 7402GTMR2 wireless modems for all participants within Toledo's DSL service area/exchange. Tribal members living outside of the exchange (or DSL service area) will be provided a WildBlue satellite system as customer premise equipment. The operating model we propose is equipment agnostic as it can be applied equally to any manufacturer regardless if it is copper based DSL, satellite, coax DOCSIS3, or fiber to the home. Each household or small business will be provided one Dell Inspiron 15 laptop loaded with Windows 7 and Microsoft Office. Our experience with the above mentioned equipment has proven to be robust, reliable and user friendly. The educational facilities will be equipped with the same configuration as the participant households. DSL users will be trained on DSL equipment, WildBlue users will be trained on WildBlue equipment. DSL subscribers will receive 5mbs down and 1mb upload speeds. WildBlue subscribers will receive 1mb down. Participants that complete the program will receive ownership of the laptop and software.

Day to day installation and operations will be completed utilizing Toledo's existing business office, technical and customer support staff, and trouble ticketing/quality assurance process. In short, the proposal has a process that currently works well from which it will build upon. The proposal offers tremendous flexibility as a project model that others can replicate and adapt to their existing networks. The main stated goal of the project is to remove barriers to broadband adoption. Models that necessitate fork-lift upgrades to a provider's network are also a tremendous barrier to broadband adoption. Should others choose to adopt our proposed model, they will have the flexibility to adapt it to use whatever supporting equipment, service and training platforms that are most expedient and available.

14.   Innovative Approach:

Our research compiled over the past four years indicates vulnerable populations are likely to never subscribe to broadband due one or more of the following factors: 1) they cannot afford broadband; 2) they cannot afford a computer; 3)they do not know how to use a computer and are intimidated by the education process; 4) they are elderly and do not see a need for broadband or a computer; or 5) they are disabled and may not be able to use a standard computer.

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Our program will eliminate all barriers to entry by providing free access to broadband, free installation, a free loan of a new computer for each household, free computer training, free technical support, the creation of a free access community computer center and most importantly, community outreach and education at a personal and local level that will involve each segment of vulnerable population.

Although there will be no cost to any vulnerable household that participates, each one must fulfill a minimum commitment level consisting of completing training in computer fundamentals, web browsing and virus protection prior to receiving a computer. There will also be controls on the loaning of the equipment such that the equipment is not the property of the recipient until it is paid for. While the provision of free service in and of itself does not guarantee sustainability, the service and equipment married with education and outreach within a program overseen by the Toledo/Cowlitz organization, is anticipated to demonstrate a continued level of success consistent with that achieved by the Cowlitz Tribe in other endeavors and programs. At the conclusion of the program, an assessment will be made of those who have successfully undertaken training and their broadband utilization determined.   In those instances in which a determination has been made upon outplacement or completion of training that a low cost broadband access pricing arrangement is necessary, the retail pricing of such service will be determined jointly between Toledo and the Cowlitz Tribe.

Unfortunately within the proposed project area, the vulnerable populations have not had the same economic and education opportunities available to others nearby. And with the lack of broadband access or broadband affordability, they will continue to lag behind. Our approach will deliver the service and educational opportunities using the "home grown" talents of those here in the community who will now be armed with the resources available to non-vulnerable populations.

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

> No

16.   Is the applicant deliquent on any federal debt?

> No

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If Yes, justification for deliquency:
- ➤ .

17.   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

18.   Are you partnering with any other key institutions, organizations, or other entities for this project?
- ➤ Yes

If YES, key partners are listed below:

Project Role: Third party in-kind contributor
Name: Coyle, Larry
Email: sherylb@toledotel.com
Address 1: 107 Spencer Rd
Address 2:
Address 3:
City: Toledo
State: Washington
Zip Code: 98591
Organization: Cowlitz Indian Tribal Housing
Organization Type: Indian Tribe
Small business: No
Socially and economically disadvantaged small business concern: No

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

Cowlitz Indian Tribal Housing will provide the educational facilities and classroom environment as an in-kind match. Toledo Telephone will contract with Cowlitz Indian Tribal Housing for teachers and trainers for the education program.

Cowlitz Indian Tribal Transit Authority will provide transportation for participant's roundtrip transportation from the home or business to the classroom for anyone who requires

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transportation at no-charge to the participant. Transportation is not included in the budget either as Federal Support or Matching Support.

D. Congressional Districts

20.   Applicant Headquarters

> Washington

21. Project Service States
Washington

22. Project Service Areas
Washington - 3

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

> Yes

24. Indicate each federally recognized tribal entity your proposed project will serve.
Cowlitz Indian Tribe

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

Yes

E. Community Anchor Summary

26. Community Anchor Institution	
Schools (k-12)	1
Libraries	0

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Medical and Healthcare Providers	1
Public Safety Entities	2
Community Colleges	0
Public Housing	1
Other Institutions of Higher Education	0
Other Community Support Organization	3
Other Government Facilities	2
TOTAL COMMUNITY ANCHOR INSTITUTIONS	10
27. Minority Serving Institutions	
Historically Black colleges and Universities	0
Tribal Colleges and Universities	0
Alaska Native Serving Institutions	0
Hispanic Serving Institutions	0
Native Hawaiian Serving Institutions	0
TOTAL MINORITY SERVING INSTITUTIONS	0

F. Demographics

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

> Yes

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If "Yes" which vulnerable population groups will your proposed project serve? Check as many as apply:
Native American or Native Alaskan

Disabled

Low Income

Unemployed

Senior Citizen (55 and over)

Youth

Other:

29.   Vulnerable Populations

The Applicant and its partners intend to identify needs through an outreach assessment, contacting each vulnerable population group within the proposed service area much like the US Census; that is through mail and door-to door conversations. This information will be tallied, ranked and scored. "Need" is determined as to those requiring training on understanding and using broadband. Further subsets will be identified to target training as to how to apply broadband access to the needs involving education, health, job outreach, etc. Training will be provided at the tribal community center that presently can accommodate persons with disabilities.

Native American or Native Alaskan - 1.5% (1,112) of the Lewis County population, per the 2008 Census Update, is in this group. Within that total, Toledo has identified a subset within its proposal service area to be served. According to the Cowlitz Tribe, it is their estimate that the total population without broadband service is 700. This has been determined through the rolls of participants in tribal health, education and training programs.

Low Income - The median household income in the 2008 Census Update of $42,947 is 26% less than the statewide median. The proposed service area is reflective of the county. The lack of

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high-skilled jobs can be traced to lower education levels of those residing in the community. Only 12.9% of the population possess Bachelor's degrees or higher versus 27.7% statewide. Average income in the community should increase as a result of the job training and education opportunities provided by this Initiative.

Unemployed - The Washington State Employment Security Department reported a January 2010 unemployment rate in Lewis County is the 2nd highest in the State at 14.8%. This is significantly higher than the state rate of 10.2%. Toledo will work collectively with the department to identify those within the service area that are in need. Outreach will be conducted by newspapers, and by notices to civic, religious and charitable organizations. Where job skill training is conducted for those unemployed within and near the service area, a partnership will be created to ensure delivery of sufficient broadband service and use by those affected.

Senior Citizens - Those over 65 within the county represent, according to the 2008 Census Update, 16.5% of the total population. This is significantly higher than the statewide average of 12%. The Applicant will conduct outreach programs through newspapers, community centers, religious and charitable organizations and advocates appointed by civic leaders who are most familiar with the senior population.

Youth – 2008 US Census data state 23.1% of the population of Lewis County is 18 or under. Considering data above on unemployment and under-employment, over 75% of these children live in a household with a below median annual income.

30.   Accessibility

The Toledo Telephone Company and the Cowlitz Indian Tribe have specifically identified accessibility for disabled populations as a target vulnerable group even though it represents a very small portion of the population. The Cowlitz Tribe is dedicated to provide such access when identified and where needed through its current programs and has adapted its community center accordingly. The training, education and economic opportunities that will be made available through this BTOP grant proposal will be readily provided to disabled individuals as needed. Broadband equipment and service will be available at the community center and at all residences of individuals who need such special access and service, as determined through initial intake into the program.

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Transportation for participants will be provided by the Cowlitz Tribe at no charge via the Cowlitz Tribal Transit Authority, for those who may request the service. The service includes buses designed for persons with disabilities. Community outreach programs designed specifically to connect with this segment of the population will encourage those who would normally overlook the opportunity to participate in this program. We will note in our community outreach programs Tribal Transit is available to any member of the public regardless of participation in this program or Tribal status.

31. Other Languages

The US Census Bureau's 2000 estimate for Lewis County identifies 93.6% of the county population to be "English-Only" speaking. Of the remaining 6.4%, less than half (3%) state that they speak English less than "very well".

All training will be done to enhance the English language to those who have difficulty, irrespective of their racial background. While not specifically a targeted population, the applicant and its partner will provide service to such individuals as the need arises.

G. Project Budget

32. Project Budget	
Federal Grant Request	$2,701,300
Total Match Amount	$830,403
Total Budget	$3,531,703
Match Percent	23.5%

33. Projects Outside Recommended Funding Range:

➢

34. Sustainability:

Toledo Telephone's experience over the last decade regarding broadband consumers has provided significant data to base our assertions towards sustainability. Our data indicates 100%

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sustainability is not a realistic goal. We know within our region and our demographics that a certain percentage of the subscribers will disconnect for reasons beyond our control. Although we have seen many customers that signed up for broadband that were uncertain about the value broadband may add to their lives, nobody has ever disconnected broadband because they no longer experience a need for it. Therefore the key to sustainability lies within the value of the broadband experience. A fast DSL connection is just as worthless as dial-up if it goes unused. That statement is also true for a broadband connection that is not reliable. Broadband subscribers who have poor quality or older computers are equally disadvantaged as those who do not possess the knowledge of how to use them. In many ways, this application seeks to replicate the success of the Rural Electrification Program of the 1930's when hundreds of thousands of rural families had no access to electricity. Within that population, there were many that did not believe they needed electric lights to make their lives better. When these people experienced the value of home electricity they could not live without it and found ways to include this vital service in the family budget.

In today's world, households have many services competing for a portion of the family income. Cable TV, magazines, newspapers, CD's, DVD's and even gasoline for the family car all may consume significant amounts of income. They all have one common thread in that Broadband can reduce or even replace those dollars. How we choose to spend our dollars relates directly back to the value we receive. Broadband provides access to movies, TV-shows, blogs, news, music and more all for a fraction of the cost or often free. Netflix for example currently offers unlimited movie downloads for $9.95 per month while a cable TV subscription can easily cost over $125.00. While we are ready to offer subscription discounts for those who participated after the project terminates, we believe that will not be necessary because of the value broadband provides. We are in discussion with vendors, manufactures and suppliers within the industry regarding how the industry can duplicate this model without federal grants. The success of those discussions will be influenced by the success of this application. At the conclusion of the program, an assessment will be made of those who have successfully undertaken training and their broadband utilization determined. In those instances in which a determination has been made upon outplacement or completion of training that a low cost broadband access pricing arrangement is necessary, the retail pricing of such service will be determined jointly between Toledo and the Cowlitz Tribe.

35. Matching Funds	
Applicant is providing matching funds of at least	Yes

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20% towards the total eligible project costs?	
Describe the matching contributions	Matching contributions consist of both in-kind and cash and are described as follows: Personnel matching funds account for $176,473 which is 5% of the total project budget. There are also fringe benefits associated with the personnel matching funds in the amount of $63,530. This is 1.8 percent of the budget. The expenses include Technician on-site computer support for all participants as well as administrative costs to run and promote the project. Toledo Telephone will cover 100% of these costs. These funds were calculated based on other similar projects and known salaries. They will be tracked through detailed timesheets and work orders. The Technicians will have some travel expense associated with the home visits. This matching amount is budgeted at $5,000 and is .14% of the total budget. Toledo Telephone will provide 24/7 technical support for all who attend the classes. The matching support for this is $59,400 which is 1.7% of the total budget. Toledo Telephone will purchase Microsoft Office Small Business software for the all personal computers in this budget. This matching fund amount is $279,000 and 7.9% of the total budget. Toledo Telephone will provide matching support for all Community Outreach which is budgeted at $35,000 and .99% of the total budget. Cowlitz Indian Tribal Housing will be providing matching funds in the form of educational facilities totaling $212,000 and 6% of the entire budget. The facility is mandatory for the project. The project needs to have a teaching facility for the education process. The students will not be internet savvy, online teaching could not be an option for what the project is trying to accomplish.
Unjust enrichment	All CPE obtained will be a pass-through cost. Wildblue will be provisioned at its normal retail price. The cost of the trainers will be negotiated at the current market rate. All costs incurred by Toledo

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	will be charged out at normal labor and overheads. All tariffed services will be provided at tariff rates. Should there be greater demand of its network, the Company will benefit through its traditional rate of return regulation, subject to Part 64 rules and WUTC (state)/NECA (federal) oversight. The company will not be unjustly enriched by the Universal Service High Cost Loop Fund (USF) as all non-regulated activities and related operating expenses and overheads are removed from the regulated rate base prior to the Company's cost per loop being determined and for which USF support is calculated. The Company does not, nor has any intention, to apply for additional state and federal funding for which this application relates. It should be noted that while Toledo is a recipient of the USF High Cost Program, per FCC rules, the costs associated with broadband facilities are also not includable in the calculation which determines whether the Company qualifies for such funding nor contributes to the amount the Company receives. Thus there is no conflict of interest or direct incentive for enrichment. As stated above, Toledo believes it will eventually benefit from the economic and social gains to be realized through the program via an increase in the penetration rate and higher speed utilization of its broadband service within the project area. Such economic gain, as a matter of corporate practice subject to regulatory oversight, will be returned to the community through further network upgrades to accommodate future needs.
Disclosure of federal and/or state funding sources	Please note the above where funding and enrichment are discussed. There are no additional federal or state funding sources received or requested by Toledo or is partner, the Cowlitz Tribe.

36. Budget Narrative	
Budget narrative	Two Toledo Telephone Technicians will spend an estimated 20% of their time working with the participants to provide one on one support. Two accounting personnel are involved with the grant process, Toledo's CFO and an accounting clerk. The two are estimated to spend 10% of their time on the project.

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The Project Manager for this grant will be Toledo's COO, 10% of his time is included in this grant

A marketing manager will be used to help promote the services offered through this grant. We expect 10% of the mgrs. total time on this project. Matching = Personnel $176,473

All the Toledo personnel who will work on this project receive benefits in the amount of 36% of salary. Benefits will be distributed to the project according to the time worked by each personnel. Toledo staff costs are based on current payroll. Matching = Fringe benefits $63,530

Toledo personnel time allocated will be tracked via detailed timesheets and a work order system.

Travel was calculated at the federal mileage rate of $.50 and based on 2,000 trips made by the two techs. We will track travel through a service order system. Matching = Travel $5000

Dell inspiration 15 Personal Computers will be purchased for those that do not have a PC or laptop or have an out of date computer. The budget calls for 1,000 PCs to be purchased for this project. Each PC's total cost is $499. Microsoft Office Small Business software will be installed on each PC at a $279/ea. Total federal support = computers $499,000. Matching = Software $279,000

The broadband home service will be either DSL service or satellite broadband service (Wild Blue) when DSL is not available. CPEs (modems) will be purchased for every installation. The DSL CPE cost is $79ea. The satellite broadband CPE is $199 each. Federal support = CPE $139,000

Community outreach costs are based on our own recent marketing programs that include flyers, mailers, posters, town hall style meeting, refreshments, and door-to-door awareness. Matching = $35,000

Three new full time Computer Literacy Instructors positions will be created. Toledo will contract with Cowlitz Indian Tribal Housing (CITH) to provide training and education. The costs are based on similar job postings in the region. Grant = $330,000

24/7 Internet help service is based on our current contractor rates and the number of broadband subscribers created through this project.

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	Matching = $59,400. Two years of broadband monthly connection fees and the initial installations are included in the project. The monthly DSL rate is $59.95 with an install cost of $250. Five Hundred DSL subscribers are budgeted for this project. The satellite broadband subscriber's monthly rate is $69.95 with an install cost of $99. There are 500 satellite subscribers budgeted. Grant = $1,733,300 Cost for Educational facilities provided by the Cowlitz Tribe and are based on Full Service Gross Lease value. Tribal matching amount = $212,000
Budget reasonableness	The personnel and fringe benefit costs are based on the true payroll and benefit costs Toledo pays now to these employees. The percent of time worked and number of employees was calculated based on work order analysis for other similar projects. The Technician's travel was based on our current DSL and Wildblue customer service order history. Since these participants will hold very little computer knowledge at the start we determined that they consumer greater technical resources resulting in estimated 10% work load per technician. In order for the training to provide lasting knowledge to each participant is required to have computer access and broadband at home. Toledo compared many different PCs before determining that Dell was the least cost with enough capabilities for the participants. Small Business software will be added to the PCs because this training is to help promote computer literacy that the participant can use in the work place or create a business. Microsoft Small Business Software was chosen as the software because it is the most common and therefore could provide the most benefit. Broadband service at the home requires a CPE. The pricing for the CPEs is based on Toledo's current pricing. Community outreach costs are based on our own recent (last two years) marketing programs that include flyers, mailers, posters, town hall style meeting, refreshments, and door-to-door awareness. Toledo will offer its current 24/7 Help Desk service to the students of this project. Our current rate per customer was used to determine this

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	line item. This rate will not change during the project period. The broadband internet connection (DSL) combined speed provided for the students will be 6mbps for $59.95 with an installation cost of $250. This is a very competitive non bundled rate for rural America and even less then the non bundled rate for some of the large telephone companies and cable providers. The installation cost is based on Toledo's cost to roll a truck and have an installer configure the CPE. The Wild Blue satellite broadband combined speed is over 1mbps for $69.95 which is comparable to Hughes Net monthly rate for the same speed. The rent for the educational facilities is provided by Cowlitz Indian Tribal Housing. They determined the unit cost from the buildings' costs per sqft including janitorial services, taxes and utilities. The classroom furnishing rate is market rate and included in the facility rent total. Salaries and expenses related for computer literacy trainers were derived from job postings and information obtained from community colleges in the region.
Demonstration of need	Until NTIA announced the BTOP Program, funds for programs that can provide significant robust solutions including computers, training, and broadband subscription were simply non-existent for a collaborative effort like the one between Toledo and the Cowlitz Tribe. Although a certain amount of funding is available at State and Federal levels for segments of the proposed project, such as targeting a specific vulnerable group, there has never been the opportunity to address the needs of the community in a comprehensive fashion. For example, programs for minority populations, such as Native Americans, target solely that subset of the population, but miss the opportunity to address the needs of those in the same economic and social plight in the area. Computer literacy funds may provide an educational element but cannot be used to provide computers to households. Community computer center funds may provide access to broadband for anyone using the community center, but do not lend themselves to increased subscribership by households. Private charitable organizations may offer a funding source with less restrictions, but the amount of funds are generally far less than the

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scope and needs addressed in this project. Unfortunately, coordination between the myriad of grant and loan possibilities would likely result in a program still missing an essential element addressing sustainable broadband adoption. Since we believe all three elements – access to computers, training and broadband – are all crucial to sustainability, the BTOP program is the only source available today that has the flexibility to address every barrier. Furthermore, as demonstrated by the demographics above, for this particular low-income, low-education community, affordability is key. The computers, broadband access, and training must be provided at low or no cost in order to get participants in the door.

In 2008 we participated in a outreach program developed by the State of Washington detailing the barriers to broadband. The total cost of the service either borne by the subscriber or provider was indicated as one of the first issues to be addressed. Toledo Telephone has discussed similar programs with traditional funding providers such as CoBank, Security State Bank and RUS (USDA). All traditional funding sources require a return on investment that is simply not achievable without grant funding.

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37. Funds to States/Territories

States	Amount of Federal Grant Request
Washington	2,701,300

Funds to States/Territories Total: $2,701,300

H. Historical Financials

38. Matching Funds

	2007	2008	2009
Revenue	5,392,716	5,101,565	5,265,460

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Expenditures	4,709,855	4,586,183	5,353,974
Net Assets	13,687,297	12,737,190	12,384,722
Change in Net Assets from Prior Year	33,066	-950,107	-352,468
Bond Rating (if applicable)	n/a	n/a	n/a

I. Program Benefits

39. Jobs	
How many direct jobs-years will be created from this project?	36
How many indirect jobs will be created from this project?	23
How many jobs will be induced from this project?	13

40.   Methodology used to estimate jobs:

Our methodology is that of Estimates of Job Creation from the American Recovery and Reinvestment Act of 2009. All numbers are based on this document.

41. 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?	1000
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?	100
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?	200
What is the total cost of your project per new subscriber (household, individual, or institutional) or new end-user?	$2,600.00

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42.   Measuring Adoption Impact:

The baseline to measure the success of the project is already established. Currently there are 900 DSL broadband subscribers in Toledo's service area. The goal of this Initiative is to increase this number to 1,400 and 500 new Tribal WildBlue broadband subscribers by the end of the grant term. Toledo Telephone and the Cowlitz Tribe have identified the new subscribers to target. For new Native American subscribers, the Cowlitz Tribe maintains a roster of over 3500 tribal members. The Tribe estimates over 700 Tribal members/households do have not access or do not subscribe to broadband. Meanwhile, Toledo Telephone currently is able to provide a minimum DSL connection of 6mbs combined to 100% of the households in our service area. However, only 49% of households subscribe to the service. With our rural location, other means available to access broadband service is minimal; that is, there is no other substantive competition in the serving area.

The proposed methodology to measure improvements is quite straightforward due to the fact our database contains the name, address and phone number of every tribal and non-tribal broadband consumer that currently subscribes to broadband within our service area. The Toledo staff will personally register each participant within this program. Participants will be given a training certificate and instruction on how to redeem and sign-up for educational benefits at the Tribal Learning Center.

Each quarter, participants will enter information on the overall value of the program and how it directly affects their lives and identify areas where they may need additional resources. The participants will receive follow-up contact at the end of the program and again on year later to assess individual progress or additional needs.

To remain active in the program participants must complete a minimum amount of training, utilize the broadband service available either at the Community Learning Center or their household and complete quarterly questionnaires on needs and progress. Those who complete the program will receive ownership of the Dell Laptop in their use. Those who drop out will be assessed on why the program was not successful and modifications to the program will be considered.

43. Broadband Training Programs	
If you intend to provide training or education, how many people in total will your	1000

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program(s) reach?	
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?	40
How many Full time employee (FTEs) instructors or facilitators will you employ for broadband and digital literacy training purposes?	3

44. **Describe their qualifications (training and experience):**

The recruitment of trainers for the project will commence upon notice of grant award. The experience and qualifications for the successful candidates are identified in the public notice below which has been drafted for this purpose:

Computer Literacy Faculty (full-time) - (Portland)

The Cowlitz Tribe Community Center is looking for a qualified professional to teach Computer Literacy for our General Education Program. This position is full-time.

As an instructor at Cowlitz Tribe Community Center you will be responsible for delivering a quality educational experience for the students in the courses that you teach through ensuring that curriculum is up-to-date, that effective delivery methods are employed, and that all students are treated in a fair and equitable manner.

• Highly organized and detail oriented.
• Interacts effectively and professionally with students, staff, faculty, and external customers of the Cowlitz Tribe including Advisory Board members and externship and other off campus sites.
• Exceptional customer focused skills. Ability to address student needs and resolve issues with diplomacy and tact.
• Interpersonal skills including questioning, listening and showing concern and respect for others.
• Solid writing skills to communicate effectively in memos, letters, and via email.
• Excellent verbal communication skills including ability to project voice and be clearly understood when speaking in front of a group.
• Ability to maintain confidentiality.

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• Possess a high degree of integrity and commitment to comply with policies, regulations, and codes of conduct governing all aspects of job responsibilities.
• Commitment to the success of the students and the school.
• Computer literacy skills including working knowledge of the Internet, Word, Excel, PowerPoint, and Outlook.
• Must possess an Associates Degree in Computer Literacy or a related field, and have a broad base of general education knowledge.
• Bachelors Degree preferred.
• Excellent communication skills.
• Proven ability to motivate and inspire adult students.
• Minimum of 3 years of professional experience.
At least one year of experience teaching adults preferred.

45. Equipment Affordability Programs		
What is the total up-front cost of this equipment?	$638,000.00	
If you are providing an equipment purchase or loan program, for how many households, businesses and/or institutions do you expect to provide equipment or computers?	1000	Households
	100	Businesses
	10	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?	$0.00	
How many broadband-related equipment units (e.g. computers, wireless devices) do you intend to purchase overall?	1000	

46. Broadband Awareness Programs	
If you are conducting an awareness campaign, how many people do you expect your campaign will reach in total per year?	3000

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

With over 75 years of experience of providing telecommunications and marketing our services, we know our awareness campaign will require multiple communication methods and one single message. Direct mail, bill stuffers, newsletters, billboards and banners will all be traditional communication methods that will be employed. However, community events and direct personal, door-to-door contact have proven to be our most successful means of communication.

However, traditional methods remain very important in building a consistent message. We know for example if we send out 2000 direct mail pieces, our call center volume will increase about 5%. We can also realize an increase in call volume by an additional 15% on those same 2000 pieces by combining news coverage in the local paper. By coordinating the campaign with a community event and staff a booth, an additional 25% will stop by and usually remark "I saw the flyer but I just haven't had time to call, I'm glad to see you here".

Such traditional awareness methods will be coupled with a significant grass roots effort which has proven to be our most effective means toward successful campaigns. The Toledo staff regularly meets with the local Chamber of Commerce, Lions Club, Rotary, Senior Centers, Tribal Center, school board, and The Planning and Economic Development Council. It participates in local fairs, Tribal cultural events, and community functions. Each of these venues provides a tremendous opportunity to reach out to specific vulnerable populations. We plan to send out 3000 direct mail pieces, attend over 100 community events and visit 1700 people door-to-door during the program.

Each community event will provide the opportunity to "tell the story" about what the program is all about, how to qualify, how one can benefit from the program. Face-to-face interaction provides us with additional leads because the person we are talking to always knows somebody that would benefit as well, especially if we have already identified that particular person and they are not interested. Often all it takes is a referral from a friend to re-kindle the interest.

Finally, door-to-door personal contact will be utilized for those who cannot, or do not attend, any of the above mentioned functions and have not responded to print media. We know of many elderly that rarely leave home. Without door-to-door outreach, they would not have the chance to realize the benefits of the program.

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

Our baseline to measure the success of the project is already established. First, Toledo Telephone and the Cowlitz Tribe have identified the new subscribers we wish to target, as discussed above.

The project will utilize the existing Tribal programs wherever possible to maximize their utilization and effectiveness. All participants will be given a training certificate and instruction on how to redeem and sign-up for educational benefits at the Tribal Learning Center. The training will consist of basic computer skills to advanced multi-media production, e-commerce and Internet for small businesses, as well as to conduct community-based outreach campaigns to highlight the benefits of broadband for vulnerable populations.

1) For those without broadband at their premises---further assessment will be made to determine why the household or business has not chosen to have broadband service. The program manager will identify those that have requirements for access, computers, and software. In order to receive the necessary support, the individuals who request the services will also be required to participate in the training programs.

2) For those who have access at their premises – assessment will be made to determine skill level, current computer equipment and support software in use. Based upon a needs matrix, the participants will be directed to particular training classes suited to their requirements. In addition, individuals and businesses will receive sufficient broadband service and computer support in order to meet their requirements.

3) For the Tribal Learning Center — Computers and software will be upgraded to current standards sufficient to support the training and outreach programs to be developed. Additional training programs and computer stations will increase community access at this center.

For those individuals who cannot travel to the training center due to disability, training will be provided where they live. For those in need, transportation will be provided by the Tribal transportation system irrespective of whether the individual(s) are Tribal members.

Measurement of all the significant variables to demonstrate success will consist of:

•   Number of new services deployed and maintained

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- Number of businesses utilizing new skill sets
- Number of users at the Tribal Learning Center
- Unemployment and poverty rate
- Utilization of federal and state programs by number of individuals within the area

J. Project Readiness

49.   Licenses and Regulatory Approvals

No licenses or regulatory approvals are deeemed necessary or required.

50.   Organizational Readiness

Toledo Telephone is well-known, local family owned, and a respected member of the community. The success and sustainability of this project holds value to our company because we live here. We see our customers in the grocery store, at church, school functions or just walking down the street. Our staff is well trained, our civic activities of leadership within the community are as important as our service. This project expands our dedication to move the community forward economically, by providing the education opportunities for those currently without broadband or who do not have the skill sets to unleash its potential. All participants will receive the same hands-on commitment to quality that our company has practiced for decades.

Dale Merten COO and Project Manager has significant experience in projects scaling from $50,000.00 to over $280,000,000. He has over 30 years experience in the telecom industry and adds significant impact to this project. He has managed multi-state DSL deployments, construction of fiber optic networks on local, regional and national levels.

Phil Cappalonga CFO has recent experience in deploying a nation-wide Sprint Wireless affiliate network. He has worked in the telecom industry many years and provides valuable resources to the management team.

Russ Ramsey GM/VP provides strategic planning and leadership. His commitment to the success of the project and company overall is tied directly to his family history and their ownership of Toledo Telephone for over 60 years.

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Unlike most rural independent telephone companies, we have abundant middle-mile resources with two diverse routes: one to Portland, Oregon and one to Seattle, Washington that are capable of 10 gigabits of throughput. 100% of our service area can obtain at least a combined 5mb DSL connection and over 75% can obtain a combined speed of 15mbs. When our company installed our SoftSwitch, we migrated ("cut-over") 3,000 subscriber lines from the old DCO voice switch. We also cutover the same number of subscriber lines from our old Alcatel DSL platform to the new Calix C7 simultaneously with the SoftSwitch cutover. Each subscriber line cutover required a truck roll to the customer's site. We accomplished this project on time and on budget using our current staff level. Therefore we are confident we have the ability to implement and manage this project, as it is much smaller in scale. Based on our long history of operational experience, we are also confident of our ability to sustain the project. Our customer service office is local to the area and staffed with qualified, experienced people who enjoy customer interaction. Our technical staff is also based here and all live in the area. Management and Executive Management personnel have a tremendous amount of experience in sustaining broadband services as well as managing this successful organization.

51.   Project Timeline and Challenges

Community Outreach

Community outreach will focus on senior centers, county food banks, Tribal centers, Chamber of Commerce, Rotary, Lions Club, schools and town hall style meetings. Direct mailers, and door-to-door informational visits to over 1,700 households will compliment the outreach to ensure everyone within the project area is informed. Timeline:

First quarter: Project will commence immediately upon Award, with bi-weekly presentations rotating between venues. 25 presentations, demonstrations, 100% direct mail contact first quarter.
Second quarter: 40 presentations 100% direct mail, 25% door-to-door contact.
Third quarter: 40 presentations, 100% direct mail, 75% door to door contact.
Fourth quarter: Follow up on 100% of those who did not participate during previous quarters with direct mail, telephone calls and door-to-door campaign.

Hiring Teachers / Trainers

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Job notices with detailed job descriptions will be posted immediately upon Award. Interviews shall be scheduled and finalists selected within one month of the posting. Preference will be given to Tribal members. However, all candidates must prove they are qualified for the position. Employment will begin within seven weeks from the original posting date. Educational staff will have the responsibility to review and modify the final curricula. Timeline – Complete within eight weeks of Award.

Education / Training Participants

Participant education will begin immediately after teachers/trainers are employed. Classrooms are currently ready to use and robust broadband fiber optics are in place. Curricula will include basic, intermediate and advanced coursework in personal computer operation, use of web browsers, anti-virus & spyware, Microsoft Office applications including Word, Excel, PowerPoint and Outlook, Resume building, job search via the web, and opportunities for advance on-line learning including college degrees. Total classroom time is expected to be 40 to 50 hours. To remain in compliance with the program, participants must complete 10 hrs of basic coursework. Timeline – Begin second quarter and continue through completion date. Student demand is anticipated to be the greatest within the first 12 months, gradually reduced as the project continues and the initial need declines. Classroom size can accommodate 50 students however we will limit the number to 20 to optimize the student/teacher ratio.

Equipment

Equipment lead times are short. However, we will keep inventory levels stocked to allow four weeks worth of installations. Our experience shows our vendors will easily meet this demand. Timeline - Equipment will be ordered as required.

Installation

Installation of computers and equipment will be scheduled as participants sign up for the program. Timeline – One month after Award and continue through completion date.

52.   SPIN Number

143004986

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K. Environmental Questionnaire

53.   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

Lap top computers, software, DSL modems and WildBlue satellite systems including the dish and modem will be procured and inventoried at Toledo Telephone's Operation Center. All installations will be dispatched from this location. Laptops will be distributed upon broadband installation.

54.   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

55.   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.

No

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

Yes

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

Yes

Submitted Date: 3/15/2010 4:31:47 PM	Easygrants ID: 5454
Funding Opportunity: Sustainable Broadband Adoption	Applicant Organization: TOLEDO TELEPHONE CO, INC
Task: Submit Application - Sustainable Broadband Adoption	Applicant Name: Mr. Dale Merten

The Cowlitz Tribe owns St. Mary's a facility in Toledo Washington that once was a large Catholic school and dormitory. The Tribe has recently renovated the entire facility. Classrooms have been upgraded and have fiber optics installed for broadband access.

58.   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

59.   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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Uploads

The following pages contain the following uploads provided by the applicant:

Upload Name	File Name	Uploaded By	Uploaded Date
Management Team Resumes and Organization Chart	CombinedRes.pdf	Merten, Dale	03/11/2010
Government and Key Partnerships	SBATribeLetter.pdf	Merten, Dale	03/11/2010
Historical Financial Statements	Toledo Telephone 2008.07 Financials.pdf	Merten, Dale	03/04/2010
Historical Financial Statements	2009 Financial Statements.PDF	Merten, Dale	03/14/2010
Community Anchor Institutions Detail	SBAAnchor+Detail.xlsx	Merten, Dale	03/12/2010
BTOP Certifications	SBAAuthentication.pdf	Merten, Dale	03/11/2010
Detailed Budget	Detailed Budget.xls	Merten, Dale	03/15/2010
SF424 A Budget	424A Budget.PDF	Merten, Dale	03/15/2010
SF424 B Assurances - Non-Construction	SBA Nonconstruct.pdf	Merten, Dale	03/11/2010

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