



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

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## **Table of Contents**

- A. General Application Information**
- B. Executive Summary, Project Purpose, and Benefits**
- C. Partners**
- D. Congressional Districts**
- E. Community Anchor Summary**
- F. Demographics**
- G. Project Budget**
- H. Historical Financials**
- I. Program Benefits**
- J. Project Readiness**
- K. Environmental Questionnaire**
- L. Uploads**



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## A. General Application Information

<b>1. Applicant Information</b>	
<b>Name and Federal ID for Applicant</b>	
<b>DUNS Number</b>	830370800
<b>CCR # (CAGE)</b>	5HNZ5
<b>Legal Business Name</b>	CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Point of Contact (POC)</b>	SUSAN WALTERS 4157442385 Ext. susan.walters@cetfund.org
<b>Alternate POC</b>	SUSAN WALTERS 4157442385 Ext. susan.walters@cetfund.org
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<b>Alternate Electronic Business POC</b>	SUSAN WALTERS 4157442385 Ext. susan.walters@cetfund.org

<b>2. Name and Contact Information of Person to be Contacted on Matters Involving this Application:</b>	
<b>Prefix</b>	Ms.
<b>First Name</b>	Susan
<b>Middle Name</b>	
<b>Last Name</b>	Walters



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<b>Suffix</b>	
<b>Telephone Number</b>	415-744-2385
<b>Fax Number</b>	415-744-2399
<b>Email</b>	susan.walters@cetfund.org
<b>Title</b>	Senior Vice President

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

Project Role	Name	Phone	Email
Other Contact	Ms. Gladys , Palpallatoc	4157442387	gladys.palpallatoc@cetfund.org
Secondary Point of Contact	Susan , Walters	4157442385	susan.walters@cetfund.org

**4. Other Required Identification Numbers**

<b>Easygrants ID</b>	5047
<b>Funding Opportunity Number</b>	500001
<b>Catalog of Federal Domestic Assistance Number</b>	<b>BTOP CFDA Number:</b> 11.557 <b>BTOP CFDA Title:</b> Broadband Technology Opportunities Program

**5. Organization Classification**

<b>Type of Organization</b>	Non-profit Foundation
<b>Is the organization a small business?</b>	No
<b>Does the organization meet the definition of a socially and economically disadvantaged small business concern?</b>	No



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**6. Authorized Organizational Representative**

<b>AOR</b>	WALTERS, SUSAN
<b>Result</b>	Applicant Authorized

**7. Project Title and Project Description**

**Project Title:** Access to Careers and Technology - ACT

**Project Description:** CETF will co-invest with NTIA to create Access to Careers and Technology (ACT), a scalable workforce development program. ACT builds on the capacities of community organizations and anchor institutions, who are results-producing CETF grantees and partners, to enable access to broadband and jobs in six high-priority regions with persistently high poverty and low levels of broadband adoption.

**8. Other Applications**

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

➤ Yes

<b>Easygrants ID</b>	<b>Project Title</b>
308	Broadband Awareness and Adoption

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

CETF has designed three tightly integrated applications for submission to NTIA. These include: 1) Broadband Awareness and Adoption (awareness raising and basic skills development – funded in Round 1); 2) Digital Literacy for All (building the base of skilled technology users); and 3) Access to Careers and Technology (developing 21st Century IT workforce skills). This proposal focuses on Access to Careers and Technology (ACT).





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The three CETF proposals intentionally build upon each other by integrating elements of place, strategy and shared resources.

**Place:** All of the CETF applications focus on the same high-priority communities in six geographic regions/communities that are heavily impacted by the Digital Divide in California: the San Francisco Bay Area (East Bay), Los Angeles (East and South), the Inland Empire (Riverside), the Sacramento Valley (South Sacramento), San Diego/Imperial (San Diego), and the San Joaquin Valley (Fresno and Patterson). Within these regions, all CETF proposals focus on low-income groups whose computer and broadband usage has significantly trailed the rest of the state (Latinos, Native Americans, rural residents, and people with disabilities).

**Strategy:** CETF's ongoing research analysis indicates that adoption, not service availability, is the major challenge in urban areas of California, and increasingly in rural areas as well. The Round 1-funded Broadband Awareness and Adoption program focuses on the foundational problem of adoption. Its intensive media campaign and educational activities will raise awareness and drive participants to the ACT programs that will be created and expanded by this application.

**Shared Resources:** ACT takes advantage of opportunities created by other proposals funded in Round 1, including L.A.-CAN; new applications including the State Library submission, Free2Connect4Success, and other existing initiatives, especially the School2Home program, which works with middle school students and their families in the same six regions targeted by this ACT application. The tight integration of the ACT program with the United Way's 211 project, a partner in the Round 1-funded Broadband Awareness and Adoption program, will result in the immediate ability to make and track referrals that are directly responsive to participants' needs, abilities, and location.

The three proposals also benefit from sharing common evaluation and learning tools provided by CETF. The "Californians and Information Technology" survey, implemented by the Public Policy Institute of California (PPIC), in partnership with CETF and ZeroDivide, provides detailed data illustrating levels of broadband access in the six targeted regions of this application. This provides baseline measurements so that progress in broadband adoption and Internet literacy enabled by CETF and its partners can be assessed. In addition, CETF has created a learning community, allowing partners to effectively share resources and best practices.



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9. 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:

<b>Name</b>	<b>Title</b>	<b>Employer</b>
Susan Walters	Senior Vice President	California Emerging Technology Fund

## **B. Executive Summary, Project Purpose and Benefits**

### **Essay Question**

**10. Executive Summary of the proposed project:**

**Statement of Need:**

With unemployment and underemployment reaching record high levels nationwide, now is the time to train and retool the workforce. New and innovative workforce development systems must respond to the technical needs of the 21st Century economy, especially in relation to building critical broadband and digital literacy skills.

California's high unemployment (12.6%) ranks fourth in the nation; in absolute numbers, California tops the list. In the six California regions targeted by ACT, the rates are much higher, with some areas approaching and even exceeding 20% (California Employment Development Department).

Low levels of broadband adoption and Internet access further exacerbate the deep unemployment issues in the regions/communities identified for priority action. Twenty-five percent of residents lack access to a computer in their home and 45% do not have in-home broadband access,





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creating a substantial challenge in preparing a workforce for jobs that require, at a minimum, basic computer and Internet skills (Public Policy Institute of California -PPIC- 2009).

Within the priority regions/communities, ACT has further targeted specific groups including Latinos, Native Americans, low-income individuals, and persons with disabilities. Only 39% of Latinos in California have broadband at home, as compared to 75% of Whites. The household broadband adoption rate for low-income individuals is only 40%, approximately half the household adoption rate of other Californians. Disabled people also have significantly low broadband adoption and use rates, approximately 47% (PPIC). National data indicates that within these groups, adoption rates drop further for specific subgroups. For example, the broadband adoption rate for monolingual Spanish speakers is estimated at 20% (FCC 2010).

With the technology sector recovery projected to outpace the overall economic recovery (Forrester 2010), the U.S. must urgently prepare residents for jobs involving Information and Communication Technologies (ICT) skills. With modern jobs requiring basic proficiency in computer use, business software, email, and Internet, many Californians remain at a distinct competitive disadvantage. The scope of the problem mandates that solutions go beyond training programs only, to include job creation and placement with approaches that can achieve high levels of scale and sustainability.

**Overall Approach:**

CETF is submitting two Round 2 proposals which build upon CETF's Broadband Awareness and Adoption initiative, funded by NTIA in Round 1. The three proposals align as a synergistic strategy, enabling California to advance with deliberate speed towards closing the Digital Divide and develop a next generation workforce. All three proposals and related efforts will focus on six high-priority regions and, within those regions, efforts will be focused on communities where rates of broadband adoption are lowest. This place-based strategy leverages and aligns with work being undertaken in these same regions by the Round 1-funded LA-CAN project and the additional CETF-supported School2Home program. School2Home provides middle school students and their families with laptop computers and basic digital literacy training, focusing on improving student academic achievement within the state's lowest performing middle schools.

The Round 1-funded Broadband Awareness and Adoption initiative is currently working in these same regions to foster overall community awareness and the development of basic computer literacy skills. The two proposals submitted for Round 2 include: 1) Digital Literacy for All



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(DLA) – building higher level digital skills at community access centers; and 2) Access to Careers and Technology (ACT) – preparing individuals for 21st Century ICT careers and placing them in jobs. Both DLA and ACT will benefit from their close linkage to the 700,000 referrals that will be generated by the targeted outreach of the recently funded Broadband Awareness and Adoption initiative.

This proposal focuses on ACT. Over the last decade, some progress has been made at expanding the number of ICT training programs that help low-income Californians increase their skills, enabling them to progress along digital career pathways. Program models, curricula, and training systems have been developed to prepare residents in disadvantaged neighborhoods for entry-level and progressively more advanced positions.

CETF has successfully invested in the piloting, evaluation, and systems development required to effectively scale up several of the more promising of these efforts and, through ACT, proposes a five-fold program designed to produce rapid impact, especially in terms of job placement. ACT will:

1. Increase employment and reduce poverty by enabling low-income residents to gain technology skills to enter ICT jobs. 2,647 individuals will be placed into full-time living wage jobs that require technology and/or Internet skills; 15,035 Small Business owners or employees will obtain digital literacy training; and 8,270 youth will gain technology skills critical to their academic and professional success.
2. Prepare low-income individuals for technology-based careers through extensive vocational training programs that result in recognized certifications. Vocational courses will prepare individuals for careers including PC technician, office administrator, digital animator, and web designer. Certificate-based courses for IC3 and A+ certification will also be available, enabling individuals to enter other technology-based careers. 1,019 individuals will receive advanced technology certifications.
3. Engage 28 community anchor institutions as training sites and broadband access points to improve access to services and outcomes. In addition, locating ACT services in well-known community organizations will strengthen program outreach capacity within the target communities, increasing use of services and creating a greater positive impact.





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4. Increase household broadband adoption rates through equipment affordability programs that offer low-cost refurbished computer equipment to low-income individuals. 9,237 low-income households will adopt broadband services.

5. In addition, each of the 11 implementing partners will develop and implement an accessibility plan and will offer training and employment services for people with disabilities.

**Areas served**

ACT partners are located in regions/communities of the state that are most impacted by the Digital Divide: the San Francisco Bay Area (East Bay), Los Angeles (East and South), the Inland Empire (Riverside), the Sacramento Valley (South Sacramento), San Diego/Imperial (San Diego), and the San Joaquin Valley (Fresno and Patterson). Within these regions/communities, CETF focuses on demographic groups whose computer and broadband usage has significantly trailed the rest of the state including Latinos, Native Americans, low-income individuals, and people with disabilities.

**Qualifications**

Formed by action of the California Public Utilities Commission, CETF is a non-profit organization committed to eliminating the Digital Divide in California. Utilizing \$60 million in seed money to carry out a carefully crafted ten-year plan, CETF promotes high-speed Internet access to underserved communities across California. CETF is uniquely positioned to be an effective manager of BTOP resources as its work-to-date has resulted in an extensive statewide network of partner organizations working to close the Digital Divide, including the development of several scalable IT-based workforce development programs.

CETF is currently managing the Broadband Awareness and Adoption program, funded during Round 1, resulting in its growing familiarity with NTIA and ARRA requirements. CETF has extensive experience working with its grantees in program coaching, monitoring and evaluation, in successfully growing a learning community, and engaging partner organizations to achieve maximum impact and meet their specific outcome targets most efficiently.

**Jobs saved or created**

Through the planning process initiated by CETF over one year ago to initiate preparation of the ACT proposal, partners were able to carefully estimate the impact of their work on job creation and retention. During the 18-month ACT program period, 2,647 individuals will enter full-time





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living wage jobs. Simultaneously, 15,035 small business owners or employees will obtain digital literacy training to improve the efficiency, competitiveness, and financial stability of their businesses.

Overall cost of the proposed project

CETF proposes an overall ACT project budget of \$11,062,277. Of this amount, CETF requests \$7,108,199 in BTOP Sustainable Broadband Adoption funds and will provide \$3,954,079 in matching resources, representing 35.7% of project costs. The match amount includes \$3,848,058 in cash match (34.79% of total project costs).

**11. Project purpose:**

Significance:

With elevated unemployment and underemployment rates in California, effective workforce development and job placement initiatives represent one of the state's highest priorities, especially for those regions/communities that have been hit hardest by the recession. As digital literacy takes on increasing importance in the 21st Century job market, narrowing the Digital Divide must be an essential component of California's economic recovery strategy.

The "Californians and Information Technology" survey, identified a persistent Digital Divide in California:

- 39% of Latinos have broadband connections at home, while among Asians it is 74%; and among Whites it is 75%.
- 65% of individuals with disabilities do not have broadband at home.
- 58% of those with incomes below \$40,000 use the Internet versus 97% of those earning more than \$80,000 per year. (PPIC 2009)

Recent FCC analysis also identifies low-income, Latino, and disabled populations as having especially low broadband adoption, and provides insight into the barriers facing these populations:

- Over 50% of those earning less than \$20,000/year and lacking broadband adoption and 87% of disabled non-adopters are hesitant to pursue broadband connectivity due to cost or digital literacy deficiency;
- Cost and digital literacy present barriers for 43% of non-adopting Latinos (FCC 2010).



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**Effectively Addressing the Problem:**

CETF will engage 11 technology training organizations and 28 community anchor institutions in implementing the Access to Careers and Technology (ACT) program. This effort will narrow the Digital Divide and reduce unemployment by providing job-related technology courses and pathways to 21st Century careers, and encouraging household broadband adoption for vulnerable populations in the six priority regions identified through PPIC's extensive survey-based research.

The ACT network of career-oriented technology training programs will contribute to CETF's place-based strategy for closing California's Digital Divide. This involves focusing multiple service networks/programs on the six PPIC-identified target areas of California. Complementary to ACT, CETF's Digital Literacy for All (DLA) proposal (also submitted to Round 2) will contribute to this strategy by providing basic and intermediate digital literacy training and household broadband adoption support at public computer centers. Both ACT and DLA reinforce and align with CETF's Broadband Awareness and Adoption initiative, funded by NTIA in Round 1, to cultivate community awareness of broadband and provide training in basic computer skills. In these same regions, these strategies leverage the CETF-supported School2Home program which fosters digital literacy and broadband adoption among middle school youth and their families by equipping them with laptops and basic digital literacy training focusing on improving student academic achievement within the state's lowest performing middle schools.

With a BTOP investment, the ACT partners and CETF will realize four primary goals:

Goal 1: Enable individuals from vulnerable populations to gain technology skills to seek and enter ICT jobs.

- 36,970 youth and adults learn basic computer skills and Internet literacy; and
- 15,035 small business owners and employees obtain digital literacy training.

Goal 2: Prepare low-income individuals for technology-based careers through extensive vocational training programs that result in recognized certifications.

- 5,617 low-income persons enroll in advanced and vocational technology courses; and
- 2,647 low-income persons are placed into full-time, living wage jobs in the digital workforce; and
- 1,019 low-income persons receive advanced technology certification.

Goal 3: Engage community anchor institutions as training sites and broadband access points.





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- 28 community institutions will support the ACT program.

Goal 4: Increase household broadband adoption.

- 9,237 low-income households and users for broadband services.

**Significance and Potential Replication of the Proposed Solution:**

Extensive research conducted by CETF, and confirmed by the FCC, has identified the areas and populations within California most desperately in need of digital literacy, technology skills for the modern workforce, and household broadband adoption. By partnering with technology training organizations and community institutions in these areas, residents will benefit from an increasingly comprehensive range of services and support available within their communities. These residents will have access to progressively higher-level digital literacy and vocational programs, as well as low-cost computers and peripherals through equipment affordability programs.

Through CETF's learning community newly identified best practices will be incorporated into CETF's Digital Literacy Training Continuum, a technology training guide designed by CETF and its partners, enabling CETF and its partners' approach and outcomes to be replicated and brought to scale. Key social enterprises launched will result in ongoing revenue streams for training and placement programs.

**Proposed Service Area:**

The ACT program will provide services to underserved areas including the San Francisco Bay Area (East Bay), Los Angeles (East and South), the Inland Empire (Riverside), the Sacramento Valley (South Sacramento), San Diego/Imperial (San Diego), and the San Joaquin Valley (Fresno and Patterson).

**Advancing BTOP Statutory Purposes:**

Through realization of the outcomes described above, the ACT partners will provide broadband education, awareness, training, access, equipment, and support to vulnerable populations. ACT partners will collaborate with community anchor institutions including schools, libraries, local government, and other well-known community organizations, to provide broadband access and training services at established locations within the target areas.

**12. Recovery Act and Other Governmental Collaboration:**



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The California Public Utilities Commission (CPUC) established CETF in 2006 with the awareness that disparate efforts will only be successful in closing the Digital Divide if dynamic public-private partnerships can be established.

CETF will utilize a BTOP Sustainable Broadband Adoption grant to accelerate its work building a framework for high-impact IT workforce training programs with replicability in any state in the nation. To date, CETF has involved municipal, county, state, and public education entities in an unprecedented collaborative effort to enable all Californians to access broadband communications technologies. CETF has asked 478 incorporated cities and 58 counties in California and 79 school districts to pass a local resolution and call to action to do the following:

**School Districts:**

School Superintendents work with the CETF, community-based organizations, foundations and government agencies to attract essential resources to disadvantaged neighborhoods; and request all their departments and divisions to review scope of responsibilities, work plans, and services to identify within 6 months the strategic actions necessary to integrate the use of computing and broadband technology into the classroom.

**Cities and Counties:**

Request all their departments and agencies to review work plans and services to identify and report back to the Council or Board within 6 months the strategic actions that will remove barriers to and promote the deployment and adoption of broadband. Direct that appropriate policies promoting and supporting the deployment and adoption of broadband be promulgated and incorporated into the General Plan. Direct the City Manager and other appropriate departments to determine how to use broadband technology to inform and engage residents. Actively participate in Get Connected! fairs, promote services using broadband and post this resolution on the city or county website.

Utilizing its linkages with the Governor's Office, the CPUC, the California Broadband Task Force, and a variety of public and private partners, CETF is focused on ensuring that its work is closely aligned with and supports key related ARRA initiatives including:

- U.S. Department of Labor and Workforce Investment Act programs;
- U.S. Department of Education programs including the Investing in Innovation;
- Key California initiatives, including Digital Literacy Executive Order S-06-09;





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- Applications funded by BTOP Round 1 including CETF's Broadband Awareness and Adoption initiative and the L.A.-CAN initiative; and
  - Applications submitted in Round 2 by the State Library and Califa, Free2Connect4Success and the City of Los Angeles, L.A. Cares.

**13. Technology Strategy:**

The ACT technology strategy includes both technical and operational/programmatic components.

Technically, ACT leverages existing broadband connections and equipment at partner public community center locations and training sites. These partners and their training sites have been carefully vetted by CETF to provide high-quality services and technology. Their systems primarily include standard T1, Cable, and DSL connections, while some also offer wireless networks based on WPA encrypted 802.11b/g access points. They will, at a minimum, implement the following best practices:

- Use comparable Anti-Virus and Security software at each site;
- Common agreement on policies regarding web safety for children and parents;
- Web and email security training for all computer center users;
- Implement standardized accessibility protocols and use of tools; and
- Automatic network and computer backups.

Programmatically, through the implementation of ACT's aggressive job training, creation, and placement program, participants, including small businesses, gain the motivation, skills, and resources needed for sustainable broadband adoption. In current training programs, 95% of the graduating classes have broadband access by graduation. Job placement in careers involving ICT skills reinforces the utility of broadband connectivity.

The equipment affordability/computer refurbishing component of ACT reinforces this capacity by making low-cost/affordable computer hardware/software available in the same communities being served. This strategy builds on the success of the Stride Center, which has consistently placed eighty percent of its program participants in jobs after completing training. In 2004, Stride Center launched ReliaTech, a social enterprise repairs and refurbishes computers and operates out of a retail store adjacent to one of the Stride Center's primary training locations. ReliaTech provides trainees with needed work experience, refurbishes personal computers for use in underserved communities, and provides service and support to computer users.





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Social Enterprises, such as Stride Center’s ReliaTech, help to close the Digital Divide in multiple ways: 1) They provide an income stream to the parent organization; (2) They increase the employability and income levels of trainees; and (3) They make low-cost computer technology available to community residents. which is then sold, maintained, and serviced locally, extending the usable life of thousands of personal computers which would otherwise have been discarded.

CETF has utilized its grantmaking program to support the scaling up of these efforts including the planning and development process for EmpowerNet, a statewide collaborative working to replicate the Stride Center social enterprise model throughout the state. EmpowerNet has now developed a Toolkit for this purpose and is ready to distribute it to communities statewide (see: <http://empowernetcalifornia.org/>).

**14. Innovative Approach:**

A key rationale for the ACT initiative is the knowledge that 21st Century digital inclusion programs must carry within them the seeds of scale and sustainability through their integration with social enterprise activities. ACT enables community organizations throughout the state to launch locally relevant training programs and create businesses that provide sustainable technology education, assistance, service, and low-cost hardware and software dissemination.

Building on their own successful experience assisting underserved communities with accessing broadband and other technologies, ACT partners will help additional communities replicate their successful efforts, while introducing programs that are responsive to local conditions.

EmpowerNet California (ENC) has nearly completed development of an innovative Toolkit that will revolutionize how underserved communities throughout California utilize broadband technology and benefit from accessing it. The Toolkit enables communities to adopt and access broadband by providing dynamic IT training systems that are strengthened through social enterprises, and provide entry-level user training, access to low-cost equipment, and local, affordable tech support. The Toolkit will become a blueprint for community organizations to launch successful, sustainable broadband adoption programs, and aggregate resources for shared learning. BTOP funds will make it possible for 30 organizations to start their own programs using the Toolkit.



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

EmpowerNet California partners – who have already helped thousands of low-income Californians gain knowledge and purchasing power to access broadband technology – will assist local, community-based organizations with launching technology training and hardware refurbishment programs through training, consulting services, and the provision of seed funding. These programs will provide urgently needed, marketable IT skills to community members, and will make affordable, refurbished computer equipment and IT support available in communities lacking computer and broadband access.

As a project with statewide scope, ACT builds capacity to address the Digital Divide by using resources that are already available in every community in the state: community-based organizations and used computers. ACT has the capacity to penetrate the huge market of underserved households and will be greatly assisted by the statewide reach of the Goodwill network, which operates 13 independent agencies throughout the state.

Access and training through community-based programs are critical elements in bridging the Digital Divide, but without replicable standards and ongoing funding support such efforts are unlikely to be sustained over the long run. The comprehensive approach taken by ACT does more than simply promote broadband adoption and training. It offers a sustainable approach to digital literacy and job creation through a proven earned income model.

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

➤ No

**16. Is the applicant delinquent on any federal debt?**

➤ No

If Yes, justification for delinquency:

➤ .

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

➤ No



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

## 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: Other  
Name: Brooks, Deborah  
Email: dbrooks@theacmenetwork.org  
Address 1: 1201 West Fifth Street, Suite T-200  
Address 2:  
Address 3:  
City: Los Angeles  
State: California  
Zip Code: 90017  
Organization: The ACME Network  
Organization Type: Non-profit Corporation  
Small business: No  
Socially and economically disadvantaged small business concern: No

Project Role: Other  
Name: Valdez, Laura  
Email: laura@caminossf.org  
Address 1: 1406 Valencia Street, Suite A  
Address 2:  
Address 3:  
City: San Francisco  
State: California  
Zip Code: 94110  
Organization: CAMINOS - Pathways Learning Center  
Organization Type: Non-profit Corporation  
Small business: No  
Socially and economically disadvantaged small business concern: No

Project Role: Other  
Name: Taylor, Selma  
Email: staylor@caratnet.org  
Address 1: 1333 Broadway, Suite 604  
Address 2:  
Address 3:





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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

City: Oakland  
State: California  
Zip Code: 94612  
Organization: California Resources and Training  
Organization Type: Non-profit Corporation  
Small business: No  
Socially and economically disadvantaged small business concern: No

Project Role: Other  
Name: Loranger, Mark  
Email: MarkL@ChangeLives.org  
Address 1: 522 S. Main Street  
Address 2:  
Address 3:  
City: Los Angeles  
State: California  
Zip Code: 90013  
Organization: Chrysalis  
Organization Type: Non-profit Corporation  
Small business: No  
Socially and economically disadvantaged small business concern: No

Project Role: Other  
Name: Hathaway, Barrie  
Email: barrie@stridecenter.org  
Address 1: 1212 Broadway, Suite 400  
Address 2:  
Address 3:  
City: Oakland  
State: California  
Zip Code: 94612  
Organization: The Stride Center  
Organization Type: Non-profit Corporation  
Small business: No  
Socially and economically disadvantaged small business concern: No

Project Role: Other  
Name: Fox, Kim  
Email: kfox@sfgoodwill.org  
Address 1: 1500 Mission Street  
Address 2:  
Address 3:



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

City: San Francisco  
State: California  
Zip Code: 94103  
Organization: Goodwill Industries of San Francisco, San Mateo, and Marin Counties  
Organization Type: Non-profit Corporation  
Small business: No  
Socially and economically disadvantaged small business concern: No

Project Role: Other  
Name: Glover, David  
Email: occur@sbcglobal.net  
Address 1: 1330 Broadway, Suite 1030  
Address 2:  
Address 3:  
City: Oakland  
State: California  
Zip Code: 94612  
Organization: OCCUR  
Organization Type: Non-profit Corporation  
Small business: No  
Socially and economically disadvantaged small business concern: No

Project Role: Other  
Name: Nava, Louis  
Email: louis@sdfutures.org  
Address 1: 4275 El Cajon Blvd. #200  
Address 2:  
Address 3:  
City: San Diego  
State: California  
Zip Code: 92105  
Organization: San Diego Futures Foundation  
Organization Type: Non-profit Corporation  
Small business: No  
Socially and economically disadvantaged small business concern: No

Project Role: Other  
Name: Parker, McCrae  
Email: mccrae@youthradio.org  
Address 1: 1701 Broadway  
Address 2:  
Address 3:





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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

City: Oakland  
State: California  
Zip Code: 94612  
Organization: Youth Radio  
Organization Type: Non-profit Corporation  
Small business: No  
Socially and economically disadvantaged small business concern: No

Project Role: Other  
Name: Kreinberg, Luke  
Email: lukekreinberg@gmail.com  
Address 1: 1212 Broadway, Suite 400  
Address 2:  
Address 3:  
City: Oakland  
State: California  
Zip Code: 94612  
Organization: EmpowerNet California  
Organization Type: Non-profit Corporation  
Small business: No  
Socially and economically disadvantaged small business concern: No

Project Role: Other  
Name: Zaldivar-Motts, Cesar  
Email: mottscz@scdcorp.org  
Address 1: 2965 E Gage Avenue  
Address 2:  
Address 3:  
City: Huntington Park  
State: California  
Zip Code: 90255  
Organization: Southeast Community Development Corporation  
Organization Type: Non-profit Corporation  
Small business: No  
Socially and economically disadvantaged small business concern: No

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



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

---

The partners in the ACT program bring extensive experience providing technology access and training to priority communities in California. The following summaries describe the roles and commitments of each partner organization:

Caminos-Pathways Learning Center of San Francisco will train 954 low-income Latinas in digital literacy and job readiness, and aim to add broadband connectivity to 150 households in surrounding communities. They will contribute \$75,000 in matching funds to the project. Community organizations partnering with Caminos include San Francisco State University, the City College of San Francisco, San Francisco General Hospital, Valencia Public Housing, and Clinic by the Bay.

CARAT (California Resources and Training) in Oakland will work with Small Business Development Centers (SBDCs) to enroll 15,000 unserved and underserved small business owners and employees in digital literacy training. CARAT will provide a match of \$75,000 for the program and will partner with eleven SBDCs across California, all of which are located at community colleges, public universities, or County Workforce Development Boards.

Chrysalis of Los Angeles will offer modern job skills training and broadband access for 900 homeless and low-income individuals. Chrysalis will contribute \$62,024 in matching funds to the project. Chrysalis community institution partners include the City of Los Angeles Workforce Investment Board and WorkSource Centers.

EmpowerNet California will assist 30 nonprofit organizations in targeted CA regions to launch IT-focused job training and job placement programs for 372 out of work, low-income adults. 180 graduates of the training program will be placed in jobs. EmpowerNet will provide \$52,860 in matching funds.

Goodwill Industries of San Francisco, San Mateo, and Marin Counties will train 1,148 low-income individuals in computer literacy and entry-level computer technician proficiency, resulting in 249 job placements. In addition, Goodwill will facilitate 75 broadband subscriptions for low-income households. They will contribute \$116,275 in matching funds to the network. Goodwill's key local partner is the One Stop Career Link Center in San Francisco.

OCCUR of East Oakland will train 3,005 low-income individuals in job readiness skills through its Eastmont Computing Center, including 30 IT-specific job placements. OCCUR also commits



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

---

to equipping 550 low-income housing units with computers and providing basic technology training to residents. In addition, OCCUR will leverage its training courses to compel 1,000 households to subscribe to broadband services. OCCUR will commit \$50,000 in matching funds. OCCUR's community partners include the East Bay Asian Local Development Corporation, the Center for Accessible Technology, TechSoup, the Oakland Housing Authority, the City of Oakland, and the County of Alameda.

SCDC (The Southeast Community Development Corporation) of Huntington Park will train 150 individuals in certification-based advanced computer proficiencies at four regional technology training centers, provide digital literacy education to 2,700 local community members, and connect 5,000 households to broadband. SCDC will contribute \$106,020 of in-kind resources and collaborate with key partners including the Huntington Park-Bell Adult School, The East Los Angeles College, and the HUB Cities Worksource Center.

SDFF (The San Diego Futures Foundation) of San Diego County will subscribe 6,560 families to broadband Internet, providing support services including affordable computer equipment and digital literacy training. Additionally, SDFF will place 200 individuals in local jobs. They will provide \$770,406 in match funding and collaborate with a wide array of local partners including the San Diego Workforce Partnership, the University of California - San Diego, and Able Disabled Advocacy.

The ACME Network of Los Angeles will engage 7,700 youth and 100 teachers in an innovative online training and mentoring program, creating strong local connections with 15 high schools and 8 community colleges. ACME will contribute \$201,589 in matching funds to the project.

The Stride Center of Oakland will train 481 underserved adults, resulting in 361 IT job placements. Stride will also subscribe over 160 households to broadband services. Stride commits \$780,018 in matching funds to the ACT program. Partners include Skyline and Contra Cost Community Colleges, a variety of local Workforce Investment Boards, Sacramento Employment and Training Administration, and the Greater Sacramento Urban League.

Youth Radio in Oakland will train 120 youth in digital technologies, media production, and social media networking, and will hire 15 interns. They will also provide resources to participating youth for household broadband adoption, connecting 45 homes. Youth Radio will contribute \$36,631 in matching funds to the ACT project. Their partners include Peralta





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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

---

Community Colleges, the Oakland Unified School District, Alameda County Probation Department, the Oakland Police Department, and the Alameda County Health Department.

As evidenced above, ACT has assembled a group of leading digital literacy and workforce training organizations spanning the six target regions in California. These partners are experienced with providing technology training in some of the state's most challenged neighborhoods and communities, and they are well-positioned to advance broadband adoption in the target regions.

## **D. Congressional Districts**

### **20. Applicant Headquarters**

- California

### **21. Project Service States**

California

### **22. Project Service Areas**

California - 3

California - 4

California - 5

California - 7

California - 9

California - 10

California - 11

California - 13

California - 18



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

---

California - 19

California - 20

California - 21

California - 26

California - 42

California - 43

California - 49

California - 50

California - 51

California - 52

California - 53

California - 22

California - 25

California - 27

California - 28

California - 29

California - 30

California - 31

California - 32

California - 33

California - 34





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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

California - 35

California - 36

California - 37

California - 38

California - 39

California - 46

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

➤ No

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

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

No

## **E. Community Anchor Summary**

<b>26. Community Anchor Institution</b>	
<b>Schools (k-12)</b>	2
<b>Libraries</b>	0
<b>Medical and Healthcare Providers</b>	0
<b>Public Safety Entities</b>	0
<b>Community Colleges</b>	8
<b>Public Housing</b>	0



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

<b>Other Institutions of Higher Education</b>	2
<b>Other Community Support Organization</b>	8
<b>Other Government Facilities</b>	8
<b>TOTAL COMMUNITY ANCHOR INSTITUTIONS</b>	28
<b>27. Minority Serving Institutions</b>	
<b>Historically Black colleges and Universities</b>	0
<b>Tribal Colleges and Universities</b>	0
<b>Alaska Native Serving Institutions</b>	0
<b>Hispanic Serving Institutions</b>	0
<b>Native Hawaiian Serving Institutions</b>	0
<b>TOTAL MINORITY SERVING INSTITUTIONS</b>	0

## **F. Demographics**

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

➤ Yes

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

Black/African-American

Asian



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

---

Native American or Native Alaskan

Native Hawaiian or Pacific Islander

English as Second Language (ESL)

Disabled

Low Income

Unemployed

Senior Citizen (55 and over)

Youth

**Other:**

**29. Vulnerable Populations**

ACT partner organizations are uniquely qualified to reach some of the most vulnerable and marginalized communities in California. Partners will implement a variety of targeted outreach and support activities to engage Latino, Native American, low-income, and disabled populations in their service areas. Outreach activities will include:

- Hiring and training culturally competent and multilingual staff to distribute information and teach classes;
- Ensuring marketing and training materials are in the languages of and formatted appropriately (e.g., large print) for the target populations;
- Hiring local residents with the ability to reach the poorest and most overlooked communities, and who are familiar with the specific needs of the local population;
- Coordinating door-to-door outreach, participation in parent meetings at schools, and conducting face-to-face marketing at community gatherings;
- Using direct mail and fliers to target individuals without computer skills or connectivity in the home;





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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

- Conducting targeted outreach at Independent Living Centers (ILCs) to distribute specific and appropriate information to individuals with disabilities;
- Offering free wireless Internet in conjunction with local libraries to support the goals of increased broadband usage and incent participation in local training;
- Hosting grassroots offsite trainings to disseminate information regarding the benefits of digital literacy to deeply insulated immigrant and minority communities; and
- Utilizing a Mobile Learning Lab to bring broadband technology centers across gang lines into troubled neighborhoods that lack adequate access to broadband resources.

Effective partnerships with community institutions, including underperforming schools, independent living centers for the disabled, and ESL programs, will contribute further to ACT's ability to engage and serve vulnerable populations. CETF is providing match funds to a proposal to increase wireless access and laptop loan programs in 109 libraries in California. ACT and this proposal will collaborate.

### **30. Accessibility**

CETF is strongly committed to encouraging the use of broadband technology among people with disabilities. This population has been identified as a Priority Consumer Community through efforts made by CETF to pinpoint communities whose economic potential is most limited by the Digital Divide. Through a grant to the Center for Accessible Technology, CETF has helped to establish the "California Digital Inclusion Award," which is presented annually to organizations that make their websites more accessible. All CETF grantees and ACT partners are required to complete training and develop accessibility plans as part of their grant agreements and MOUs.

The Strategic Action Plan, adopted by the CETF Board of Directors in June 2007, commits to: integrate universal design and accessibility into all investments; work with industry to improve accessibility of hardware and software; identify successful accessibility models and expand or replicate them; work with website designers for accessibility; and work closely with the California Communications Access Foundation to collaborate in outreaching to its 300,000 clients.

During the intensive planning process for this proposal, ACT partners committed to "systematically improve services for people with disabilities." In order to realize this goal, CETF will provide all partners with information and training on Assistive Technology (AT).



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

---

Individual partner programs are already working to increase access for those who are disabled by:

- Housing fully accessible workstations and keyboards;
- Converting literacy programs from Flash-based to HTML to comply with Web Accessibility Initiative priority web standards and Section 508;
- Creating print materials that utilize a large font size;
- Adding an inclusive, non-discriminatory statement on all program related publications;
- Offering special contact information on marketing materials for anyone with disability considerations;
- Working with school sites that have full access to assistive technologies (AT) whenever possible; and
- Training disabled students on digital storytelling and videography to allow them to share their stories and sensitize the larger community on the challenges and aspirations of the disabled.

Additionally, CETF will launch an online training program in which several program partners will be taught how to increase access to programs, facilities, customer service, documents, and their organization's website, while increasing outreach to those who are disabled. Two representatives from each partner organization will be expected to complete the training modules. BTOP funds will be used to cover partners' costs for making their websites accessible and for the purchase of AT equipment.

### **31. Other Languages**

CETF and the partner organizations selected to participate as partners in this proposal are invested in increasing access to 21st century technology in the communities that are impacted most dramatically by the Digital Divide in California. CETF partners are committed to providing access to broadband technology to all individuals within their target communities. The 11 partners in the ACT proposal will be providing training and outreach in multiple languages in order to best address the specific needs of each partner agency's target population.

Five ACT partners in this proposal will be providing ongoing training and services in Spanish including: Caminos, OCCUR, San Diego Futures Foundation, Southeast Community Development Corporation, and the Stride Center. Services provided in Spanish will include instructional training and multilingual educational outreach.





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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

Individual partners will be providing additional services in multiple languages according to the specific needs of their target community. Services will be available through ACT partners in Cantonese, Vietnamese, Tagalog, and various African languages

## G. Project Budget

32. Project Budget	
<b>Federal Grant Request</b>	\$7,108,198
<b>Total Match Amount</b>	\$3,954,078
<b>Total Budget</b>	\$11,062,276
<b>Match Percent</b>	35.7%

**33. Projects Outside Recommended Funding Range:**

- The total ACT budget falls within the recommended project size range.

**34. Sustainability:**

ACT partners have developed a two-part sustainability strategy, programmatic and financial.

The key investments from BTOP and matching resources from CETF and ACT partner organizations will result in a dramatic boost in participating partners' capacity to sustain programs over the long-term. This will result from:

- Increased awareness of partners' services and of the need for digital literacy in general among the target populations as a result of location-based digital learning zone development. Contributing efforts in this development include the Get Connected! awareness campaign, the BTOP-funded Broadband Awareness and Adoption initiative, the School2Home program, and local outreach at computer centers.
- Improved infrastructure built as a result of the BTOP and matching resource investment;
- Enhanced staff capacity and connections to a network of support gained as a result of participating in the Access to Careers and Technology learning community;
- Development of unique social enterprises linked to computer repair and refurbishing using the EmpowerNet toolkit (see: <http://empowernetcalifornia.org/>); and





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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

- Improved linkages to the business community, especially small businesses that employ 3 out of 4 Californians, through the work of CARAT and its aligned partners.

The financial sustainability of the ACT program will result from CETF and its partners' continued efforts to develop existing and new funding sources for the training programs and to leverage public, private, and foundation funding after the 24-month ARRA-funded grant period terminates. CETF will host a funders summit after the first year of the project to share the results achieved and demonstrate how investing in digital literacy advances health, education, and self-sufficiency in communities.

Each program partner has developed and submitted an organizational sustainability plan as part of the planning process to develop the ACT application. Many partners plan to continue pursuing historically successful funding sources such as local community businesses and foundation support. Partners plan to use the successes of the programs funded by the BTOP grant to continue leveraging outside funding sources beyond the 24-month grant period. These sources include community partnerships with individual donors, ongoing in-kind support, grant and/or government funding, and private financial support from businesses and foundations.

CETF has a proven track record of leveraging its resources to attract other investors. In its first two years of operation, CETF has identified nearly \$19 million in projects and has attracted \$62.3 million in matching funds at a ratio of 1:3. This demonstrates CETF's ability to raise awareness in the private and public sectors regarding the importance of broadband connectivity and to find private and public sector partners to invest in digital literacy.

<b>35. Matching Funds</b>	
<b>Applicant is providing matching funds of at least 20% towards the total eligible project costs?</b>	Yes
<b>Describe the matching contributions</b>	<p>CETF and the 11 partners implementing the ACT initiative are providing substantial cash and in-kind match demonstrating their strong commitment to the success of the project. The total non-federal match is equal to \$3,954,078 or 35.7% of the total project costs.</p> <p>The match includes a total cash match of \$3,848,058 equivalent to</p>



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

	<p>97.32% of the total match amount. This includes a cash contribution of \$1,535,483 authorized by the CETF Board for this program. Total match amounts from each partner are summarized below and documented by the attached partner and CETF letters. These amounts include both each organization's commitment and CETF's commitment to each organization as detailed by the CETF commitment letter.</p> <table> <tr> <th>Partner</th><th>Match</th></tr> <tr> <td>Acme Network</td><td>\$254,305</td></tr> <tr> <td>California Resources and Training</td><td>\$110,375</td></tr> <tr> <td>Camino</td><td>\$55,852</td></tr> <tr> <td>Chrysalis</td><td>\$58,100</td></tr> <tr> <td>EmpowerNet</td><td>\$75,000</td></tr> <tr> <td>Goodwill</td><td>\$66,250</td></tr> <tr> <td>OCCUR</td><td>\$25,000</td></tr> <tr> <td>San Diego Futures Foundation</td><td>\$271,601</td></tr> <tr> <td>Southeast CDC</td><td>\$46,600</td></tr> <tr> <td>Stride Center</td><td>\$166,850</td></tr> <tr> <td>Youth Radio</td><td>\$18,383</td></tr> </table>	Partner	Match	Acme Network	\$254,305	California Resources and Training	\$110,375	Camino	\$55,852	Chrysalis	\$58,100	EmpowerNet	\$75,000	Goodwill	\$66,250	OCCUR	\$25,000	San Diego Futures Foundation	\$271,601	Southeast CDC	\$46,600	Stride Center	\$166,850	Youth Radio	\$18,383
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Stride Center	\$166,850																								
Youth Radio	\$18,383																								
<b>Unjust enrichment</b>	CETF has not received or applied for Federal support for non-recurring costs in any of the areas covered by this BTOP request.																								
<b>Disclosure of federal and/or state funding sources</b>	CETF has not received federal or state funding for the activities delineated by this BTOP proposal.																								

**36. Budget Narrative**

<b>Budget narrative</b>	<p>The two-year ACT budget includes a federal request of \$7,108,198 and the total \$3,954,078 match (cash and in-kind) provided by CETF and the 11 project partners. It includes the following line items:</p> <p>(1) Personnel: Includes support for a small portion of the staff functions: Administrative/fiscal oversight and policy, project management, staff supervision, coordination of Investment Officers, partner communication/technical assistance and technical support for</p>
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**Broadband Non-Infrastructure Application  
Submission to NTIA – Sustainable Broadband Adoption**

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

	<p>CETF and project partners.</p> <p>(2) Fringe Benefits: The benefit rate is 27.6% for all project staff (including medical, dental, FICA, and unemployment).</p> <p>(3) Travel: 14 trips consists of 10 trips for 5 people to lead 2 training sessions, one each year, with partners; 4 trips for the project manager to travel to partner locations for GetConnected! events.</p> <p>(4) Equipment: Includes support for purchases of computers, desk and cell phones for 2 new staff. Funds requested also purchase assistive technology to make computer centers accessible. Based on CETF experience \$3,500 is budgeted for each partner for this purpose. Partners must submit accessibility plans prior to CETF approving funds.</p> <p>(5) Supplies: MS Office Software and two licenses for the full Adobe program along with outcome software.</p> <p>(6) Contractual: Includes publicity; reporting and learning community management; document design and printing; and intern stipends.</p> <p>(7) Construction: None.</p> <p>(8) Other: Includes support for: the 11 ACT partners that will implement the program, the 2 best practices training meetings for the project as a whole, the accessibility training for the partners, and the GetConnected! outreach campaign.</p> <p>(9) Indirect: The budget includes costs of financial management, audit, facilities, and operating costs. The request amount for indirect is equal to less than 1.1% of the total federal request.</p> <p>(10) Non-Federal Match: CETF and its partner organizations will provide a substantial cash and in-kind match for ACT, demonstrating</p>
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**Broadband Non-Infrastructure Application  
Submission to NTIA – Sustainable Broadband Adoption**

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

	<p>their strong commitment to the success of the project. The total non-federal match (cash and in-kind) is equal to \$3,954,078, or 35.7% of the total project costs.</p> <p>Cash Match: CETF investment in the project is reflected in a cash match of \$1,535,483. Project partners will provide an additional cash match of \$2,312,575. The total cash match equals \$3,848,058.</p> <p>The partners will also contribute the program space, and most of their indirect costs. While these amounts are not reflected in the match totals, they represent additional contributions to the ACT program.</p> <p>Beyond the match identified above, CETF is contributing \$1.1 million over the next three years to its Get Connected! campaign, an intensive outreach program focused on underserved communities, described in the “outreach” section of this proposal.</p>
<b>Budget reasonableness</b>	<p>Each ACT partner organization’s budget has been reviewed and analyzed by CETF investment officers who worked closely with each partner to streamline their budget. This planning work, which involved significant time and resources, utilized state-of-the-art online meeting and project management tools to maximize effectiveness.</p> <p>CETF investment officers met with ACT partners individually to develop the costs associated with the expansion of program services detailed by ACT program plans, and the corresponding levels of potential federal investment and available matching resources. Each partner developed three linked planning tools designed to hone the reasonableness of program expenditures in the corresponding timeframes. These included an accountability framework, a project implementation timeline, and a detailed budget. The accountability framework provided a flexible, logic model planning tool to link the planned goal, objective and corresponding outcomes and indicators to the actual activities necessary to realize them. Engaging the detailed budget form, activities were then matched with the necessary resources/expenditures that would be required for their</p>



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

	<p>implementation. The activities were then laid out in a project timeline for rigorous yet achievable progress.</p> <p>In order to further analyze the reasonableness of project costs, a number of analyses were performed including cost per outcome, cost per user, Total Cost of Ownership (TCO), and Total Value of Ownership (TVO) of equipment and networks over the course of the grant period. TCO refers to hidden costs beyond the initial purchase and installation costs of computer equipment and software, including installation, maintenance, training, technical support, and replacement parts. TVO refers to acquisitions and upgrades designed to make staff more productive or to improve the service offered to constituents, while improving the overall return on investment.</p> <p>This structured project planning and budget analysis work helped make the ACT budget a highly refined and cost-effective strategy for closing the Digital Divide in California. The cost per job placement, a common metric for workforce development programs, is approximately \$4,100, well below industry standards, especially when working with hard-to-place target populations in difficult economic conditions.</p> <p>In addition, substantial resources will be leveraged to significantly enhance ACT outcomes. These include CETF's Get Connected! program, a statewide awareness raising effort, and the Broadband Awareness and Adoption initiative; both are expected to drive significant numbers of users to ACT services.</p>
<b>Demonstration of need</b>	<p>On Friday, July 24, 2009, California adopted its fiscal year 2010 budget, following 24 days of issuing IOUs to its vendors and contractors. The state budget included \$24 billion in funding reductions, which followed a round of \$36 billion in cuts by the legislature and governor in the spring of 2009. In spring of 2010 the state is analyzing how it can further reduce expenditures by an additional \$20 billion. The current State budget contains no new opportunities for funding the ACT activities described by this proposal</p>



**Broadband Non-Infrastructure Application  
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<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

and it is highly unlikely that the next budget will either. Many ACT partners who rely upon State funding to help support components of the operations of their public computer centers are experiencing and will continue to experience reductions in State support.

Simultaneously, foundation support that many of the partner organizations rely upon has also declined as a consequence of shrinking foundation endowments. Absent the funding requested by this proposal, 22 jobs will be lost within partner organizations, hindering their ability to close the Digital Divide in California.

The CETF received seed funding at its startup to launch innovative work enabling its partner organizations to close the Digital Divide. This involved significant strategic planning resulting in the articulation and adoption of a ten-year strategic plan by its Board of Directors. As a result, CETF assets are largely committed and it does not have the capacity to fund the scope of activities envisaged by this proposal. The CETF Board voted to provide a cash match of a minimum of \$1,535,483 of the total ACT budget in order to further leverage and extend the federal investment in this program.

CETF has also provided significant staff support in organizing the statewide ACT partners, beginning with initial pilot grants made over the past two years to these programs and, between March 2009 – March 2010, helping to design and organize and develop the ACT initiative.

The result is an opportunity to immediately execute these programs (with BTOP funding support) on a scale that would otherwise be impossible.

The attached CETF budgets and financial statements illustrate the organization's lack of revenue options to support the level of scale of this project. Analysis of ACT partner budgets submitted as part of the planning process reveals that partners will not have the capacity to





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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

	support the level of foreseen activity without additional revenues.
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### 37. Funds to States/Territories

States	Amount of Federal Grant Request
California	7,108,198

**Funds to States/Territories Total:** \$7,108,198

## H. Historical Financials

38. Matching Funds			
	2007	2008	2009
<b>Revenue</b>	0	13,405,839	12,243,465
<b>Expenditures</b>	0	16,062,591	7,286,066
<b>Net Assets</b>	0	21,534,016	26,491,415
<b>Change in Net Assets from Prior Year</b>	0	2,656,752	4,957,399
<b>Bond Rating (if applicable)</b>			

## I. Program Benefits

39. Jobs	
<b>How many direct jobs-years will be created from this project?</b>	2647
<b>How many indirect jobs will be created from this project?</b>	1683
<b>How many jobs will be induced from this project?</b>	951



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

**40. Methodology used to estimate jobs:**

Many ACT partners have extensive experience implementing successful job training and placement programs including social enterprises. They also work extensively with state of California Employment Development Department and U.S. Dept. of Labor supported Workforce Investment Act programs and are familiar with rigorous systems for job-related outcomes.

The methodology for estimating jobs was facilitated by an accountability framework planning tool developed by CETF which was utilized to estimate the numbers of: direct jobs created, number of direct jobs saved/retained, the numbers of participants placed in jobs with other employers, and the number of jobs created by a contractor as a result of the grant.

CETF defined jobs retained as those jobs currently on the partners' payroll that would be eliminated if funding was not available. These are jobs held by employees today who would work on the ACT proposal being submitted.

For participants placed in jobs with other employers, partners estimated their projected job-related outcome performance using their historical job placement percentage, and emphasizing their performance in the most recent twelve months. This percentage was utilized to calculate projected future outcomes based on their numbers of expected participants.

The total estimated number of direct jobs using the above methodologies is 2,647. Using the CEA methodology, we estimate an additional 1,683 indirect jobs and 951 induced jobs.

<b>41. Adoption Metrics</b>	
<b>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?</b>	8357
<b>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?</b>	450
<b>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?</b>	7821
<b>What is the total cost of your project per new subscriber (household, individual, or</b>	\$239.61



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

institutional) or new end-user?	
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**42. Measuring Adoption Impact:**

As the lead agency for this application, CETF places a high priority on accountability and outcomes tracking and has a well-developed web-based program-reporting tool available for use by partners. On a statewide scale, CETF has sponsored the “Californians and Information Technology” survey, for which a baseline was executed in 2008 by the Public Policy Institute of California (PPIC). The survey has provided detailed data illustrating levels of broadband access in different geographic and demographic areas, as well as low-income sectors of the State. This data has helped establish critical baseline measurements so that progress in broadband adoption can be effectively assessed. A follow-up annual survey was administered in June 2009 and will continue annually over the next three years, providing direct feedback on the progress of ACT.

In order to effectively track and measure the specific benefits accrued by ACT, CETF will initiate the use of standardized assessment tools among all partners participating in this project. This will allow for rapid monitoring and evaluation, and will enable all partners to refer participants to each other based on recognized assessments and certifications.

During the ACT project planning period, each partner engaged in the development of an accountability framework detailing the specific outcomes to be achieved and the corresponding indicators of success. Each partner also developed a detailed timeline, articulating its sequenced plan to implement ACT activities during the 24-month project period. These tools will become the basis for tracking and measuring ACT performance during the grant period and will enable CETF to rapidly pinpoint any performance issues, should they arise, as well as to rapidly generate aggregate and partner-specific reports.

During the project period, each participating partner will also be part of the CETF Learning Community, enabling best practices and outcomes to be shared effectively.

<b>43. Broadband Training Programs</b>	
<b>If you intend to provide training or education, how many people in total will your program(s) reach?</b>	36970
<b>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</b>	67





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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

<b>individual?</b>	
<b>How many Full time employee (FTEs) instructors or facilitators will you employ for broadband and digital literacy training purposes?</b>	30

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

Instructors from ACT project partners will deliver a range of advanced computer applications curricula to prepare participants for careers with significant Digital Literacy requirements. Instructors undergo rigorous training and possess certifications and extensive experience as advanced computer skills educators. Training in a wide variety of programs and applications will be made available through ACT partners/instructors whose experience and training are briefly described below:

**Education:** The ACT instructor community consists of established, full-time technology educators from the private sector and Community Colleges, school districts, and County Offices of Education within partner training center locations. Multiple partner institutions employ credentialed instructors exclusively.

**Certifications:** Trainers hold advanced certificates in Microsoft operating systems and applications, including Microsoft Certified Systems Administrator (MCSA), Microsoft Certified Systems Engineer (MCSE), and Microsoft Certified Professional (MCP). Digital Media Specialists with Apple Certified Technician/Instructor certificates provide instruction on a substantial array of advanced media and design software.

**Experience:** Educators from ACT partners bring decades of experience providing culturally competent Digital Literacy instruction, delivering multi-lingual subject-specific instruction, and technology workshops and trainings. Multiple partners offer training teams with experience in education for low-income and homeless youth, adults, and families. Youth programs at The ACME Network connect students with studio media and design professionals, each credited on at least one film, television program, or interactive video game.

As part of the twelve-month intensive planning process convened by CETF to develop the ACT proposal, partners agreed upon a common set of monitoring and assessment tools. Moving forward, CETF will convene a “Learning Community” of all partners involved in the



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

implementation of the ACT proposal, which will include instructor training in these assessment systems

45. Equipment Affordability Programs		
What is the total up-front cost of this equipment?	\$1,674,275.00	
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?	7180	Households
	0	Businesses
	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?	\$47.00	
How many broadband-related equipment units (e.g. computers, wireless devices) do you intend to purchase overall?	5430	

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?	2053361

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

CETF and partner organizations for this ACT proposal will benefit from awareness campaigns on two levels: 1) Through a CETF-led and partner-supported campaign called Get Connected!; and 2) Through partner organization outreach efforts to reinforce the Get Connected! campaign in the targeted communities within each partner organization's immediate service area. This multi-tier approach will enable the project to reach a total of 2,053,361 people.

**Get Connected! Awareness Campaign**

In June 2009, CETF and its partner organizations launched Get Connected!, an extensive public awareness campaign designed to eliminate five key barriers to high-speed Internet use: Access,



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

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<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

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Application, Affordability, Accessibility, and Assistance. The campaign targets people living in disadvantaged communities around the state, with additional focus on low-income Latinos and individuals with disabilities who lag behind in accessing critical information online using broadband connectivity. In order to disseminate knowledge and resources, Get Connected! engages TV, radio, print media, and internet marketing including a web portal providing information and referral services.

The campaign is utilizing four strategies to raise awareness and increase Internet access and broadband adoption:

- (1) Community Connect Fairs, held throughout all six broadband adoption priority regions, will provide hands-on, in-person interactive events that demonstrate the benefits of broadband and address existing barriers;
- (2) Radio and print contests which award free computers several weeks before each Community Connect Fair and on-site at each of the Fairs;
- (3) Multi-lingual TV and radio commercials in English, Spanish, Korean, Chinese and Vietnamese, which highlight the benefits high-speed access can provide; and
- (4) A web portal, available in Spanish, English, Chinese, and Korean, which educates target populations on the benefits of broadband use and provides basic instruction on how to access it.

**ACT Partner Contributions to Get Connected!**

All partner organizations will be amplifying the key messages from the Get Connected! campaign and promoting campaign activities that would be of interest to their clients through a variety of means, including: partner organization websites; job fairs; training workshops; flier distribution at local schools; local newspapers and radio; area service provider networks; city government channels; and other means.

**Avoiding Redundancy of Awareness Messaging within the Digital Learning Zones**

The location-based digital learning zone strategy will rely on centralized awareness campaigning through the Get Connected! initiative to avoid duplicative outreach. ACT partner organizations will utilize Get Connected! materials and resources to contribute to the campaign through their individual outreach efforts.





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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

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

CETF will gauge the success of its strategies, including the awareness program, by measuring annual increases in the rate of household broadband adoption within the target areas using the PPIC's 2009 survey as a baseline. The PPIC survey also provides the demographic breakdown of broadband users, which will enable CETF to ensure the campaign is reaching their target populations.

CETF and ACT partners have developed strategies to measure the number of people who seek broadband access as a result of the awareness raising campaign. Partners will track: The number of page hits for Get Connected! informational pages on partner organization websites; The number of people who follow up on the campaign with inquiries; and the number of people who participate in awareness raising events and broadband connection trainings.

To accurately track broadband subscriptions, CETF will ask the largest broadband providers in California to provide a unique discount code that is associated with a discounted rate and is included on Get Connected! materials. The broadband providers can then provide CETF with relevant data for the number of unique broadband connections established as a result of the campaign, and the number of unique broadband connections that are still active after one year.

In addition, the Get Connected! hotline operated by 2-1-1 will place follow-up calls to 1% of hotline callers each day to determine the initial outcome of their experience with Get Connected!.

## **J. Project Readiness**

**49. Licenses and Regulatory Approvals**

ACT will not require any local, state, or federal licenses and regulatory approvals for project completion.

**50. Organizational Readiness**

The California Emerging Technology Fund (CETF) is a non-profit organization committed to eliminating the Digital Divide in California. Utilizing \$60 million in seed money to carry out a carefully crafted ten-year plan, CETF is enabling underserved communities across California to access high-speed Internet, with a special focus on connecting vulnerable populations low-



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

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income, Latino, and disabled individuals. CETF has been pursuing increased connectivity using the following five major strategic approaches: Civic Leader Engagement; Venture Philanthropy Grantmaking; Public Policy Promulgation; Public Awareness and Education; and Strategic Partnerships.

CETF places great importance on measuring results; its own and those of its grantees, and is working towards the following outcomes:

- Telemedicine Sites Connected to Telehealth Network: 1,000
- Housing Units Connected: 100,000
- People Trained for the Digital Workforce: 4,000
- Youth Becoming Digitally Literate: 2,800
- Adults Becoming Digitally Literate: 5,600
- Computers Refurbished: 22,000
- People Reached Through Distance Learning: 30,000

As the lead agency for this application, CETF places a high priority on accountability and outcomes tracking and has a well-developed web-based program-reporting tool available for use by partners. On a statewide scale, CETF has sponsored the “Californians and Information Technology” survey, for which a baseline was executed in 2008 by the Public Policy Institute of California (PPIC). The survey has provided detailed data illustrating levels of access in different geographic and demographic areas, as well as low-income sectors of the state. This data has helped establish critical baseline measurements so that progress in broadband adoption can be effectively assessed. A follow-up annual survey was administered in June 2009 and will continue annually over the next three years, providing direct feedback on the progress of the ACT initiative.

CETF will employ its coaching, monitoring, and evaluation capacity to encourage the use of standardized assessment tools among all ACT partners. This will allow for rapid monitoring and evaluation, and will enable all partners to cross-refer participants based on recognized assessments and certifications. During the project period, each partner will also be part of the CETF Learning Community, enabling best practices and outcomes emanating from BTOP funded activities to be shared effectively and readily.

Each ACT partner is an experienced provider of ICT programs and has been carefully selected by CETF based upon its successful past performance, its capacity to reach the critical target



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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

groups identified by this proposal, and its ability to engage in high-impact program implementation, including using CETF's integrated accountability systems.

**51. Project Timeline and Challenges**

ACT builds and expands upon the innovative work CETF has been engaged in since 2006, developing a network of partners that are committed to utilizing best practices to close the Digital Divide. In April 2009, CETF began convening existing and new partners to engage in an intensive strategic planning effort focused on the utilization of BTOP funds to bring this work to a new, higher level of scale and impact.

As a key element in this work, each partner worked with CETF investment officers to develop an accountability framework detailing the specific outcomes to be achieved and the corresponding indicators of success and timelines. Each partner also developed a detailed timeline, articulating its sequenced plan to implement Access to Careers and Technology activities during the 24-month project period.

Ongoing and quarterly activities for Access to Careers and Technology:

Ongoing activities: (1) Monthly webinars involving CETF and partner staff; (2) Monthly monitoring reports; (3) Ongoing interaction and support provided by CETF staff.

Quarterly activities:

**Quarter 1**

Startup activities: Partner agreements, staffing, and equipment purchases; Launch of required monthly webinars for all partners; First in-person mandatory learning community meeting; First report to NTIA.

**Quarter 2**

Required launch of all program activities (if not already launched during Quarter 1); six-month monitoring report is reviewed, enabling rapid assessment of partner launch.

**Quarter 3**

Second in-person learning community meeting.

**Quarter 4**





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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

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Annual assessment of impact reviewed by all partners.

**Quarter 5**

Third in-person learning community meeting.

**Quarter 6**

Launch final project accountability monitoring.

**Quarter 7**

Continue intensive implementation of results monitoring.

**Quarter 8**

Final in-person learning community meeting to review project results and lessons learned.

**Key Challenges and Risks:** The primary challenges and risks analyzed during planning included the potential for a dramatic worsening of the state budget and a continuing soft job market. These challenges will be mitigated to the extent possible through the sustainability systems developed by partners and the ability to place clients in new social enterprises involving computer refurbishing and other social ventures. Additional challenges and risks analyzed during planning, and the methods CETF and partners have used or will use to mitigate identified challenges, are listed below:

- Financial challenges hindering target audiences participation have been analyzed, and focus group participants of the target population have expressed an eagerness to participate in training activities;
- Partners have been prescreened for the accounting system and financial integrity to comply with arduous BTOP reporting requirements; and

Additional unforeseen risks and challenges will be addressed through the ACT learning community convened by CETF.

**52. SPIN Number**

## **K. Environmental Questionnaire**

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

<b>Submitted Date:</b> 3/13/2010 10:19:11 PM	<b>Easygrants ID:</b> 5047
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

**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

Materials to be purchased will include commercially available computers, printers, cell phones, and desk phones.

All materials will be installed, stored, or operated in existing buildings.

**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

ACT will involve a variety of training programs, meetings, and teaching/learning events all of which will utilize existing facilities and structures. Every effort will be made to utilize webinar and online meeting technologies to minimize intra-state travel.



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

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<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> CALIFORNIA EMERGING TECHNOLOGY FUND
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

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**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





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

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<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Walters

## 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	CETF Management Team Resumes.pdf	Walters, Susan	03/13/2010
Management Team Resumes and Organization Chart	CETF Access to Careers and Technology Organizational Chart.pdf	Walters, Susan	03/13/2010
Government and Key Partnerships	ACT Support Letters.pdf	Walters, Susan	03/13/2010
Government and Key Partnerships	ACT Commitment Letters.pdf	Walters, Susan	03/13/2010
Historical Financial Statements	CETF Financial Statements.pdf	Walters, Susan	03/13/2010
Community Anchor Institutions Detail	CETF Access to Careers and Technology Community Anchor Institutions Detail.xls	Walters, Susan	03/13/2010
BTOP Certifications	CETF BTOP Authentication and Certifications.pdf	Walters, Susan	03/13/2010



**Broadband Non-Infrastructure Application  
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Detailed Budget	CETF Access to Careers and Technology Detailed Budget.xls	Walters, Susan	03/13/2010
SF424 A Budget	CETF Access to Careers and Technology SF 424A.pdf	Walters, Susan	03/13/2010
SF424 B Assurances - Non-Construction	CETF SF 424B.pdf	Walters, Susan	03/13/2010



## STAFF RESUMES

**Ms. Sunne Wright McPeak**

**President and CEO**

**California Emerging Technology Fund**

**The Hearst Building, 5 Third Street, Suite 520, San Francisco, California 94103**

**Phone: (415) 477-CETF (2383) [sunne.mcpeak@cetfund.org](mailto:sunne.mcpeak@cetfund.org)**

Sunne Wright McPeak is the President and CEO of the California Emerging Technology Fund (CETF), a statewide non-profit organization whose mission is to provide leadership statewide to minimize the Digital Divide by accelerating the deployment of broadband and other advanced communication services to underserved communities and populations. She assumed the position as the CETF first chief executive in December 2006 after serving for three years as Secretary of the California Business, Transportation and Housing Agency for Governor Arnold Schwarzenegger.

As Secretary of the California Business, Transportation and Housing, McPeak oversaw the largest state Agency, including the Department of Transportation (Caltrans), Department of Motor Vehicles, California Highway Patrol, Office of Traffic Safety, Department of Housing and Community Development, California Housing Finance Agency, Department of Real Estate, Office of Real Estate Appraisers, Department of Financial Institutions, Department of Corporations, Department of Alcohol and Beverage Control, Department of Managed Health Care, Office of Patient Advocate, Infrastructure and Economic Development Bank, California Travel and Tourism Commission, California Film Commission, Small Business Guarantee Program, Office of Military and Aerospace Support, International Trade Promotion Program, and New Motor Vehicle Board. She was responsible for more than 42,000 employees and a budget in excess of \$11 billion. Under McPeak's leadership, performance and productivity in all departments of the Agency improved significantly—cutting average wait times at the DMV from over an hour to 21 minutes, reducing by two-thirds the time to issue real estate licenses, and generating more than \$180 million in savings. She also provided key policy leadership in support of the Governor to develop and implement major investments in infrastructure and to foster groundbreaking regional “smart growth” planning.

Before being recruited to Governor Schwarzenegger's Cabinet, McPeak served for seven years as President and CEO of the Bay Area Council, a major employer-led policy organization addressing regional economic prosperity issues. For three years prior, she served as the President and CEO of the Bay Area Economic Forum, a public-private partnership between the Bay Area Council and the Association of Bay Area Governments. In that position she pioneered the development and deployment of regional economic performance metrics to drive public policy.

Sunne McPeak served for more than fifteen years as a member of the Contra Costa County Board of Supervisors, having been first elected at age 30. When she left public office her colleagues renamed the Board Chambers in her honor. She has led numerous statewide initiatives on a variety of issues ranging from water, to housing, to child care, and served as President of the California State Association of Counties in 1984. She was named by the San Francisco League of Women Voters as “a woman who could be President.” She also served on the Boards of Directors of First Nationwide Bank and Simpson Manufacturing Company.

Sunne (whose first name is her Norwegian grandmother's family last name) grew up on a small dairy farm in the San Joaquin Valley. She earned a B.A. in an Individual Major (International Medicine) from the University of California, Santa Barbara, and a MPH in Health Education and Medical Care Administration from the University of California, Berkeley. She has been awarded two honorary doctorates from California State University East Bay and John F. Kennedy University. She and John McPeak have been married for 40 years and have two adult sons, a daughter-in-law and twin grandsons in their family.



**Ms. Susan E. Walters**  
**California Emerging Technology Fund**  
**(415) 744-2385 [susan.walters@cetfund.org](mailto:susan.walters@cetfund.org)**

Senior Vice President, California Emerging Technology Fund, San Francisco, CA 2007-Present  
The mission of CETF is to close the “digital divide” by accelerating the deployment of broadband to underserved communities and populations in a way that makes California more competitive. Responsible for developing and coordinating all programs, projects and staff for the California Emerging Technology Fund at the direction of the President and CEO.

Vice President, Community Relations, Citibank, Glendale, CA 2004-2007  
Responsible for external relationships and activities needed to meet the Community Reinvestment Act (CRA) in the Greater Southern California region. A staff of five professionals managing philanthropy, strategic partnerships, issue management, and senior management positioning reported to the position.

Principal, WaltersGroupUSA, Mill Valley, CA 1998-2004  
Built consultancy practice in strategic communications, stakeholder management, e-philanthropy along with Internet Accessibility for People with Disabilities. Clients included corporations, non-profits and foundations such as: AOL, Freddie Mac Foundation, FoodRoutes Network, ITVS, Microsoft, and Verizon.

Director, Consumer Markets and Regional Strategy, Pacific Bell, San Francisco, CA 1991-1996  
Responsibilities included supervising a department of 250+ employees with an annual budget of \$300 million. The successes included increasing the annual revenue by \$30M. The Deaf and Disabled Market Group required regular negotiation with the CPUC and community leaders.

Manager, Public Issues and Consumer Affairs Pacific Bell, San Francisco, CA 1986-1991  
Responsibilities included helping to achieve the legislative and regulatory goals for deregulation through successful development and execution of communication strategies, issue and brand management, and stakeholder management. Worked successfully with key influencers at the state and federal level on issues ranging from AIDS in the workplace, telecommunications policy, diversity, consumer input on product development and disability related issues.

Senior Consultant, Speaker Willie L. Brown, Jr., California Assembly, Sacramento, CA 1983-1986  
Responsibilities included managing several legislative initiatives and supporting members of the new legislative class. Key contributor to developing state AIDS policies.

Campaign Manager, Poindexter and Associates, San Francisco, CA 1981-1983  
Organized and ran campaigns (Congressional, Assembly and local races) with varying levels of responsibility including fundraising, direct mail, grassroots organizing, get out the vote operations.

#### **Education**

Master of Arts	Public Policy Analysis, Claremont Graduate School 1986
Bachelor of Science	Business Administration, U. C. Berkeley 1979
Coro Fellow	Coro Foundation, San Francisco 1981
Certificate	Post-Graduate Telecom Course, University of Sussex, England 1990

#### **Community Involvement**

Board Member	Center for Accessible Technology
Board Member	Community Development Technology
Board Member	Coro Center for Civic Leadership (San Francisco)
Board Member	World Institute on Disability

Mr. Luis M. Arteaga

(510) 541-6596 [luis.arteaga@cetfund.org](mailto:luis.arteaga@cetfund.org)

## EMPLOYMENT

2008 – Present Director of Emerging Markets, California Emerging Technology Fund

- Manage portfolio of grants including monitoring progress, financial reporting and due diligence
- Manage projects including a multi-lingual public awareness program, media relations, telemedicine, public policy and improving broadband access for Native Americans
- Provide organizational leadership and support

2003-2007 Executive Director, Latino Issues Forum

1995-2003 Senior Policy Analyst and Associate Director

## Management and Administration

- Responsible for managing staff of 15 and a \$2.3 million budget
- Extensive and documented experience in corporate, foundation and individual fundraising
- Successful at strategic planning, staff development and organizational problem solving

## Corporate, Media and Community Relations

- Served on community advisory boards for Verizon, PG&E, and AT&T
- Served on numerous non-profit and advisory boards including the Regional Planning Committee of the Association of Bay Area Governments, Speaker Villaraigosa's State-Local Finance Reform Commission, Governor Schwarzenegger's Hydrogen Highway Advisory Committee, the Minority Citizens Advisory Committee of the Metropolitan Transportation Commission, Health Access and several state and local organizations
- Respected media resource in Spanish and English media with documented articles in The San Francisco Chronicle, The Los Angeles Times, New York Times and Time Magazine

## EDUCATION

1987-1991 Bachelor of Arts in Politics, Princeton University

Minor in Latin American Studies

1993-1995 Master in Public Policy, Harvard University

Concentration in Housing, Urban Development and Transportation

## VOLUNTEER EXPERIENCE

Vice President, Board of Directors, Pacific Forest and Watershed Lands Stewardship Council

- Appointed by the California Public Utilities Commission as a founding trustee of a \$100 million foundation. Serves as chair of the Youth Investment Committee charged with designing and implementing a giving plan for \$30 million to improve recreational opportunities for disadvantaged youth.

**Mr. Agustin Urgiles M.P.P.**  
**(310) 462-3237**  
[agustin.urgiles@cetfund.org](mailto:agustin.urgiles@cetfund.org)

## EDUCATION

Masters in Public Policy  
May 2003  
University of Southern California

Bachelor of Arts in History  
University of California, Berkeley  
Emphasis on US Social & Economic History

May 1999

## EXPERIENCE

California Emerging Technology Fund  
Director of Education Application  
Manage portfolio of education based organizations leveraging broadband technology to support K-12 student achievement. Work with grantees to identify and leverage existing resources that support their specific program objectives. Identify potential investment opportunities that support the organizational mission to increase the level of meaningful access to broadband technologies.

2008-Present

P.U.E.N.T.E Learning Center  
Academic Programs Director  
Establish and maintain strategic partnerships with key local community agencies, schools, universities and elected officials to provide targeted academic support to children, youth and adults in the Boyle Heights Community. Directly oversaw the implementation of online academy in collaboration with the University of California Online College Prep (UCCP) office. Develop and conduct various “academic success” workshops for students enrolled in P.U.E.N.T.E’s academic enrichment programs and their parents. Oversee the daily operations of the youth and adult programs at the Boyle Heights campus.

2005-Present

Alliance for a Better Community  
Education Policy Coordinator  
Chaired a coalition of prominent community organizations, research institutions and civic leaders seeking to reform LAUSD policies in order to significantly increase the number of district’s graduates prepared to succeed in college or a skill intensive 21<sup>st</sup> century vocational career.

2003-2005

Collaborated with the United Way of Grater Los Angeles to develop a strategic “action roadmap” for the successful implementation of various secondary education reform objectives in “The Latino Scorecard”. Managed yearly program budget and grant reporting. Coordinated various media related aspects of strategic “A-G” public awareness campaign.

## HONORS

USC Dean’s Merit Scholarship  
UC Berkeley Alumni Scholarship

2003

1993



Ms. Raquel Cinat

(310) 406-6221 [raquel.cinat@cetfund.org](mailto:raquel.cinat@cetfund.org)

## WORK EXPERIENCE

Associate Vice President, California Emerging Technology Fund, Los Angeles, CA 2007-Present  
Responsible for assisting with the development and coordination of all programs and projects for CETF at the direction of the President and CEO and in cooperation with the Senior Vice President. This responsibility includes assisting with the identification and evaluation of program investment opportunities, convening of stakeholders, and facilitation of agreement(s) among stakeholders, partners and investors to address the 3 initial priorities of focus: rural communities, urban disadvantaged communities, and disabled populations. Responsible for monitoring and evaluating grantees, and preparing summary reports on performance. Represent the organization as needed to speak in public to organizations, the media, prospective partners or investments, and stakeholders.

Program Coordinator, Resident Services, Los Angeles Community Design Center, Los Angeles, CA 2003-2007  
Responsible for programmatic services for affordable housing developer in low-income, ethnically diverse communities, in areas such as health, technology, immigration issues, conflict resolution, parenting skills, and legal assistance. Line responsibility for developing and supervising computer lab programs located at properties I supervise. Responsible for recruitment and supervision of staff and outreach to educational institutions to identify volunteers and interns. Collaborated with interested stakeholders such as school districts, universities and community colleges, Boys & Girls Clubs, and art organizations to establish partnerships for the delivery of programmatic services to the residents. Assisted in development of measurable outcomes for the department to achieve efficiency, accountability, and strategic goals.

Crisis Intervention Case Manager, Beyond Shelter, Los Angeles, CA 2000-2003  
Assisted homeless, at-risk families and individuals in crisis with information, referrals and case management in English and Spanish. Provided outreach services to South Los Angeles community residents. Worked in collaboration with community groups and businesses to provide the best possible services to clients.

Coordinator of Evaluation Mechanisms 2000-2001  
Responsible for managing organization's database system of over 1,700 clients. Gathered, inputted, and updated information using Microsoft Access. Assisted in the creation and development of critical evaluation mechanisms for the organization and the PEW study.

## EDUCATION

B.A. in Psychology- Minor: Spanish, California State University Dominguez Hills, Carson, CA 2002  
Graduated with Honors -Summa Cum Laude

Public Allies Apprenticeship Program, Los Angeles, CA 2000  
Associate in Arts in Liberal Arts, Santa Monica College, Santa Monica, CA 1996  
Dean's List, Member, Alpha Gamma Sigma Honor Society, Graduated with Honors

Gladys N. Palpallatoc

• W (415) 744-2387 • [gladys.palpallatoc@cetfund.org](mailto:gladys.palpallatoc@cetfund.org)

#### SKILLS SUMMARY

- Works well independently and in a team environment, collaboratively
- Excellent interpersonal, verbal and written communication skills
- Ability to maintain several projects and sustain productivity under pressure, with grace and poise
- Very organized, ability to prioritize, with proven analytical and decision-making skills
- Committed to excellence, quality, creativity, with a high standard of integrity and business ethics
- Highly dedicated, enthusiastic and self-motivated

#### ACCOMPLISHMENTS

##### Management and Administration

- Develop and coordinate programs and projects, including workplans and budgets, prioritization of goals and meeting objectives on schedule
- Identify, evaluate and administer grants ranging from \$10,000–\$2.9 million
- Plan, facilitate and coordinate conferences, summits, special events, focus groups and meetings
- Assist in overseeing office operations
- Coordinate successful sponsorship solicitation of \$1000–\$10,000 for program development

##### Communications

- Interact and foster effective working relationships with diverse groups
- Experience with coalition building and public/private partnerships: coordinating corporate partners, non-profit organizations, civic leaders, government entities, foundations and various other stakeholders
- Develop communications concepts and execute them in a clear, enthusiastic and assertive manner
- Create and produce conference, summit and meeting materials: brochures, advertisements, flyers, programs, posters, press releases, presentation materials and agendas

##### Technology

- Familiarity with wireline and wireless broadband technologies
- Proficient in Microsoft Office Suite, Adobe Acrobat Suite and database applications.

#### PROFESSIONAL EXPERIENCE

2008 to Present	California Emerging Technology Fund Associate Vice President
2004 to 2007	Bay Area Council Director – Education and Workforce Development
2000 to 2003	Bay Area Council Program Coordinator – Education and Workforce Development Program Coordinator – Sustainable Development
1998 to 2000	California Foundation on the Environment and the Economy (CFEE) Consultant – Regional Telecommunications Project
1995 to 1999	Bay Area Economic Forum Program Assistant – Telecommunications Infrastructure Partnership Program Assistant – Bay Area Multimedia Partnership Program Assistant – Environmental Technology Partnership

#### EDUCATION

1991 University of California, Santa Barbara – Bachelor of Arts, Political Science



# DARREN SANDFORD



## SENIOR STRATEGIC AND TECHNICAL EXECUTIVE

Accomplished executive with an exhaustive chronicle of success optimizing the finances and deploying technical solutions for industry-leading and highly respected corporations. An extensive and diverse background in telecommunications, information technology and systems, networking, security and Internet applications combined with a deep understanding of the intersection between technology, business, and corporate operational needs.

## QUALIFICATION HIGHLIGHTS

Information Technology	Executive Management	Project Management	Network Engineering
M&A Integration	Technical Marketing	Sales Engineering	Software Engineering
Product Development	Relationship Building	Internet Technology	Customer Support

## PROFESSIONAL EXPERIENCE

Vice President for Technology Deployment, California Emerging Technology Fund, San Francisco, CA, USA. Jan 2009 - Present

A non-profit foundation providing leadership state-wide to minimize the digital divide by accelerating the deployment and adoption of broadband and other advanced communications services to underserved and underserved communities.

Member of the Board of Directors, Via Services, Santa Clara, CA, USA. Mar 2008 - Present

A nonprofit health and welfare organization that helps children and adults with disabilities achieve greater self-sufficiency.

Senior Executive Advisor, Independent Consulting, Union City, CA, USA. Dec 2008 - Present

Volunteer or equity-based direct advisor to CEOs of public or private technology and/or service provider companies in the San Francisco Bay area.

Vice President of Engineering, Vidtel, Sunnyvale, CA, USA. Nov 2008 - May 2009

Start-up video telephony organization seeking to introduce simple, cost-effective and standalone video and audio telephone units with excellent picture quality into businesses and homes.

Director of Network Planning, Design and Analysis, Covad Communications, San Jose, CA, USA. Oct 2006 - Sep 2008

A national Internet service provider offering wholesale and retail wireless and wireline voice and data communication solutions for businesses.

Director of Network Planning and Strategy, Pac-West Telecomm, Stockton, CA, USA. Feb 2005 - Oct 2006

A national competitive local exchange carrier offering traditional and VoIP voice solutions and Internet transport to wholesale and/or large service providers.

Director of Technology, Primus Telecommunications, Toronto, Ontario, Canada. Jan 2000 - Feb 2005

The nation's largest competitive local exchange carrier offering cellular, fixed wireless, telephone, DSL Internet, dial-up Internet, private line, transport, and long distance services to consumers and businesses.

Vice President of Technology, Infinity Online, Toronto, Ontario, Canada. Nov 1993 - Jan 2000

Regional Internet service provider and Internet content provider, acquired by Primus Telecommunications in January 2000.

Principal Consultant, TCA, Toronto, Ontario, Canada. Jan 1990 - May 1995

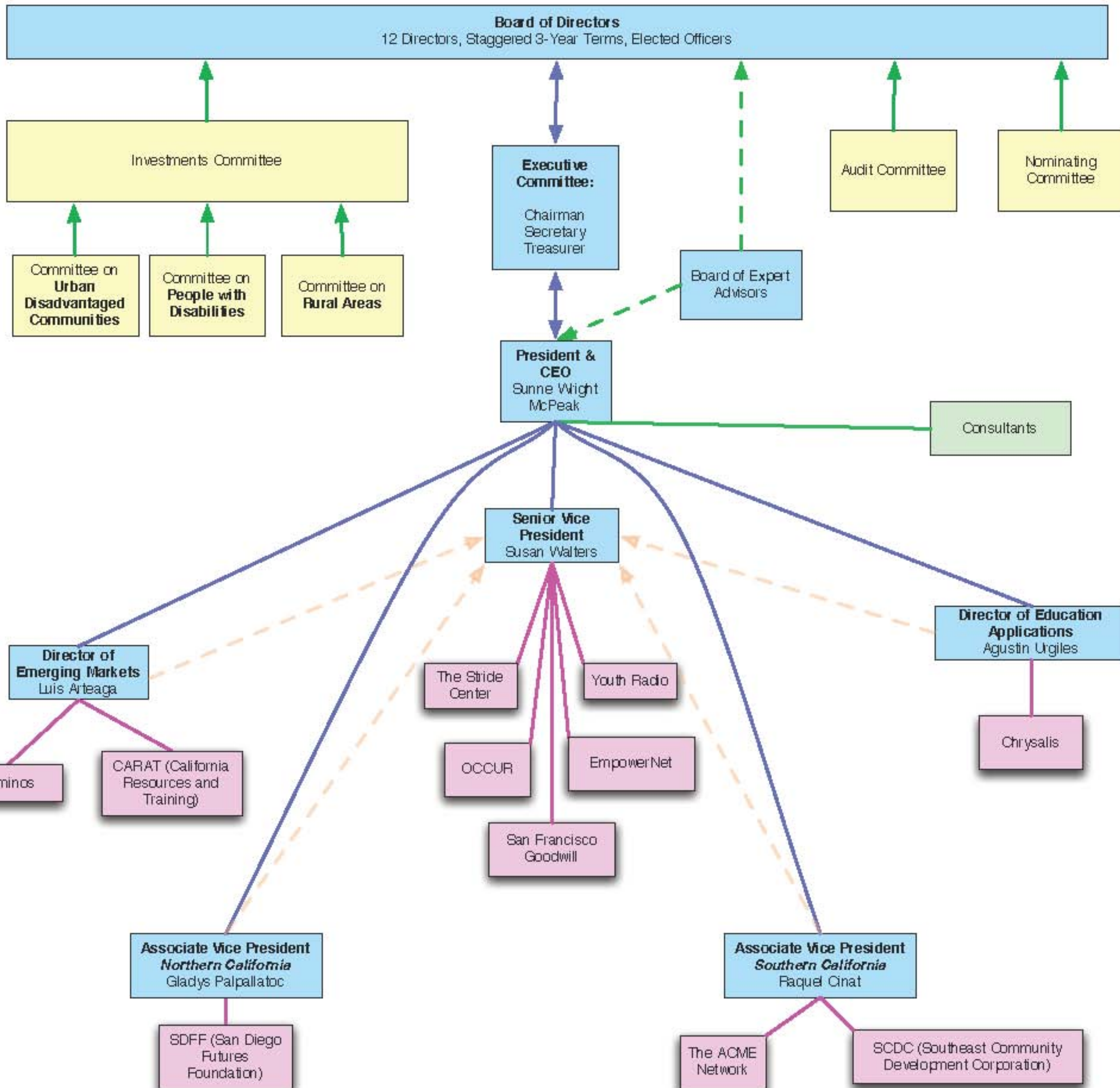
Networking and programming consulting for very small enterprise and bulletin board systems.

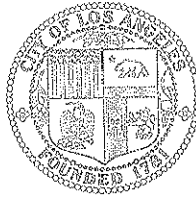
## EDUCATION

Honors B.Sc. Certificate	Trent University, Peterborough, Ontario, Canada.	Biology and Environmental Science
Certificate	Michigan State University, East Lansing, Michigan, USA.	Nonprofit Leadership & Management
Certificate	University of Delaware, Newark, Delaware, USA.	Project Management



## CETF Access to Careers and Technology Organizational Chart





OFFICE OF THE MAYOR  
ANTONIO R. VILLARAIGOSA

March 11, 2010

Sunne Wright McPeak  
President and CEO  
California Emerging Technology Fund  
5 Third St., Suite 520  
San Francisco, CA 94103

Dear Ms. McPeak:

The City of Los Angeles supports the submission of your two proposals to the National Telecommunications and Information Administration (NTIA) for Round 2. The Digital Literacy for All proposal, targeting specific low-income communities of California and the Access to Training and Technology proposal, focusing on 21<sup>st</sup> Century jobs, will significantly improve outcomes for those increasingly left behind by the Digital Divide both for Angelinos and other regions of the state.

The City of Los Angeles is proud to be a partner with CETF and has a rich history of collaboration and investment to educate and train residents to use broadband technology. The City hosted the launch of the CETF Public Awareness Program called **Get Connected!** in June 2009. It has also hosted Community Connect Fairs, hands-on broadband technology trainings, in Boyle Heights, McArthur Park, Van Nuys, South LA and Chinatown. The City was also one of the first cities to pass a resolution in support of **Get Connected!** CETF has also been working with local schools to launch a program called School2Home to bring technology to families struggling to bridge the Digital Divide and the Achievement Gap.

The City sees a tremendous opportunity to continue this partnership through the recently awarded NTIA Round 1 grants to both CETF and the City. The City will collaborate by making sure the centers funded by NTIA are part of the 211 referral system and that any media and broadband educational resources developed by CETF are shared with the clients we serve. In Round 2, this partnership will continue to be strengthened by expanding the reach of both our proposals, targeting areas and residents that have special needs and together making sure no one is left behind.

Please feel free to contact me if I can be of further assistance.

Sincerely,

Jim B. Clarke  
Director of Federal Relations

JBC:wi

# FAMILY HEALTH CENTER



SAN FRANCISCO GENERAL HOSPITAL MEDICAL CENTER  
995 POTRERO AVENUE SAN FRANCISCO, CA 94110  
Tel. (415) 206-5252

March 5, 2010

Laura Valdéz  
Executive Director  
CAMINOS – Pathways Learning Center  
1406 Valencia Street, Suite A  
San Francisco, CA 94117

Dear Ms. Valdéz:

I am the Medical Director of the San Francisco General Hospital Family Health Center (FHC). The FHC is a large primary care public health clinic which serves primarily uninsured and public ally insured San Francisco residents. We serve over 10,000 patients, with over 40,000 visits to our clinic annually. This letter is in support of your Sustainable Broadband Adoption proposal, to the NTIA.

As you know, the FHC has been enjoying a new collaborative relationship with CAMINOS. As part of your current proposal, the Family Health Center will continue to link our patients to CAMINOS so they may enroll in your Basic Digital Course.

In the fall of 2009, the FHC, as part of a larger UCSF Center for Excellence in Primary Care diabetes quality improvement project, partnered with CAMINOS. Our partnership links Latina patients with diabetes to computer classes in the community to enhance both knowledge of health resources on the web and the ability to self-manage diabetes. Some of our patients are currently enrolled in the Spring 2010 semester. Patients with chronic conditions like diabetes make essential everyday decisions about medications, diet and exercise. Primary care should link patients to health resources that support healthy decisions. For higher income and literacy populations, patient-centered technology and information has exponentially expanded. For lower income and limited English proficient patients, the "digital divide" may increase already existing health disparities. Our goal at the SFGH FHC is to have our 400 Latinos diabetic patients, most of whom are women, monolingual, low-income and who have limited access to computers be able to receive the training required to adopt broadband at home or be able to use the computers at the CAMINOS Community Technology Center.

Please feel free to contact me if I can be of further assistance. I can be reached at (415) 206-5122 or via email at [hhammer@fcm.ucsf.edu](mailto:hhammer@fcm.ucsf.edu)

Sincerely,

Hali Hammer, MD  
Medical Director  
SFGH Family Health Center



COMMUNITY HEALTH NETWORK  
DEPARTMENT OF PUBLIC HEALTH  
CITY & COUNTY OF SAN FRANCISCO

FAMILY PRACTICE RESIDENCY PROGRAM  
UNIVERSITY OF CALIFORNIA, SAN FRANCISCO



March 5, 2010

Laura Valdéz  
Executive Director  
CAMINOS – Pathways Learning Center  
1406 Valencia Street, Suite A  
San Francisco, CA 94117



Dear Ms. Valdéz:

This letter is to express the support of Marshall Elementary School, a public school in the San Francisco Unified School District (SFUSD) for your Sustainable Broadband Adoption proposal, to the NTIA. SFUSD, San Francisco's 140 pre-K through 12th grade public schools, is preparing students for success in college and careers by providing each student with an equal opportunity to succeed by promoting intellectual growth, creativity, self-discipline, cultural and linguistic sensitivity, democratic responsibility, economic competence, and physical and mental health.

As part of your proposal, Marshall Elementary School will continue to offer our Latino parents an opportunity to enroll in CAMINOS Basic Digital Literacy courses provided onsite in our school computer lab.

In the Spring of 2010, Marshall Elementary School partnered with CAMINOS to provide onsite Basic Digital Literacy courses with Spanish instruction. Marshall Elementary School is a small community school dedicated to providing a rigorous core curriculum while maintaining a positive learning environment. The school in 2008-2009 had an enrollment of 232 students of which 134 were English Language Learners (ELL). Seventy six percent of the students qualified for free lunch. Seventy six percent of the student population is Latino and 87 percent is socio-economically disadvantaged. Our partnership advances Goal 5 of Marshall Elementary School's Academic Plan for Student Achievement to significantly increase the involvement of a broad base of parents and community at the school level. The CAMINOS curriculum focuses on developing our participants' ability to use digital technology and communications tools to access, manage, integrate, evaluate, create and communicate information in order to function in a knowledge-based 21<sup>st</sup> century society. Specifically, this training aims to give Latino parents of students at Marshall Elementary School the skills to access School Loop, a web-based application with the potential to increase the school/home connection and access to information that can better facilitate a parent's involvement in their child's education. Additionally, we are confident that the exposure to basic computer literacy training will open vocational thresholds for Marshall E.S. parents to further explore the fields of computer science and technology.

Please feel free to contact me if I can be of further assistance. My direct line is (415) 241-6280 or I can be reached via email at [avilap@sfusd.edu](mailto:avilap@sfusd.edu).

Sincerely,



Peter Avila  
Principal  
Marshall Elementary School



[www.missionhousing.org](http://www.missionhousing.org)

March 9, 2010

474 Valencia Street, Suite 280  
San Francisco, CA 94103

415.864.6432  
415.864.0378 fax  
[info@missionhousing.org](mailto:info@missionhousing.org)

Laura Valdéz  
Executive Director  
CAMINOS – Pathways Learning Center  
1406 Valencia Street, Suite A  
San Francisco, CA 94117

RE: Support for CAMINOS – Pathways Learning Center in your proposal for the Sustainable Broadband Adoption program to the U.S. Department of Commerce's National Telecommunications and Information Administration

Dear Ms. Valdéz:

Mission Housing Development Corporation (MHDC) is pleased to write this letter of support for CAMINOS - Pathways Learning Center in your proposal for the Sustainable Broadband Adoption program to the U.S. Department of Commerce's National Telecommunications and Information Administration (NTIA).

MHDC develops high-quality, well-managed, affordable, sustainable homes and communities that promote the self-sufficiency of low and moderate income families, seniors, and persons with diverse needs. In 2008, with support from the City and County of San Francisco, MHDC opened a computer lab at Valencia Gardens, a 260-unit HOPE VI development. Valencia Gardens was the first affordable housing development to receive free Internet access to every unit of housing as well as the computer lab, as part of Mayor Gavin Newsom's digital inclusion initiative. That same year, MHDC partnered with CAMINOS to provide a Basic Digital Literacy course in Spanish instruction. This class is targeted to reach the 30% of the 260 families living at Valencia Gardens that speak Spanish as their first language. Residents of Valencia Gardens, who have participated in this class, have gained skills in Microsoft Office applications building confidence, expanding job search opportunities, and even leading to new employment. This partnership mutually promotes computer technology training and workforce development.

We look forward to continuing our partnership with CAMINOS and the ongoing provision of your Basic Digital Literacy class within our community based computer lab. If you are interested in more information, please contact me at (415) 553-3160 ext.106 or via email at [mugarte@missionhousing.org](mailto:mugarte@missionhousing.org)

Sincerely,

  
Martin Ugarte,  
Site Services Director, Valencia Gardens  
Mission Housing Development Corporation



## MISSION NEIGHBORHOOD HEALTH CENTER

---

March 8, 2010

Laura Valdéz  
Caminos Pathways Learning Center  
1406 Valencia Street, Suite A  
San Francisco, CA 94110

Dear Ms. Valdéz:

This letter is to express the support of the Mission Neighborhood Health Center for your proposal regarding Sustainable Broadband Adoption.

Mission Neighborhood Health Center (MNHC) is a 39 year old comprehensive community-based health center [CHC], a Federally Qualified Health Center (FQHC), and a cornerstone in the Mission community. MNHC is a well known San Francisco local leader in advocacy efforts for culturally and linguistically competent health and human services for Latinos in San Francisco and the greater Bay Area. MNHC serves over 13,000 unduplicated patients and renders over 66,000 health care service visits annually.

Mission Neighborhood Health Center is committed to compassionate, culturally competent and comprehensive health care services. We strive to provide services for the medically underserved with a focus on the Latino/Hispanic Spanish speaking community and its neighbors.

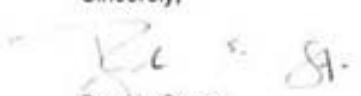
A partnership with Caminos Pathways Learning Center allows both organizations to further their mutual mission of serving the Spanish-speaking community in this neighborhood in ways that promote good health.

The correlation between technology and healthcare is rapidly growing for the individual patient, especially in cities like San Francisco. This is a timely project whereby our organizations will join together to further the goal of using technology to enhance healthcare.

As part of your proposal, Mission Neighborhood Health Clinic will facilitate the engagement of its patients in using computer technology to improve their health. Twelve-week courses will be conducted in Spanish and will range from digital literacy to application of skills managing chronic conditions such as diabetes, hypertension, etc. We are grateful that Caminos will provide computers and instructors for this program

I am eager to have staff members of both organizations meet to plan specific details of the project. Please let me know if I can be of further assistance.

Sincerely,

  
Brenda Storey  
Executive Director

**240 Shotwell Street • San Francisco, California 94110**  
**Tel. (415) 552-3870 • Admin. Office Tel. (415) 552-1013 • Fax (415) 431-3178**





## IMMACULATE CONCEPTION ACADEMY

A CRISTO REY SCHOOL IN THE DOMINICAN TRADITION

March 5, 2010

Laura Valdéz  
Executive Director  
CAMINOS – Pathways Learning Center  
1406 Valencia Street, Suite A  
San Francisco, CA 94117

Dear Ms. Valdéz:

This letter is to express the support of Immaculate Conception Academy, an all-girls Catholic school in San Francisco for your Sustainable Broadband Adoption proposal, to the NTIA. Immaculate Conception Academy offers a college-preparatory education in the Dominican tradition that promotes academic excellence, life-long learning skills and service, family and community.

As part of your proposal, ICA will continue to have CAMINOS be a placement site for our Corporate Work Study Program. The Corporate Internship or "work-study" program places ICA high school students into entry-level clerical positions and generates revenue that allows students from low-income households to receive a high quality, private, college preparatory education. ICA's work-study program generates a majority of ICA's operating expenses, and allows for students to receive substantially reduced tuition.

In the Fall of 2009, ICA partnered with CAMINOS to have our students placed in work-study positions as classroom instructor assistants and customer service representatives in Mission Tech, the organization's social enterprise in computer repair, and as general administrative support for the organization. Six students are currently placed at CAMINOS which is an estimated value to the organization of \$43,500. Our partnership allows our students to have a work-study placement that exposes them to how technology can be used to close social disparities in our community, how to operate a small business venture and how to use effective teaching strategies in teaching technology to low literacy Spanish monolingual immigrants. Our student body is 50% Latino, over 70% of our students are awarded scholarships and financial assistance, and over 90% are first generation college bound students.

Please feel free to contact me if I can be of further assistance. My direct line is (415) 824-2052 Ext. 27 or I can be reached via email at [jwang@icacademy.org](mailto:jwang@icacademy.org)

Sincerely,

Jonathan Wang  
Corporate Work Study Program Manager



4877 Mission Street  
San Francisco  
CA 94112  
415.405.0222 o  
415.405.0223 f  
[clinicbythebay.org](http://clinicbythebay.org)

March 8, 2010

Laura Valdéz  
Caminos Pathways Learning Center  
1406 Valencia Street, Suite A  
San Francisco, CA 94110

Dear Ms. Valdéz:

This letter is to express the support of the Volunteers In Medicine (VIM) Clinic by the Bay for your proposal regarding Sustainable Broadband Adoption.

The mission of Clinic by the Bay is "to understand and serve, with dignity and respect, the health and wellness needs of the medically underserved in the San Francisco Bay Area." Our clinic is part of a national network of free clinics linking the working uninsured desperate for health care services with retired medical professionals eager to volunteer their time and expertise. The important correlation between technology and healthcare has helped to guide the organization of our planned clinic, scheduled to open in July of 2010 in San Francisco. In addition to our use of electronic medical records, the clinic will continue its collaboration with Caminos Pathways Learning Center to further its goal of using technology to enhance healthcare.

As part of your proposal, Clinic by the Bay will facilitate the engagement of Clinic patients in using computer technology to improve their health. The 12-week course will be conducted in Spanish and will range from digital literacy to application of skills managing chronic conditions. We are grateful that Caminos will provide computers and instructors for this program to be held at Clinic by the Bay.

Our partnership with Caminos began when Clinic by the Bay was in its earliest planning stages and Sister Petra Chávez, the founder of Caminos, became a member of our founding board of directors and facilitated the process of having Caminos serve as fiscal agent for the Clinic until we were able to establish our own tax exemption status. Sister Petra continues to serve on our board of directors and is instrumental in helping us to better serve our program participants by using technology to enhance our healthcare service and to keep in tune with modern practices. We are proud to be included as a partner in your proposal and look forward to working together to serve the healthcare needs of our community through the use of modern technology.

Please let me know if I can be of further assistance. My direct line is 415-405-0222, extension 311 or email me at [eliza@clinicbythebay.org](mailto:eliza@clinicbythebay.org).

Sincerely,



Eliza Gibson  
Project Manager



## Alameda County SBDC

1331 Broadway, Suite 705  
Oakland, CA 94612



*"Helping Alameda County Businesses Start, Grow & Thrive"*

March 10, 2010

Selma Taylor  
Executive Director  
California Resources and Training (CARAT)  
1331 Broadway, Suite 604  
Oakland, CA 94612

Dear Selma:

On behalf of the Alameda County Small Business Development Center (the "SBDC"), hosted by the Peralta Community College District, I want to state my support for your proposal, *Access to Careers and Technology (ACT)*, to the National Telecommunications and Information Administration. This proposal clearly aligns with the SBDC's Mission to "help entrepreneurs and small businesses realize their dreams of business success, stimulate sustainable economic prosperity throughout Alameda County and provide solutions leading to profitable businesses and the opportunity to thrive in today's global market."

Located in Oakland, CA, the SBDC serves Alameda County marketing its programs to a database of over 7,000 entrepreneurs and small businesses and through its extensive network of community partners. As a brief background on our programs and capabilities, the SBDC provides training (93 seminars to approximately 3,300 attendees in 8 different teaching locations in 2009) and one-on-one counseling (332 businesses received approximately 2,000 hours of counseling in 2009). Tracking is captured and reporting accomplished using an online system, WebCAT5, that facilitates monitoring client progress toward goals and resulting economic impact. In 2009, in an extremely difficult economic environment in Alameda County, the SBDC helped start 19 new businesses, create or retain 120 jobs, increase sales by over \$4.2 million and secure over \$7.5 million in equity and debt financing for its clients.

The SBDC looks forward to the partnering with you, recognizes the need for increased technology training, agrees to perform outreach to small business clients and believes it can provide 1,000 participants for twenty CARAT technology trainings for small business owners in Alameda County. The SBDC agrees to host and facilitate these trainings and will measure the resulting impact on job creation and retention.

CARAT is a known capacity building organization. Working with CARAT since its inception in 1996, many of the SBDC's staff members and consultants have previously participated in CARAT's capacity building training programs. CARAT's programs have allowed the SBDC to improve service delivery to small business clients. The SBDC has enjoyed its partnership with CARAT and is proud to be included as a partner in CARAT's proposal.

Please feel free to contact me by phone, 510-208-3412, or email, [rick@acsbdc.org](mailto:rick@acsbdc.org), if I can be of any further assistance.

Sincerely,

Fredrick Ohlrich  
Director  
Alameda County SBDC





Small Business  
Development Centers  
Contra Costa

March 9, 2010

Selma Taylor  
Executive Director  
California Resources and Training (CARAT)  
1333 Broadway, Suite 800  
Oakland, CA 94612

Dear Selma:

This letter is to express the support of the Contra Costa Small Business Development Center, hosted by the Workforce Development Board of Contra Costa County, for your proposal, CREATE, Sustainable Broadband Adoption, to the National Telecommunications and Information Administration. The mission of the SBDC is to encourage and support the growth and success of small businesses in Contra Costa County by providing professional consulting services and a wide variety of educational programs. Contra Costa Small Business Development Center is located in Contra Costa County and serves over 650 business owners annually.

As part of your proposal, the Contra Costa Small Business Development Center will outreach to our small business clients to secure 1000 participants for twenty of CARAT's technology trainings for small business owners. Contra Costa Small Business Development Center will also host and facilitate the trainings, as well as measure the impact of the trainings on job creation and retention, as well as broadband adoption.

CARAT is a well-known capacity building organization in our field. We are quite familiar with the statewide training programs that CARAT offers to business development organizations throughout California. We also appreciate the efforts CARAT has committed to generating additional funds to support the business assistance industry as a whole through their promotion of business assistance initiatives. We are excited to be included as a partner in CARAT's proposal and look forward to continue working together to train small businesses, increase broadband adoption and to create and retained jobs in our community.

Please feel free to contact me if I can be of further assistance. My direct line is 925-602-6844, or you may email me: [thamila@ContraCostaSBDC.com](mailto:thamila@ContraCostaSBDC.com)

Sincerely,

  
Dorothy Hamile  
Director

Hosted by: Workforce Development Board of Contra Costa County  
Contra Costa Small Business Development Center (SBDC)  
300 Elwood Way, #300, Walnut Hill, CA 94575  
Tel: 925-602-6844 • Fax: 925-602-6847  
[www.ContraCostaSBDC.com](http://www.ContraCostaSBDC.com)

- Professional Consulting
- Technical Training
- Business Information

SBDC is a national network of U.S. Small Business Development Centers (SBDCs) authorized by the U.S. SBA to provide business development assistance to small businesses. SBDCs are authorized to provide assistance to small businesses.





Small Business  
Development Centers  
*Los Angeles Regional Network*

March 9, 2010

Selma Taylor  
Executive Director  
California Resources and Training (CARAT)  
1333 Broadway, Suite 804  
Oakland, CA 94612

Dear Selma:

This letter is to express the support of the Small Business Development Center hosted by El Camino College, for your proposal, CREATE, Sustainable Broadband Adoption, to the National Telecommunications and Information Administration. The mission of our SBDC is to assist prospective and existing small business owners in the greater South Bay area to start, retain, or expand their businesses, increasing California's communities' wealth and quality of life. The Small Business Development Center hosted by El Camino College is located in Southwest Los Angeles County and serves over 900 businesses annually.

As part of your proposal, the Small Business Development Center will outreach to our small business clients to secure up to 1000 participants for up to twenty of CARAT's technology trainings for small business owners. The Small Business Development Center will also host and facilitate the trainings, as well as measure the impact of the trainings on job creation and retention, as well as broadband adoption.

CARAT is a well-known capacity building organization in our field. We are quite familiar with the statewide training programs that CARAT offers to business development organizations throughout California. We also appreciate the efforts CARAT has committed to generating additional funds to support the business assistance industry as a whole through their promotion of business assistance initiatives. We are excited to be included as a partner in CARAT's proposal and look forward to continue working together to train small businesses, increase broadband adoption and to create and retained jobs in our community.

Please feel free to contact me if I can be of further assistance. My direct line is 310-973-3167, or you may e-mail me at [svanburen@elcamino.edu](mailto:svanburen@elcamino.edu).

Sincerely,

Starleen Van Buren  
Director, Small Business Development Center

HOSTED BY:  
El Camino College  
13430 Hawthorne Blvd., Hawthorne, CA 90250-8806 • Tel (310) 973-3177 • Fax (310) 973-3182  
[www.southbaybdc.org](http://www.southbaybdc.org)





Inland Empire Women's Business Center

www.iewbc.org

IEWBC

March 8, 2010

Selma Taylor  
Executive Director  
California Resources and Training (CARAT)  
1333 Broadway, Suite 604  
Oakland, CA 94612

Dear Selma:

This letter is to express the support of the Inland Empire Women's Business Center, hosted by California State University at San Bernardino, for your proposal. Access to Careers and Technology (ACT), to the National Telecommunications and Information Administration. The mission of the Women's Business Center is to counsel, teach, encourage and inspire women business owners at every stage of development and expansion. Inland Empire Women's Business Center is located in San Bernardino and serves over 2,900 businesses annually.

As part of your proposal, the Inland Empire Women's Business Center will outreach to our small business clients to secure 1,000 participants for twenty CARAT technology trainings for small business owners. Inland Empire Women's Business Center will also host and facilitate the trainings, as well as measure the impact of the trainings on job creation and retention, as well as broadband adoption.

CARAT is a known capacity building organization in our field. Inland Empire Women's Business Center has enjoyed working with CARAT since its inception in 1996. Many of our staff members and consultants have participated in CARAT's capacity building training programs. CARAT's capacity building programs have allowed us to improve the services we deliver to our small business clients. We have also enjoyed our partnership with CARAT in generating additional funds to support the business development industry throughout California. We are proud to be included as a partner in CARAT's proposal.

Inland Empire Women's Business Center is excited to continue our work with CARAT and be included as a partner in CARAT's proposal. We look forward to continue working together to train small businesses, increase the adoption of broadband and to create and retained jobs in our community.

Please feel free to contact me if I can be of further assistance. My direct line is 909-890-1242 or e-mail me at [mskiljan@iewbc.org](mailto:mskiljan@iewbc.org).

Sincerely,

*Michelle Skiljan*  
Michelle Skiljan

Inland Empire Women's Business Center, Executive Director



202 E. Airport Drive, Suite 155  
San Bernardino • CA 92408  
ph 909.890.1242 info@iewbc.org





Small Business  
Development Center  
Los Angeles Region Network

March 8, 2010

Selma Taylor  
Executive Director  
California Resources and Training (CARAT)  
1333 Broadway, Suite 604  
Oakland, CA 94612

Dear Selma:

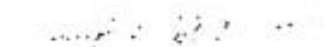
This letter expresses the support of the Long Beach Small Business Development Center, located by Long Beach City College, for your proposal, Access to Careers and Technology (ACT), to the National Telecommunications and Information Administration. The mission of the SBDC is to help businesses succeed through management consulting, education and capacity building. The Long Beach Small Business Development Center is located in Long Beach and serves over 900 businesses annually through one-on-one advising and innovative trainings.

As part of your proposal, the Long Beach Small Business Development Center will assist CARAT to research to ensure small business clients to secure 1000 participants for nearly all CARAT's technology trainings for small business owners. Long Beach Small Business Development Center will also assist with housing and facilitation of the training and help measure the impact of the training on job creation and retention as well as broadband adoption.

CARAT is a well-known capacity building organization in our field. We are quite familiar with the statewide training programs that CARAT offers to business development organizations throughout California. We also appreciate the fact that CARAT has been instrumental in generating additional funding support for businesses across the industry as a whole through the promotion of business assistance initiatives. We are excited to be included as a partner in CARAT's proposal and look forward to continue working together to assist small businesses, increase broadband adoption and to create and retain jobs in our economy.

Please feel free to contact me if I can be of further assistance. My direct line is (562) 938-5115, or you may e-mail me at [selmat@lbc.edu](mailto:selmat@lbc.edu).

Sincerely,



Brad O'Connor  
Director

HOSTED BY:  
Long Beach City College  
Long Beach Small Business Development Center  
1900 E. Ocean Street, Bldg. 2 - Suite 105, Long Beach, CA 90802  
Tel: (562) 700-5100 • Fax: (562) 570-4575  
[www.longbeachlbc.org](http://www.longbeachlbc.org)

  
LONG BEACH  
CITY COLLEGE



NORTHEASTERN  
CALIFORNIA  
SBDC

SMALL BUSINESS DEVELOPMENT CENTER  
AT SAN JOAQUIN DELTA COLLEGE

Selma Taylor  
Executive Director  
California Resources and Training (CARAT)  
1333 Broadway, Suite 801  
Oakland, CA 94612

March 8, 2010

Dear Selma,

The Northeastern California Small Business Development Center-San Joaquin Delta College (SBDC) enthusiastically supports your proposal, CRFATF, Sustainable Broadband Adoption, to the National Telecommunications and Information Administration. The SBDC's mission is to assist existing businesses to be competitive in a complex marketplace and to help new entrepreneurs realize their dream of business ownership. Although the SBDC is a core program of San Joaquin Delta College, the office is located in downtown Stockton and has three outreach locations ensuring accessibility to the approximate 2,000 businesses it serves annually in San Joaquin, Calaveras, Amador, and Alpine counties.

As part of your proposal, the SBDC will outreach to our small business clients to secure 1,000 participants for twenty CARAT technology trainings for small business owners. The SBDC will host and facilitate the trainings, as well as measure the impact of the trainings on job creation and retention, and broadband adoption.

CARAT is a known capacity building organization in our field. The SBDC has enjoyed working with CARAT since its inception in 1996. A number of our staff members and consultants have participated in CARAT's capacity building training programs. CARAT's capacity building programs have allowed us to improve the services we deliver to our small business clients. We have also enjoyed our partnership with CARAT in generating additional funds to support the business development industry throughout California. We are proud to be included as a partner in CARAT's proposal.

This SBDC embraces the motto that we are stronger working together than we are apart. The opportunity to continue our work with CARAT and be included as a partner in CARAT's proposal allows us to live up to our motto! We look forward to this collaboration that will train small businesses, increase the adoption of broadband and create and retain jobs in our community.

I encourage your careful review of this application. If there is any way I can be of further assistance, please call me at 209.954.5000 or send an e-mail to [gmurphy@delta college.edu](mailto:gmurphy@delta college.edu).

Sincerely,

Gillian Murphy  
Director



56 S. Lincoln Street • Stockton, CA 95202 • 209.954.5000  
Fax: 209.939.0385 • [www.sbdc.delta college.edu](http://www.sbdc.delta college.edu)





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PAGE 02

1410 E. 4th Ave.  
Sacramento, CA 95814-2005  
Phone 916 865-2818  
Fax 916 865-2855  
Email: info@sbdc.net  
www.sbdc.net



### Letter of Support

Selma Taylor  
Executive Director  
California Resources and Training (CARAT)  
1353 Broadway, Suite 604  
Oakland, CA 94612

March 19, 2010

Dear Selma:

This letter is to express the support of the Northeastern California Small Business Development Center - Greater Sacramento, hosted by Los Rios Community College District for your proposal, Access to Career and Technology (ACT), to the National Telecommunications and Innovation Administration. The mission of the SBDC is to "Assist existing businesses be competitive in a complex marketplace and helps new entrepreneurs realize their dream of business ownership through by providing training and one-on-one counseling". Northeastern California Small Business Development Center - Greater Sacramento, hosted by Los Rios Community College District is located in Sacramento and serves over 700 businesses annually.

As part of your proposal, the Northeastern California Small Business Development Center - Greater Sacramento, hosted by Los Rios Community College District will outreach to our small business clients to secure 1000 participants for twenty of CARAT's technology trainings for small business owners. Northeastern California Small Business Development Center - Greater Sacramento, hosted by Los Rios Community College District will also host and facilitate the trainings, as well as measure the impact of the trainings on job creation and retention, as well as broadband adoption.

CARAT is a well-known agency building organization in our field. We are quite familiar with the statewide training programs that CARAT offers to business development organizations throughout California. We also appreciate the efforts CARAT has committed to generating additional funds to support the business assistance industry as a whole through their provision of business assistance initiatives. We are excited to be included as a partner in CARAT's proposal and look forward to continue working together to train small businesses, increase broadband adoption and to create and retained jobs in our community.

Please feel free to contact me if I can be of further assistance. My direct line is 916-565-2220, or you may e-mail me at [morganp@losrios.edu](mailto:morganp@losrios.edu).

Sincerely,

Pamela Morgan  
Director

OUR MISSION IS YOUR SUCCESS





## Small Business Development and International Trade Center

March 8, 2010

Selma Taylor  
Executive Director  
California Resources and Training (CARAT)  
1331 Broadway, Suite 604  
Oakland, CA 94612

Dear Selma:

The Southwestern College Small Business Development and International Trade Center, hosted by Southwestern College, supports your proposal, CREATe, Sustainable Broadband Adoption, to the National Telecommunications and Information Administration. Our mission is to provide quality management and technical assistance and training for existing and potential small businesses resulting in success for the entrepreneur and economic growth and prosperity for the San Diego region. The Small Business Development and International Trade Center is located in San Diego County and serves over 1,700 businesses annually.

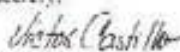
As part of your proposal, the Small Business Development and International Trade Center will outreach to our small business clients to recruit 1,000 participants for twenty CARAT technology trainings for small business owners. We will also host and facilitate the trainings, as well as measure the impact of the trainings on job creation and retention, as well as broadband adoption.

CARAT is a known capacity building organization in our field. The Small Business Development and International Trade Center has enjoyed working with CARAT since its inception in 1996. Many of our staff members and consultants have participated in CARAT's capacity building training programs. These programs have allowed us to improve the services we deliver to our small business clients. We have also enjoyed our partnership with CARAT in generating additional funds to support the business development industry throughout California.

We are proud and excited to continue our work with CARAT and be included as a partner in CARAT's proposal. We look forward to continue working together to train small businesses, increase the adoption of broadband and to create and retain jobs in our community.

Please feel free to contact me if I can be of further assistance. My direct line is 619-487-6494 or e-mail at [vwecill@swcd.edu](mailto:vwecill@swcd.edu).

Sincerely,

  
Victor Cecilla  
Director

Small Business Development and  
International Trade Center (SBIDTC)  
Southwestern College (H) & Education Center  
800 National City Blvd, Suite 304, National City, CA 91901  
Tel: (619) 482-0231 Fax: (619) 482-0231  
[www.sbidtc.org](http://www.sbidtc.org)





Small Business  
Development Centers  
*UC Merced Regional Network*

Wednesday, March 10, 2010

Selma Taylor  
Executive Director  
California Resources and Training (CARAT)  
1335 Broadway, Suite 604  
Oakland, CA 94612

Dear Selma:

This letter is to express the support of The Alliance Small Business Development Center (SBDC), hosted by University of California, Merced, for your proposal, Access to Careers and Technology (ACT), in the National Telecommunications and Information Administration. The mission of the Alliance SBDC is to promote the development and growth of small businesses by providing high quality business assistance throughout Central California thereby enhancing regional prosperity. The SBDC's hosted by UC Merced serve over 2450 Small Businesses annually throughout the San Joaquin Valley. The UC Merced Regional SBDC offices are located in Modesto, Merced, Fresno, Visalia and Bakersfield.

As part of your proposal, The Alliance Small Business Development Center will outreach to our small business clients to secure 1000 participants for twenty of CARAT's technology trainings for small business owners. The Alliance Small Business Development Center will also host and facilitate the trainings, as well as measure the impact of the trainings on job creation and retention, as well as broadband adoption.

CARAT is a well-known capacity building organization in our field. We are quite familiar with the statewide training programs that CARAT offers to business development organizations throughout California. We also appreciate the efforts CARAT has committed to generating additional funds to support the business assistance industry as a whole through their promotion of business assistance initiatives. We are excited to be included as a partner in CARAT's proposal and look forward to continue working together to train small businesses, increase broadband adoption and to create and retained jobs in our community.

Please feel free to contact me if I can be of further assistance. My direct line is 209-567-4912, or you may e-mail me at [clarkk@smallalliance.com](mailto:clarkk@smallalliance.com).

Sincerely,

Karla Clark, Director  
Alliance SBDC



**Alliance Small Business Development Center**

**Modesto Location**  
1080 16th Street, Suite 102  
Modesto, CA 95354  
209 (209) 567-4912 • Fax: (209) 567-4915  
[www.allianceclark.com](http://www.allianceclark.com)

**Merced Location**  
Merced City College 1015 Ave. J  
2000 N Street, 2nd Floor, Box 103  
Merced, CA 95340  
209 (209) 381-8807 • Fax: (209) 381-4715



Small Business  
Development Centers  
*Los Angeles Regional Network*

March 11, 2010

Schla Taylor  
Executive Director  
California Resources and Training (CARAT)  
1333 Broadway, Suite 601  
Oakland, CA 94612

Dear Schlata:

This letter is to express the support of the Pacific Coast Regional Small Business Development Center ("SBDC"). PCR Small Business Development Center is an SBDC contracted within the Los Angeles Network which is hosted by Long Beach City College. As your proposal, Access to Careers and Technology (ACT), is the National Telecommunications and Information Administration. The mission of the Los Angeles Network SBDC is to be the nationally recognized provider gateway to small business success and a major contributor to the economic growth and prosperity of our region. Pacific Coast Regional Small Business Development Center is located in Los Angeles and serves over 1200 businesses annually.

As part of your proposal, the Pacific Coast Regional Small Business Development Center will in part, to our small business clients to secure 100% participants for access CARAT technology training for small business owners. Pacific Coast Regional Small Business Development Center will observe and facilitate the training, as well as measure the impact of the training on job creation and retention, as well as broadband adoption.

CARAT is a known capacity building organization in our field. Pacific Coast Regional Small Business Development Center has enjoyed working with CARAT since its inception in 1996. Many of our staff members and consultants have participated in CARAT's capacity building training programs. CARAT's capacity building programs have a focus to improve the services we deliver to our small business clients. We have also enjoyed our partnership with CARAT in generating additional funds to support the business development industry throughout California. We are proud to be included as a partner in CARAT's proposal.

Pacific Coast Regional Small Business Development Center is excited to continue our work with CARAT and be included as a partner in CARAT's proposal. We look forward to continue working together to train small businesses, increase the adoption of broadband and to create and retained jobs in our community.

Please feel free to contact me if I can be of further assistance. My direct line is 313-671-2696 or you may e-mail me at [Christine.Anderson@perc.org](mailto:Christine.Anderson@perc.org).

Sincerely,



Christine Anderson, Director  
Small Business Development Center  
hosted at Pacific Coast Regional

HOSTED BY:  
Pacific Coast Regional  
3255 Wilshire Boulevard, Suite 1501, Los Angeles, CA 90010 • Tel: (213) 301-4989 • Fax: (213) 730-0639  
[www.percorp.org](http://www.percorp.org)







**COMMUNITY  
CAREER  
DEVELOPMENT, INC.**

Operating Agency for:  
Wilshire-Metro

**WorkSource**  
CALIFORNIA  
Building Business and Careers

**Gloria Moore**  
Executive Director

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March 8, 2010

**Michael Graff-Weisner**  
Chrysalis  
516 S. Main St.  
Los Angeles, CA 90036

Dear Mr. Graff-Weisner:

This letter is to express the support of Community Career Development, Inc. (CCD), operator of the Wilshire-Metro WorkSource Center, for Chrysalis and its role in the Access to Careers and Technology (ACT) proposal submitted by the California Emerging Technology Fund (CETF) to the National Telecommunications and Information Agency (NTIA) for the Broadband Technology Opportunities Program (BTOP).

Community Career Development, Inc. is a workforce development non-profit organization which operates the Wilshire-Metro WorkSource Center. We are committed to providing services to the community by integrating the needs of businesses and individuals seeking employment. The Wilshire-Metro WorkSource Center is a free job resource center for jobseekers, one of many full-service career centers located in almost every community throughout Los Angeles County.

We have collaborated with Chrysalis for years and look forward to continued collaboration. If the proposed project is funded through NTIA, we will screen and refer individuals who would benefit from the technology training provided by Chrysalis.

Please feel free to contact me if I can be of further assistance. I may be reached at 213-365-9829 or via email at [gmoore@communitycareer.org](mailto:gmoore@communitycareer.org).

Sincerely,

**Gloria Moore**  
Executive Director

**California Labor and Workforce Development Agency**

**Arnold Schwarzenegger**  
Governor

March 12, 2010

Michael Graff-Weisner  
Chrysalis  
516 S. Main St.  
Los Angeles, CA 90036

Dear Mr. Graff-Weisner:

I am the Employment Development Department (EDD) Field Office Manager of the Northeast San Fernando Valley WorkSource Center located in Pacoima, California. This letter is to express the interest of the office that I manage in the proposed role of our partner Chrysalis with the Access to Careers and Technology (ACT) proposal submitted by the California Emerging Technology Fund (CETF) to the National Telecommunications and Information Agency (NTIA) for the Broadband Technology Opportunities Program (BTOP).

The Employment Development Department (EDD) is one of the largest state departments with employees at hundreds of service locations throughout the state. For more than 70 years, we have connected millions of job seekers and employers in an effort to build the economy of the Golden State.

My office has successfully collaborated with Chrysalis for several years on a range of projects here in the Northeast San Fernando Valley. We look forward to continued collaboration with Chrysalis. If the proposed project is funded through NTIA, we would be interested in referring to Chrysalis individuals from this WorkSource Center who would benefit from the technology training provided by Chrysalis.

Please feel free to contact me if I can be of further assistance. I can be reached at [msherwoo@edd.ca.gov](mailto:msherwoo@edd.ca.gov) or (818) 890-9446.

Sincerely,

A handwritten signature in black ink, appearing to read "MSherwood", written over a horizontal line.

Michael Sherwood  
EDD Field Office Manager

March 8, 2010

Deborah Alvarez-Rodriguez  
President and CEO  
Goodwill Industries of San Francisco, San Mateo and Marin Counties  
1500 Mission Street  
San Francisco, CA 94103

Dear Ms. Alvarez-Rodriguez:

This letter is to express the support of the San Francisco Mayor's Office of Economic and Workforce Development (OEWD) for your proposal with the California Emerging Technology Fund (CETF) to the National Telecommunications Information Administration. The mission of OEWD is to support the ongoing economic vitality of San Francisco. The Workforce Development Division is committed to providing services that help promote the sustainable prosperity of San Francisco's diverse population of workers and employers.

We support the proposal of Goodwill Industries of San Francisco, San Mateo and Marin Counties (Goodwill) to provide digital literacy training to job seekers accessing services at Goodwill's One Stop Career Center. We recognize the need for digital literacy training in order to make job seekers competitive in today's job market.

OEWD has \$3.9 million in contracts with Goodwill for operation of the One Stop Career Link Center, Enhanced Business Services, RAMP at-risk youth job readiness training, and as sector coordinator and service provider for the Green Skills Academy. Goodwill is a reputable service provider in our community and is qualified to execute their proposed digital literacy training program.

Please feel free to contact me if I can be of further assistance. My phone number is (415) 581-2313 or email me at [Amy.Wallace@sfgov.org](mailto:Amy.Wallace@sfgov.org).

Sincerely,



Amy Wallace  
Deputy Director, Workforce Development





March 4, 2010

Kim Fox

Goodwill Industries of San Francisco, San Mateo and Marin Counties  
1500 Mission Street  
San Francisco, CA 94103

Dear Ms. Fox:

This letter is to express the support of the San Mateo Workforce Investment Board for your proposal to the NTIA. The San Mateo Workforce Investment Board provides opportunities and support to thousands of job seekers in San Mateo County each year through direct service and partnerships. Goodwill Industries of San Francisco, San Mateo and Marin Counties (Goodwill) is an important partner in our community.

As part of your proposal, the San Mateo Workforce Investment Board's One Stop Career Centers will refer participants to your digital literacy training programs. The Goodwill staff will assess the readiness and ability to succeed in the intermediate computer skills training and the advanced PC technician training. If accepted in the program, Goodwill will provide training, career advising and job placement support to the participants. The One Stop Centers will also provide opportunities for Goodwill to host recruiting events for participants.

Goodwill has been a strong workforce development partner in San Mateo County of decades. Recently, the San Mateo Workforce Investment Board contracted with Goodwill to provide advanced PC technician training to 17 participants as part of our Green Job Corps program. We are in the final stages of contracting with Goodwill to provide subsidized jobs and job readiness training, including digital literacy training, to CalWORKS participants. We are proud to be included as a partner in your proposal and look forward to working together once again.

Please feel free to contact me if I can be of further assistance. My direct line is 650-802-5181 or email me at [fslone@co.sanmateo.ca.us](mailto:fslone@co.sanmateo.ca.us).

Sincerely,

Fred Slone  
WIB Director



March 8, 2010

Deborah Alvarez-Rodriguez  
President and CEO  
Goodwill Industries of San Francisco, San Mateo and Marin Counties  
1500 Mission Street  
San Francisco, CA 94103

Dear Ms. Alvarez-Rodriguez:

This letter is to express the support of Skyline College for your proposal with the California Emerging Technology Fund (CETF) to the National Telecommunications Information Administration. Skyline College is a comprehensive California community college that provides programs and services that respond to an individual's needs. We offer 80 Associate Degree and Certificate programs.

We support the proposal of Goodwill Industries of San Francisco, San Mateo and Marin Counties (Goodwill) to provide advanced PC technician training (A+) courses to job seekers in San Mateo County. Goodwill will provide assessment, career advising and job placement services to the participants. Goodwill will contract with the Stride Center to instruct the advanced PC technician course.

Skyline College has reviewed the curriculum the Stride Center uses for the course instruction and has articulated the course so students may receive 6 units of college credit upon completion of the course. Goodwill and the Stride Center offer a quality program for our community in San Mateo County. This articulation agreement provides career pathways for many of our most challenging students and additional funding would increase the number of students in that pathway. Please contact me if you would like any additional information.

Sincerely,

Mike Williamson  
Dean, Science, Math and Technology  
Skyline College  
(650) 738-4221  
[williamsonm@smccd.edu](mailto:williamsonm@smccd.edu)

SCIENCE/MATH/TECHNOLOGY DIVISION

3300 College Drive, San Bruno, CA 94066 TELEPHONE (650) 738-4221 WEBSITE [www.SkylineCollege.edu](http://www.SkylineCollege.edu)

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*Linda T. Sánchez*  
39TH DISTRICT, CALIFORNIA

**Congress of the United States**  
**House of Representatives**  
**Washington, DC 20515**

DC OFFICE:  
1222 LONGWORTH BUILDING  
WASHINGTON, DC 20515  
(202) 225-6676

DISTRICT OFFICE:  
17906 CRUSADER AVENUE  
SUITE 100  
CERRITOS, CA 90703  
(562) 860-5050

[www.lindasanchez.house.gov](http://www.lindasanchez.house.gov)

March 11, 2010

The Honorable Lawrence E. Strickling  
Assistant Secretary for Communications and Information  
National Telecommunications and Information Agency  
U.S. Department of Commerce - Herbert C. Hoover Building (HCHB)  
1401 Constitution Avenue, N.W.  
Washington, D.C. 20230

**RE: National Telecommunications and Information Agency (NTIA): Broadband Technology Opportunity Program (BTOP) – Digital Literacy for All (DLA) and Access to Careers and Technology (ACT)**

Dear Assistant Secretary Strickling:

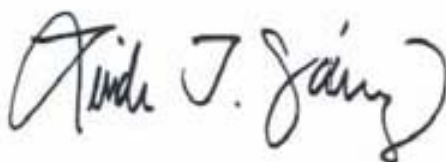
I am writing to request full consideration of the California Emerging Technology Fund (CETF) request for proposal to the National Telecommunications and Information Agency. The two proposals - Public Computer Centers Proposal: Digital Literacy for All (DLA) will coordinate partnerships with local organizations such as the Southeast Community Development Corporation (SCDC). These partnerships will provide the DLA and ACT coordinated programs to underserved communities in my Congressional district and across Southern California.

Historically, National Telecommunication and Information Agency (NTIA) have provided computer literacy leadership in California to close the Digital Divide. They have accomplished this is through the deployment of and adoption of broadband networks to under-served communities. These grant proposals work together to optimize efforts that increase California's computer and digital competitiveness. It's accomplished through education, literacy and work training programs in underserved communities. It is a key effort to closing our nation's Digital Divide and increasing job opportunities through training.

Funding these proposals is an important milestone toward this goal. As demonstrated by the \$1.43 billion in requests from California in Round I of BTOP, the state is poised to lead the country in broadband adoption. CETF has a proven track record as an effective administrator of funds and will provide the dedication and enthusiasm necessary to deliver the intended results.

I appreciate your full and fair consideration of this worth-while request. I've every confidence CETF and its partners will continue to provide high quality computer and job training programs to constituents in my district and residents across Los Angeles County. Should you have any questions about this proposal, or my support for it, please contact Thérèse A. Hughes in my office at: 562.860.5050.

Sincerely,



Linda T. Sánchez



# EAST LOS ANGELES COLLEGE

ERNEST H. MORENO  
*President*

1301 Avenida Cesar Chavez  
Monterey Park, California 91754-6099

323-265-8630



March 10, 2010

Cesar Zaldivar-Motts  
Executive Director  
Southeast Community Development Corporation  
2965 East Gage Avenue  
Huntington Park, CA 90255

Dear Mr. Zaldivar-Motts:

This letter is to express the support of South Gate Educational Center, East Los Angeles Community College, for the, "Sustainable Broadband Adoption Proposal" that will provide Access to Careers and Technology (ACT), to the NTIA.

As part of your proposal, South Gate Educational Center/ELAC will provide advance training for students seeking Certifications of Achievement in specialized computer programs, in addition to obtaining college degrees using funds from this grant.

The mission of East Los Angeles College is dedicated to facilitating student learning through the highest quality of transfer, career, technical, basic skills, and community service courses and programs. We serve a culturally diverse population in a dynamic urban community. We are committed to supporting student success in their goals of achieving Associate degrees, general education, Certifications in Specialized programs, preparation for successful transfer to 4-year universities, improvement in individual goals as well as professional goals; and in enriching personal and professional development.

South Gate Educational Center/ELAC provides access to innovative teaching methods, alternative modes of course delivery, the latest in educational technology, and comprehensive support services.

We are proud to be included as a partner in your proposal, and we look forward to working together with Southeast Community Development Corporation once again.

If I can be of further assistance, please contact me at: (323) 357-6209.

Sincerely,

A handwritten signature in black ink, appearing to read "Al Rios".

Al Rios  
Dean of Academic Affairs

AR:vg

LOS ANGELES UNIFIED SCHOOL DISTRICT

## ***Huntington Park-Bell Community Adult School***

2945 Belgrave Avenue, Huntington Park, CA 90255  
Telephone (323) 826-2400  
Fax (323) 826-2413

**Ramon Cortines**  
*Superintendent of Schools*

**Ed Morris**  
*Executive Director*  
*Division of Adult and Career Education*

**Clif de Córdoba, Ph.D.**  
*Principal*

March 9, 2010

Cesar Zaldivar-Motts  
Executive Director  
Southeast Community Development Corporation  
2965 E. Gage Avenue  
Huntington Park, CA 90255

Dear Mr. Zaldivar-Motts:

This letter is to express the support of Huntington Park-Bell Community Adult School (HP-B CAS) for your Sustainable Broadband Adoption proposal, Access to Careers and Technology (ACT), to the National Telecommunications and Information Administration (NTIA). HP-B CAS is a public school in the Los Angeles Unified School District Division of Adult and Career Education and is accredited by the Western Association of Schools and Colleges (WASC).

As part of your proposal, HP-B CAS is a partner that would provide Career and Technical Education (CTE), for example A+ Certification preparation courses. Funds from this grant would be used to provide up-to-date technology and equipment for hands-on, industry relevant training.

We would be proud to be included as a partner in your proposal and look forward to continuing our collaboration in bridging the digital divide in our community as well as helping develop a workforce capable of utilizing technology.

Please feel free to contact me if I can be of further assistance.

Sincerely,



Dr. Clif de Córdoba, Principal



March 9, 2010

**Alberto Uribe**  
Executive Director

Cesar Zaldivar-Motts  
Executive Director  
Southeast Community Development Corporation  
2965 E. Gage Avenue  
Huntington Park, CA 90255

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**Maria Santillan**

Dear Mr. Zaldivar-Motts:

This letter is to express the support of Hub Cities Consortium for your proposal, Sustainable Broadband Adoption proposal: Access to Careers and Technology (ACT), to the NTIA.

As part of your proposal, Hub Cities Consortium will assist with job readiness skills, employment identification and recruitment for students seeking computer jobs, and will provide follow-up and evaluation of job prospects using funds from this proposal.

**Serving residents of:**

**Cudahy**

**Huntington Park**

**Lynwood**

**Maywood**

**South Gate**

Hub Cities Consortium is a WorkSource California Center that is part of a nationwide system of One-Stop Career Centers serving the needs of job seekers and business customers. In order to better serve our customers, Hub Cities Consortium (lead agency for the Career Center) has formed strategic alliances with a wide range of local partner agencies including community services and business services organizations. In collaboration with these partners, Hub Cities Consortium is committed to meeting the needs of job seekers and businesses in the cities of Cudahy, Huntington Park, Lynwood, Maywood, South Gate, and in surrounding communities.

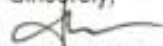
Hub Cities Consortium is located in Huntington Park California. Several organizations, which are devoted to serving local job seekers and businesses, are located within the center. Services are available at no cost to unemployed or underemployed adults, dislocated workers, youth seeking employment opportunities and businesses of all sizes. Hub Cities Career Center has been serving the community since 1988.

Hub Cities Consortium will advance the economic well being of the region and develop a world-class workforce by providing universal access to information and resources for job seekers, businesses and the community at large; by serving as the access point to workforce system services; empowering job seekers to achieve self-sufficiency; and by working with the business community to meet their current and future needs.

We also offer an array of services for businesses and employers, such as human resources and consulting services, labor market information, and economic development resources. Hub Cities Consortium One-Stop Career Center provides workshops on topics ranging from new business ventures to career enhancement skills. We offer vocational classroom training and work related programs. A network of public kiosks connects users in local cities to our Web site, where they can search for business, training and supportive services, look for jobs, or access the vast resources available on the Internet.

We are proud to be included as a partner in your proposal and look forward to working together once again. Please feel free to contact me at 323-586-4700 ext. 4734 if I can be of further assistance.

Sincerely,



Joe Martinez



**HUB CITIES CONSORTIUM** - A Public Entity

2677 Zoe Avenue • Second Floor • Huntington Park, CA 90255 • Phone: 323-586-4700 • Fax: 323-586-4702 • [www.hubcities.org](http://www.hubcities.org)





ccess Leader in Community Service Since 1967

Louis Nava  
Director of Community Technology Programs  
San Diego Futures Foundation  
4275 El Cajon Blvd.  
San Diego, CA 92105

March 9, 2010

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President and  
Chief Executive Officer

Dear Louis:

It is a pleasure to support San Diego Futures Foundation's proposed *San Diego Broadband Initiative*. Our collaboration with Futures over the past several years to increase digital equity in low-income and underserved San Diego communities has been a win-win, not only for us, but for the large number of families we serve who still are not "connected."

As you know, we serve high risk youth and immigrants. Both groups, particularly the latter, have been identified in numerous studies as being the least likely to have access to a computer, much less to the internet.

In order to continue serving these groups we rely heavily on the resources that Futures has brought to us. Our working relationship with the San Diego Futures Foundation has been exceptional. Our programs and program participants have benefited greatly from substantial donations of quality refurbished computers that SDFF has provided. In addition, we are actively working with SDFF to provide training and support curriculum in anticipation of the rollout of both broadband connectivity and computer equipment. The proposed project, I believe, will go a long way towards strengthening the level of digital inclusion in the San Diego area.

I look forward to working with the San Diego Futures Foundation as well as the rest of the coalition in this important work.

Sincerely,

Bob Stewart, President and CEO

2612 DANIEL AVENUE SAN DIEGO, CA 92111



## *Adaptive Computer Empowerment Services*

*A California Nonprofit Public Benefit Corporation*

*...Computer Empowerment for Persons with Disabilities*

March 10, 2010

Louis Nava  
Director of Community Technology Programs  
San Diego Futures Foundation  
4275 El Cajon Blvd.  
San Diego, CA 92105

Dear Louis:

On behalf of Adaptive Computer Empowerment Services (A.C.E.S.), I am pleased to offer this letter of support for the San Diego Futures Foundation's proposed *San Diego Broadband Initiative*. We are pleased that San Diego Futures Foundation (SDFF) has spearheaded the effort to partner with A.C.E.S. and other local organizations to increase digital equity in low-income and underserved San Diego communities.

Our mission is as follows:

**To improve the quality of life for persons in San Diego County who are low income and disabled or seniors (65+) by empowering them with computer technology. Specifically, our outcomes focus on civic involvement and self-sufficiency with an emphasis on quality of life enhancement.**

**Our focus is San Diego County. Priority is given to persons who could not otherwise obtain this equipment.**

We have been serving the low-income disabled and senior communities in San Diego County for more than 10 years, and are thrilled to be working with the San Diego Futures Foundation. Our exceptional working relationship with SDFF has enabled us to reach more individuals in our target population, and has greatly enhanced our efforts.

Our programs and program participants have benefited greatly from substantial donations of quality refurbished computers that SDFF has provided. In addition, we are actively working with SDFF to provide training and support curriculum in anticipation of the rollout of both broadband connectivity and computer equipment. We have seen more and more people needing broadband Internet for classes and employment, and the proposed project, will definitely improve the level of digital inclusion in the San Diego area.

We look forward to continuing our relationship with the San Diego Futures Foundation as well as the rest of the coalition in this important work. Please feel free to call if you have questions or need further information.

Sincerely,

Paul Adams  
President



## ABLE-DISABLED ADVOCACY



March 9, 2010

Louis Nava  
Director of Community Technology Programs  
San Diego Futures Foundation  
4275 El Cajon Blvd.  
San Diego, CA 92105

Dear Mr. Nava:

On behalf of the Able-Disabled Advocacy (A-DA), I am pleased to offer this letter of support for the San Diego Futures Foundation's proposed *San Diego Broadband Initiative*. We are pleased that San Diego Futures Foundation (SDFF) has again included Able-Disabled Advocacy in their goal to increase digital equity in low-income, disabled and other underserved San Diego communities.

Able-Disabled Advocacy has been a long standing partner with the San Diego Futures Foundation. We have worked together on several technology projects including the San Diego Broadband Initiative 1.0 and 1.5 projects. As a result of our outreach efforts, we discovered a need existed for low-income people with disabilities who lacked broadband access. To date, our partnership these SDBI projects has resulted in the distribution of 220 computers to families and individuals with disabilities with the following results:

- Over 90% of those acquired broadband access
- Of the total of recipients, over 25% have received additional workforce services including Job Placement Assistance, Employment and Career Counseling, Resume Updating and other employment related services.
- Of those receiving these additional services, 75% have obtained employment.

Able-Disabled Advocacy, a non-profit organization founded in 1975, provides employment and training services to individuals with all types of disabilities and other barriers to employment. Our mission is "to provide vocational skills training and educational advancement for youth and adults with disabilities and to assist them in finding employment and overcoming barriers to personal and financial self-sufficiency."

As Director of Operations of Able-Disabled Advocacy and the Project Director for our SDBI program, I can attest first-hand that our program participants have benefited greatly from substantial donations of quality refurbished computers and the technical and other support that SDFF has provided. In addition, we have actively worked with SDFF to provide input in the training and curriculum for the upcoming proposed SDBI 2.0 in anticipation of the new program being even more successful.




For the new proposed project, Able-Disabled Advocacy is committed to increase our computer output to 400 computers or more in the 18-month period. Of those receiving computers; approximately 90% will obtain broadband access; 25% will again receive the aforementioned workforce services; and 75% of those will obtain employment.

SDFF has a long-standing, demonstrated commitment to increase broadband connectivity, provide computer hardware, and offer computer training to assist San Diego's low-income families and those with disabilities in using broadband technologies. Under the leadership of Megan Graulich and Jeff Hancock, the organization has offered a bold vision of expanding the use of technology to the less educated and less affluent members of our communities.

I look forward to again working with the San Diego Futures Foundation in this important work. Please feel free to call if you have questions or need further information.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Robert Eagelman', with a stylized flourish at the end.

Robert Eagelman  
Director of Operations  
SDBI Project Director  
Able-Disabled Advocacy  
(619) 231-5990, ext.318  
bob@able2work.org



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4283 El Cajon Boulevard, Suite 220  
City Heights, California 92105  
(619) 584-1535 Office; (619) 584-7992 Fax

Louis Nava  
Director of Community Technology Programs  
San Diego Futures Foundation  
4275 El Cajon Blvd.  
San Diego, CA 92105

Dear Louis

On behalf of the City Heights Community Development Corporation (CHCDC) and its affordable housing residents, I would like to offer this letter of support for the San Diego Futures Foundation's proposed *San Diego Broadband Initiative*. We extend our thanks to SDFF for being a proactive partner with CHCDC and other local organizations to increase digital equity in low-income and underserved San Diego communities.

As a provider of affordable housing in City Heights for more than 28yrs, CHCDC has supported the enhancement of access to technology on many levels. We have been privileged to partner with SDFF on the creation of after school learning centers at 6 of our housing locations, piloting wireless technology at 3 locations and as founding partners in a City Heights Community Technology center in 2002.

We have long felt that merely providing access to computers is not the key to bridging the technological divide. Our recent experience as partners in the Broad band Initiative over the last 2 years has demonstrated the value of collaborations in achieving digital equity in low income communities.

Through hands on community based training and service oriented technical support we have been able to be effective in helping low income residents become comfortable in accessing the benefits of broad band technology..

We are thrilled that the Broad band initiative has allowed us to put computers into the homes of our affordable housing tenants and provide them practical training in how to begin using the elements of the internet. The addition of lowered internet access fees has assisted families, for whom use of technology resources may have seemed like an unnecessary luxury, to experience its benefits first hand.

For us, as a community development organization, this project has helped us to build the leadership and community engagement capacity of our residents. As recipients of computers and training, our resident advisory board members have committed to tell others living in their complex about events, resources and new programs as soon as information becomes available.







151 YMCA Way  
San Diego, CA 92102  
Phone (619) 264-0144  
Fax (619) 264-7356  
jackierobinson.ymca.org

March 9, 2010

Louis Nava  
Director of Community Technology Programs  
San Diego Futures Foundation  
4275 El Cajon Blvd.  
San Diego, CA 92105

Dear Louis:

On behalf of the Jackie Robinson Family YMCA I am pleased to offer this letter of support for the San Diego Futures Foundation's proposed *San Diego Broadband Initiative*. We are pleased that San Diego Futures Foundation (SDFF) has spearheaded the effort to partner with Jackie Robinson Family YMCA and other local organizations to increase digital equity in low-income and underserved San Diego communities.

The Jackie Robinson Family YMCA is proud to serve the southeastern San Diego community. We hope to be a touch stone of hope, unity and strength in all the services we provide. We have the unique opportunity to reach out to a community that faces great economic challenges as well as social barriers that are reflected in issues such as gang violence, language obstacles, a lack of basic resources and much more. This proposal, we believe, is a good example of how we are working to be proactive in our actions and meaningful in our work for the benefit of our clients.

I have had the pleasure of being lead director for our partnership. This partnership allows us serve our community with vitally important resources as well as education and support. Our working relationship with the San Diego Futures Foundation has been exceptional. Our programs and program participants have benefited greatly from substantial donations of quality refurbished computers that SDFF has provided. In addition, we are actively working with SDFF to provide training and support curriculum in anticipation of the rollout of both broadband connectivity and computer equipment. The proposed project, I believe, will go a long way towards strengthening the level of digital inclusion in the San Diego area.

I look forward to working with the San Diego Futures Foundation as well as the rest of the coalition in this important work. Please feel free to call if you have questions or need further information.

Sincerely,

Kathy Quinney  
Youth Program Director  
Jackie Robinson Family YMCA



## San Diego City Schools

*The School of Science, Connections & Technology  
at the Kearny Educational Complex*

7651 Wellington Street, San Diego, CA 92111

(858) 496-8370 FAX (858) 715-9504

March 11, 2010

Louis Nava  
Director of Community Technology Programs  
San Diego Futures Foundation  
4275 El Cajon Blvd.  
San Diego, CA 92105

Dear Louis:

On behalf of the School of Science, Connections & Technology, I am writing this letter of support for the San Diego Futures Foundation's proposed *San Diego Broadband Initiative*. We appreciate that San Diego Futures Foundation (SDFF) has included us and other local organizations to increase digital equity in low-income and underserved San Diego communities.

The students and their families at our school have benefited greatly from this program. Approximately 65% of our students come from low-income families in the San Diego area. The resources offered by the program, as well as the computers, have had a major impact on our student's lives. Being able to connect to the internet and provide the family with resources has improved their quality of life.

We have already identified students and their families to receive computers and training this semester. They are very excited about this opportunity. We have seen an improvement in student attendance, grades, and parental involvement after receiving the computer and training that SDFF has provided.

We plan on continuing our partnership with SDFF for future school years. We have truly seen the rewards that come from students having access to a home computer, the internet and additional resources provided by SDFF. Feel free to contact me with any questions you may have about our school or the program.

Sincerely,

A handwritten signature in black ink, appearing to read "V. Derek Morris".

V. Derek Morris  
Principal

# MAAC PROJECT

A MULTI-PURPOSE SOCIAL SERVICE AGENCY

## ADMINISTRATION

1355 Third Avenue • Chula Vista, CA 91911 • (619) 426-3595 • Fax (619) 426-2173

March 9, 2010

Mr. Louis Nava  
Director of Community Technology Programs  
San Diego Futures Foundation  
4275 El Cajon Blvd.  
San Diego, CA 92105

Dear Mr. Nava:

On behalf of the MAAC Project, I am pleased to offer this letter of support for the San Diego Futures Foundation's proposed *San Diego Broadband Initiative*. We are pleased that San Diego Futures Foundation (SDFF) has spearheaded the effort to partner with MAAC Project and other local organizations to increase digital equity in low-income and underserved San Diego communities.

The MAAC Project is a multi-purpose social agency with a successful 45 year history of serving the low-income communities of San Diego County. In 1965, MAAC opened its doors to serve San Diego's disadvantaged; today MAAC continues acting as a catalyst to help individuals and families become self-sufficient. MAAC provides a spectrum of unique programs designed to assist clients by engaging them in the enhancement of their own lives through lifestyle changes. The programs strive to improve client's economic standing as well as their ability to access resources available to them. This proposal, we believe, is a good example of how we are working to make that motto meaningful to our clients.

MAAC Project identifies low and moderate-income families that live in our Affordable Housing Complexes that currently do not have access to broadband and have no means of acquiring a computer. Through the SDBI program, we are able to bridge that digital gap and also educate families about basic computer skills as well as internet safety, create email accounts, online governmental resources, online banking, and many other resources that are available via the web. The SDBI allows us to use technology and internet as tools to further promote self-sufficiency to our constituents.





*Mr. Louis Nava*

*March 9, 2010*

*Page 2 of 2*

Our working relationship with the San Diego Futures Foundation has been exceptional. Our programs and program participants have benefited greatly from substantial donations of quality refurbished computers that SDFF has provided. In addition, we are actively working with SDFF to provide training and support curriculum in anticipation of the rollout of both broadband connectivity and computer equipment. The proposed project, I believe, will go a long way towards strengthening the level of digital inclusion in the San Diego area.

I look forward to working with the San Diego Futures Foundation as well as the rest of the coalition in this important work. Please feel free to call if you have questions or need further information.

Sincerely,

A handwritten signature in black ink, appearing to read 'Antonio V. Pizano', with a long horizontal flourish extending to the right.

Antonio V. Pizano  
President & CEO



*Creating Workforce Solutions<sup>SM</sup> for the San Diego Region*

March 11, 2010

Louis Nava  
Director of Community Technology Programs  
San Diego Futures Foundation  
4275 El Cajon Blvd.  
San Diego, CA 92105

Dear Louis:

On behalf of the San Diego Workforce Partnership (Workforce Partnership), I am pleased to offer this letter of support for the San Diego Futures Foundation's proposed *San Diego Broadband Initiative*. We are pleased that San Diego Futures Foundation (SDFF) has spearheaded the effort to partner with the Workforce Partnership and other local organizations to increase digital equity in low-income and underserved San Diego communities.

The Workforce Partnership, Inc. has been in operation since 1974, when a joint powers agreement between the City and the County of San Diego created what is now a nonprofit public benefit corporation. The Workforce Partnership funds job training programs to meet the region's demand for qualified workers. The programs benefit local employers, unemployed and recently laid-off adults, and at risk youth ages 14 to 21. In addition, the Workforce Partnership invests a lot of time and resources in studying and analyzing our local economy. Our mission is to foster economic growth and prosperity through education, training and lifelong learning. This proposal, we believe, is a good example of how we are working to make that mission meaningful to our clients.

Our working relationship with the San Diego Futures Foundation has been exceptional. Our programs and program participants have benefited greatly from substantial donations of quality refurbished computers that SDFF has provided. In addition, we are actively working with SDFF to develop training and support curriculum in anticipation of the rollout of both broadband connectivity and computer equipment. I believe the proposed project will go a long way towards strengthening the level of digital inclusion in the San Diego area.

I look forward to working with the San Diego Futures Foundation as well as the rest of the coalition in this important work. Please feel free to call if you have questions or need further information.

Sincerely,

A handwritten signature in black ink that reads "Nathaniel Buggs". The signature is written in a cursive, flowing style.

Nathaniel Buggs  
Vice President, Chief Operating Officer



Toward Maximum Independence, Inc.

May 4, 2009

Mr. Louis Nava, Program Manager  
San Diego Futures Foundation  
4275 El Cajon Blvd., Suite 200  
San Diego, CA 92105

Dear Mr. Nava:

Toward Maximum Independence, Inc. (TMI) is a 501(c)3 nonprofit organization serving people with developmental disabilities and their families. We are interested in becoming an Education Partner for the San Diego Broadband Initiative. TMI has been in existence since 1981 and provides a wide range of services to hundreds of people with developmental disabilities each week.

The answers to the questions identified on the "How To Join" section of the San Diego Broadband Initiative website are as follows:

1. **Company or organization background.** See the first paragraph above. Further, "It is the mission of TMI to support the value, right and responsibilities of all people with the support of their advocates to make informed choices regarding how they live, work and express their membership in the community." We accomplish this by providing personalized supports to people in their own homes, workplaces, schools, families and neighborhoods. TMI's annual budget is about \$8 million and we employ over 200 people full and part-time.
2. **Products and/or services we offer:** The services provided by TMI fall into four service areas. **Employment Solutions** provides services to assist people who have developmental disabilities to be involved in jobs, volunteer work and work-related activities according to their ability. **Community Living Services** assist people with disabilities to live in their own homes with support ranging from paid neighbors to live-in roommates who are compensated to remain in the home through the night. **Family Support Services**, which recruits and trains foster parents to accept children with developmental disabilities into their homes, also provides intensive social work and behavior management support to birth families and foster families to maximize family functioning and help the disabled person progress. Finally, our **Forensic Advocacy Program** supports and assists people with developmental disabilities who get involved in the criminal justice system. (See the enclosed material for more information about each of these programs.)



3. **The community we serve.** We provide assistance to developmentally disabled adults, children, and their families or care providers. Our service area ranges throughout San Diego County, as well as in the Temecula area, and an office in Lakeport, California, which serves communities around Clear Lake. We have a satellite office in Escondido. Demographically, as one might guess, developmental disability occurs in families across the socio-economic spectrum. However, many developmentally disabled adults living independently are quite poor, and some of our foster families also struggle economically.
4. **Our current efforts to bring technology to the community.** Prior to our learning about the San Diego Futures Foundation and the San Diego Broadband Initiative we had little ability to bring technology to those we serve. Occasionally we would give an older computer to a developmentally disabled person in need. Some members of our employment work groups go to the public library to learn or hone computer skills, check email, seek out community resources or apply for jobs. We are hoping to expand our ability to introduce and train people in computer and internet use, and facilitate their receiving computer equipment through our partnership with your organization.
5. **For Service Partners.** It is our wish to be an Education Partner, if you agree that would be our most appropriate way to participate.
6. **The role you would like to have in the program.** We are hopeful that our involvement with the initiative will help us to provide free or low-cost computer equipment and training to low-income members of the community we serve.
7. **For Service Partners, the number of computers you would like to distribute annually.** Once again, it is our wish to be an Education Partner if you agree that would be the most appropriate way for TMI to participate in the initiative.

I have enclosed a number of flyers and brochures to provide further information about Toward Maximum Independence. Please feel free to call on me if you need any further information. I look forward to the opportunity for us to work together to bring technology to those who otherwise might not be able to access it.

Sincerely,



Kirby Wohlander, M.S.W., L.C.S.W., M.B.A.  
Executive Director



LABORATORY OF  
COMPARATIVE  
HUMAN  
COGNITION

University of California, San Diego  
9500 Gilman Drive  
La Jolla, California 92093-0092  
(858) 534-4006  
(858) 534-7746 (F)

March 10, 2010

Mr. Louis Nava  
San Diego Futures Foundation  
4283 El Cajon Boulevard, Suite 140  
San Diego, CA 92105

Dear Louis,

I am writing this letter to assure you of the full support of the Laboratory of Comparative Human Cognition in your current application for monies to scale up your efforts in building out your wonderful program of computer support to the community of San Diego. I believe that the expanding cooperation between SDFF and UCSD will continue to grow as it has in the past several months. Please let me know if I can be of help in any way.

Sincerely,

Michael Cole, Distinguished Professor  
Communication, Psychology, and Human Development  
Director, LCHC



July 21, 2009

RE: Support of the San Diego Futures Foundation

To Whom It May Concern:

I am writing this letter in strong support of the San Diego Futures Foundation (SDFF), a collection of nonprofit agencies working together to provide low-income families with access to technology and technical services, and their San Diego Broadband Initiative.

Wakeland Housing and Development Corporation is a non-profit affordable housing developer in San Diego. We develop quality affordable housing with comprehensive Resident Services programming for low-income families and individuals. As an organization serving low-income residents, we have collaborated with SDFF as partners in the ELearn2Earn Program and the Hire A Youth Program and we intend to be a partner with SDFF in the San Diego Broadband Initiative.

As partners with SDFF, we have found that the programs they offer provide necessary resources and thorough support for the programs we currently offer our low-income residents by way of our computer labs and classes. Together, we are able to make a difference in the lives of our residents by not only providing access to current and up-to date technologies, but the additional support to make this access effective. Our continued partnership with SDFF's efforts is a testament to this successful partnership.

By joining the San Diego Broadband Initiative, Wakeland will be supporting the program by recruiting low-income families for participation in the program. We will also provide training and resources for the program through our established Resident Services programming. Throughout this process, we will be working closely with SDFF staff for all program reporting needs, to ensure the program is implemented with the ultimate success possible.

I highly recommend the San Diego Future's Foundation for continued funding, in order to see a continuation of the impact made by the San Diego Broadband Initiative. It is the collaboration of partners like SDFF that make our programs a success. Please feel free to contact Shonna Irving at 619-379-9415, if you have any questions.

Sincerely,

Rebecca Louie  
Director of Operations



Warrior Foundation  
c/o Navy League  
2115 Park Blvd.  
San Diego, CA 92101

March 10, 2010

Mr. Louis Nava  
San Diego Futures Foundation  
4275 El Cajon Blvd.  
San Diego, CA 92105

Dear Louis:

As you are aware, for the past five years the Warrior Foundation ([www.warriorfoundation.com](http://www.warriorfoundation.com)) has actively supported individuals injured while serving in Our Military. Most of these individuals sustained their life threatening injuries while serving in Iraq and Afghanistan. With an emphasis in supporting the transition of these amputees, the Warrior Foundation with the support of SDFF has provided computers and user training to these Warriors.

In September 2007, Sgt Joseph Gracia lost his right leg from an IED explosion in Afghanistan. Since that time his recovery has consisted of twenty surgeries and endless hours of physical therapy. Recently, Joe Gracia was discharged from the Army and has elected to become involved in supporting fellow amputees at Balboa Hospital (a/k/a NMCS - Naval Medical Center San Diego). In Joe's own words, "the computer and wire-less internet connection provided by the Warrior Foundation empowered me to stay in touch with my family, my friends, my unit in Afghanistan and those that saved my life." Joe completed the training program of the full compliment of Microsoft Office Applications and uses these skills to today to assist others.

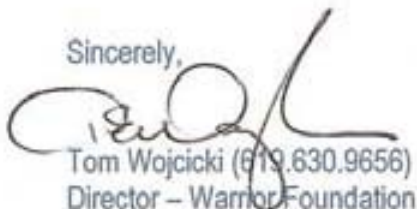
Joe Gracia represents one of many individuals that have benefited from the Warrior Foundation and SDFF partnership. The Veterans Administration has classified Joe as 100% disabled.

Our working relationship with the San Diego Futures Foundation has been positive since day one. Without your ongoing support in providing reliable refurbished computers to Our Warriors, this program would no longer be possible. As you know, the Warrior Foundation is a local non-profit organization that returns 100% of every dollar raised to support Our Warriors. We have no paid staff and everything and I mean literally everything (stamps, printing, mailers, promotional materials, etc.) is donated.

I recognize funds are difficult to come by given the current economical climate. However, I must remain hopeful that someday or somehow you will find the resources to continue your support of this Critical Program.

I look forward to working with the San Diego Futures Foundation. Please free to call me in the event there is anything I can do to help.

Sincerely,



Tom Wojcicki (619.630.9656)  
Director - Warrior Foundation

March 9, 2010

Louis Nava  
Director of Community Technology Programs  
San Diego Futures Foundation  
4275 El Cajon Blvd.  
San Diego, CA 92105

Dear Louis:


On behalf of the YMCA Youth & Family Services (YFS) I am pleased to offer this letter of support for the San Diego Futures Foundation's proposed *San Diego Broadband Initiative*. We are pleased that San Diego Futures Foundation (SDFF) has spearheaded the effort to partner with YFS and other local organizations to increase digital equity in low-income and underserved San Diego communities.

As the Social Service Department of the YMCA of San Diego County, YMCA Youth & Family Service has served low-income communities of San Diego County for 40 years. For the past two years YFS has partnered with SDFF to help bridge the digital divide within many of these communities in need. The *YMCA builds strong kids, strong families and strong communities*. This proposal, we believe, is a good example of how we can collaboratively work together to build a stronger community.

We have had a positive working relationship with the San Diego Futures Foundation. Our programs and program participants have benefited greatly from substantial donations of quality refurbished computers that SDFF has provided. In addition, we are actively working with SDFF to provide training and support curriculum in anticipation of the rollout of both broadband connectivity and computer equipment. The proposed project, I believe, will go a long way towards strengthening the level of digital inclusion in the San Diego area.

We look forward to working with the San Diego Futures Foundation as well as the rest of the coalition in this important work. Please feel free to call if you have questions or need further information.

Sincerely,

  
Kim Morgan  
Executive Director



March 10, 2010

Barrie Hathaway  
The Stride Center  
1212 Broadway, Suite 400  
Oakland, CA 94612

Dear Mr. Hathaway:

This letter is to express the support of the Workforce Development Board of Contra Costa County for The Stride Center's proposal, Access to Careers and Technology, to the NTIA. The mission of the Workforce Development board is to promote a workforce development system that meets the needs of businesses, job seekers, and workers in order to ensure a strong, vibrant economy in Contra Costa County. We work with neighboring Workforce Investment Boards (WIBs) in our region to support the EASTBAY Works One-Stop Career Center system, which is a unique joint venture of public entities, non-profit agencies and private organizations in Alameda and Contra Costa Counties helping businesses and job seekers meet their employment needs.

As part of your proposal, our One-Stop Career Centers will provide information about the Access to Careers and Technology program and information about related services and resources that may help individuals with their efforts to learn IT skills that will help further their career development and employment opportunities.

Over the past 10 years, The Stride Center has provided high-quality IT career training and job placement services for hundreds of adults from Contra Costa and Alameda Counties with an excellent track record of success. The Workforce Development Board of Contra Costa County is pleased to support your proposal and looks forward to working in closer collaboration with The Stride Center to support workforce development efforts in our region.

Please feel free to contact me by phone at 925-602-6820 or email at [sbaiter@ehsd.cccounty.us](mailto:sbaiter@ehsd.cccounty.us) if you have any questions or need additional information.

Sincerely,

Stephen Baiter  
Executive Director



**RichmondWORKS/EASTBAY Works**

Employment and Training Department



March 8, 2010

Barrie Hathaway  
The Stride Center  
1212 Broadway, Suite 400  
Oakland, CA 94612

Dear Mr. Hathaway:

This letter is to express the support of RichmondWORKS for your proposal, Access to Careers and Technology, to the NTIA. It is the mission of RichmondWorks to assist Richmond residents and business with employment and training.

As part of your proposal, Richmond Works will provide information about the Access to Careers and Technology program and information about related services and resources that may help individuals with their efforts to learn IT skills that will help further their career development and employment opportunities.

Over the past 10 years, our partnership with The Stride Center has resulted in IT career training and job placement of scores of adults in Richmond. This track record of success speaks to the high quality training you provide and the ongoing support The Stride Center offers to make sure students and graduates succeed. We are proud to be included as a partner in your proposal and look forward to working together once again.

Please feel free to contact me if I can be of further assistance. My direct line is (510) 307-8006 or email me at [svaca@richmondworks.org](mailto:svaca@richmondworks.org).

Sincerely,

Sal Vaca  
Director  
Employment & Training

**LETTER OF AGREEMENT**  
**Youth Radio**  
**Alameda County Health Care Services Agency**

**Youth Radio** and the **Alameda County Health Care Services Agency** are committed to partnering in a project that provides Alameda County youth at risk with productive and engaging after-school activities and intensive health support services at Youth Radio. The purpose of the project is to give young people a safe learning environment that teaches media production and allows young people to broadcast their perspectives, stories, experiences and opinions about critical health issues that impact them. Youth Radio recognizes a growing demand from the local community to offer after school programs to Alameda County's young people that strengthen strategies to combat the prevalence and health impact of domestic violence and reproductive coercion. To that end, Youth Radio and Alameda County agree to work together for the mutual benefit of community youth and both organizations on Project Connect.

**Youth Radio** agrees to:

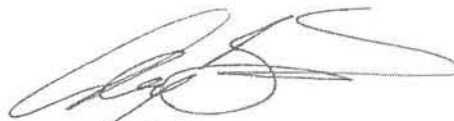
- Youth Radio will provide Alameda County youth with support services including case management, health education workshops and media fetures that impact health policy
- Youth Radio will provide training to the burgeoning School Based Health Center leadership team around digital media.

**The Alameda County Health Care Services Agency** agrees to:

- **The Alameda County Health Care Services Agency** will support Youth Radio's Mind Body Health Center and all peer-health education efforts.
- **The Alameda County Health Care Services Agency** provide access to School Based Health Centers in order to provide training, prevention education and media training.

As authorized representatives of **Youth Radio** and the **Alameda County Health Care Services Agency**, we the undersigned, do agree to the provision of service and conditions outlined in this agreement.

  
Jacinda Abcarian  
Youth Radio



Alex Briscoe  
Alameda County Health Care Services Agency

**LETTER OF AGREEMENT**  
**Youth Radio**  
**Alameda County Juvenile Probation Department**

**Youth Radio** and the **Alameda County Juvenile Probation Department** are committed to partnering in a project that provides Oakland youth on probation with productive and engaging after-school activities at Youth Radio. The purpose of the project is to give young people an alternative to gang involvement in the form of a safe learning environment that teaches media production and allows young people to broadcast their perspectives, stories, experiences and opinions about critical issues that impact them. Youth Radio recognizes a growing demand from the local community to offer after school programs to Oakland's young people. The Alameda County's Juvenile Probation Department recognizes the importance of identifying new outlets for youth leadership and skills development. To that end, Youth Radio and Alameda County's Juvenile Probation Department agree to work together for the mutual benefit of community youth and both organizations on a community action project.

**Youth Radio** agrees to:

- Provide two 6-month after school media production training programs for Oakland youth referred by Alameda County's Juvenile Probation Department. Training will cover media literacy, journalism and music production. The program will also provide academic support.
- Youth Radio staff will act as the producer of the radio commentaries with approval of final content in order to maintain Youth Radio's high production standards. YR will own the produced material and its extended use.
- Youth Radio will inform juvenile probation staff of contact with youth on probation subsequent to the initial training. This is to maintain a good working relationship with the community-based organization providing access to the students.

**Alameda County's Juvenile Probation Department** agrees to:

- Alameda County's Juvenile Probation Department will screen and recruit a diverse pool of 6-8 student candidates to apply for Youth Radio training per session. Youth Radio will select 5-7 youth from the pool of candidates to participate in the pilot, with the others holding spots as alternates.
- Alameda County's Juvenile Probation Department will provide a staff person to work as the liaison between Youth Radio staff and the students.

As authorized representatives of **Youth Radio** and **Alameda County's Juvenile Probation Department**, we the undersigned, do agree to the provision of service and conditions outlined in this agreement.

Ellin O'Leary, President/Exec. Producer  
**Youth Radio**

Donald H. Blevins, Chief Probation Officer  
**Alameda County Department**

**(Electronic copy. Signatures on file at Youth Radio)**



**LETTER OF AGREEMENT**  
**Youth Radio**  
**Oakland Police Department**

**Youth Radio and the Oakland Police Department**

are committed to partnering in a project that provides Oakland youth at risk of becoming involved in the criminal justice system with productive and engaging after-school activities at Youth Radio. The purpose of the project is to give young people a safe learning environment that teaches media production and allows young people to broadcast their perspectives, stories, experiences and opinions about critical issues that impact them. Youth Radio recognizes a growing demand from the local community to offer after school programs to Oakland's young people. The Oakland Police Department recognizes the importance of promoting understanding and dialogue between youth and police. To that end, Youth Radio and OPD agree to work together for the mutual benefit of community youth and both organizations on a community action project.

**Youth Radio** agrees to:

- Youth Radio will help the OPD organize an annual youth/police forum (Code 33 Event) to create public forums that spark dialogue between youth and police and improve youth-police relations in Oakland. Youth Radio can record the event for broadcast on local media outlets such as KPFA, KQED and KCBS.

**The Oakland Police Department** agrees to:

- **The Oakland Police Department** will keep Youth Radio apprised of OPD sponsored community events and invite Youth Radio coverage, promotions and assistance as needed.

As authorized representatives of **Youth Radio** and the **Oakland Police Department**, we the undersigned, do agree to the provision of service and conditions outlined in this agreement.

Ellin O'Leary, President/Exec. Producer  
**Youth Radio**

Lt. Anthony Rachal, Commander, Class Unit  
**Oakland Police Department**

**(Electronic copy. Signatures on file at Youth Radio)**

## **Memorandum of Understanding**

### **The Peralta Community College District, The Alameda Oakland Regional Occupational Program (ROP), Tech Prep, and Youth Radio**

The Peralta Community College District, The Alameda Oakland Regional Occupational Program (ROP), Tech Prep, and Youth Radio have agreed to work collaboratively, through ROP, to grant Youth Radio participants academic high school and college credit for courses taken at Youth Radio. Tech Prep will award Youth Radio graduates Certificates recognizing the technical and professional skills attained at Youth Radio. These Certificates will be accepted by The Peralta Community College District and will allow for eased transitions to higher education and careers.

#### **SECTION I Digital Media Courses and Certificates**

In an effort to create pathway opportunities for Youth Radio participants to gain access to Tech Prep Certificates the following efforts will be undertaken:

1. Youth Radio coursework will be approved by the Peralta Community College District
2. Youth Radio training staff will become credentialed through the R.O.P. staff training program.
3. Courses in Digital Media will be delivered onsite at Youth Radio.
4. Alameda Oakland R.O.P. will award high school and college credit to Youth Radio participants
5. Advising and counseling will be customized for Youth Radio participants to enter and successfully complete coursework and certificates in Digital Media. This will include information on the Financial Aid process, transfer requirements, and internship opportunities.
6. Special sections of the Digital Media Certification courses will be developed to meet workforce needs.

#### **SECTION II New Technologies**

The Peralta Community College District, The Alameda Oakland Regional Occupational Program (ROP), Tech Prep, and Youth Radio will collaborate to pilot and develop new technologies and practices as part of the development of a *Youth Media Corridor*. This corridor will be a key driver in new educational, media and learning applications for the new media markets. Working with a diverse range of partners, Youth Radio and The Peralta Community College District, The Alameda Oakland Regional Occupational

Program (ROP) and Tech Prep will help to train participants in the technologies and practices that will be critical in the emerging knowledge based economy. Some of the key applications will be focused on the following areas:

- Collaborative media production and distribution
- Advanced software applications
- Enhanced e-Learning and new media platforms such as podcasting
- Digital asset management
- Dynamic Community Building tools

### **SECTION III**

#### **Coordinated Development**

The Peralta Community College District, The Alameda Oakland Regional Occupational Program (ROP), Tech Prep and Youth Radio will coordinate through a network of existing and developing foundation, government, and corporate relationships. This effort will be coordinated by the Directors of The Peralta Community College District, The Alameda Oakland Regional Occupational Program (ROP), Tech Prep and Youth Radio.

### **SECTION IV**

#### **About the Collaborating Agencies:**

##### **About the Tech Prep Program:**

Tech Prep creates connections between local high schools and the Peralta Colleges, forges partnerships with professionals in the community to update and refine curriculum, and encourages career development for students. We are committed to helping students acquire the academic, technical, and communication skills necessary for a successful career. Tech Prep:

- Links high schools programs to Peralta College programs
- Creates articulation agreements between high school and community college classes
- Ensures that articulated credit is given for high school students who attend a Peralta College
- Supports career technical courses, Academy programs, and ROP classes in the high schools
- Sponsors professional development workshops for high school and community college teachers
- Works with industry partners to develop curriculum that reflects the needs of industry
- Promotes career exploration by working with career centers, providing guest speakers, and linking professionals to high school job shadowing and internship programs.



## **About the Peralta Community College District**

The Peralta Colleges- College of Alameda, Laney and Merritt Colleges in Oakland and Berkeley City College have educated more than a million students from Alameda, Albany, Berkeley, Emeryville, Piedmont and Oakland since the founding of the Peralta Community College District in 1964. At the Peralta Colleges, the worlds of biotechnology, information sciences, multimedia, business and management - and others - are offered through thousands of classes and an ever-changing variety of special events. Concerts, lectures, festivals, art exhibits, plays and other cultural activities abound. Also offered is a broad range of student services, including financial aid, academic advising, career development counseling, peer tutoring, legal services and support groups.

## **About The Alameda Oakland Regional Occupational Program (ROP)**

The Alameda Oakland Regional Occupational Program (ROP) is a career technical education program that services the Oakland Unified and the Alameda Unified School Districts. In cooperation with local school districts and the business community, ROP prepares people for work by providing youth and adults with marketable skills, work ethics and job training needed to build and keep a career. ROP has been accredited by the Western Association of Schools and Colleges since 1988.

**Registration** – All high school students 16 years and older may enroll in an ROP. A student enrolls in an ROP through his/her Counselor. Special Education students are mainstreamed into all ROP classes.

**Community Classroom** – The student combines classroom education with on-the-job training at a community work site.

**Cooperative Education (Co-Op)** – The student is involved in classroom learning plus paid on-the-job training. Students may earn additional credits beyond class instruction and wages.

**High School Credit** – ROP classes receive high school credit similar to regular school courses. ROP classes are fully accredited for high school credit. 5 credits/semester.

**College Credit** – Articulation Agreements have been established between Peralta Community Colleges and Alameda Unified School District. These agreements allow students taking selected ROP classes the opportunity to earn college credit and to waive equivalent classes when attending a Peralta Community College. See the class instructor for more information.

**Vocational Student Organizations** – Students enrolled in ROP programs are encouraged to participate in vocational student organizations that provide students with opportunities to meet other students interested in their field, participate in organized competitions, travel and develop leadership skills. They are: DECA – Distributive Education Club of America and FBLA – Future Business Leaders of America.

## About Youth Radio

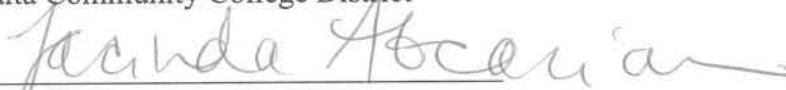
Since 1992, Bay Area-based Youth Radio has served thousands of teenagers by providing after-school training programs in broadcast journalism, radio/web production, engineering and media advocacy and literacy. Youth Radio has a fifteen-year history of working with low-income and underrepresented young people. Youth Radio's high quality broadcasts have set the standards for youth media organizations nationwide. Youth Radio has been recognized with several prestigious awards including the *George Foster Peabody Award*, the *Alfred I. DuPont Award*, the *John Swett Award* and two *Edward R. Murrow Awards* for Excellence in Journalism. 80-85% of its students (in both in-house and off-site programs): attend public schools that primarily serve low-income students and/or have low or highly tracked test scores; be youth of color; and/or live in neighborhoods with high concentrations of working class and low-income families. The voices of these young reporters can be heard both locally and nationally, on radio, the Internet, and through print media. More than 300 Youth Radio reports and commentaries are broadcast each year on National Public Radio programs such as *All Things Considered* and *Morning Edition*; on-line outlets like iTunes and public radio stations from KQED in San Francisco to WGBH in Boston. On the web, current Youth Radio productions and extensive archives (including news, commentary, art, poetry, music, and message boards) can be found at the Webby Award-nominated [www.youthradio.org](http://www.youthradio.org).

Signed:



Ahmad Mansur

Director of Workforce Development/Tech Prep  
The Peralta Community College District



Jacinda Abcarian  
Managing Director  
Youth Radio

January 14, 2010

Susan Walters  
Senior Vice President  
CETF  
The Hearst Building  
5 Third Street, Suite 520  
San Francisco, CA 94103-3206

Dear Ms. Walters,

It gives me great pleasure to extend my earnest support for Youth Radio's application to CETF. The City of Oakland Measure Y Program is a partner with Youth Radio in this effort to achieve sustainable broadband adoption in vulnerable and disadvantaged communities.

Specifically, we will be working with Youth Radio to support new technical training pathways for under-resourced young people, ages 14-22, in the San Francisco Bay Area that will allow them to utilize broadband applications to access news and information and also produce public media for local and national distribution.

Measure Y is a comprehensive and multifaceted effort to address the complex and multiple risk factors associated with violence including, poverty, unemployment, discrimination, substance abuse, educational failure, fragmented families and domestic abuse. Efforts build on positive assets and resilience in individuals, families and communities.

With this support, CETF will help Youth Radio provide critical technology training, digital media production and civic engagement for the most disadvantaged citizens -low income youth and youth of color- creating a new generation of innovators; building an educated, skilled workforce; and spurring increased access and adoption of broadband technology.

Thank you for your consideration of our critical role in Youth Radio's CETF application.

Sincerely,  
Your signature

Mark Henderson  
Program Analyst II  
Department of Human Services  
City of Oakland





**CHAIRPERSON**  
**Michael R. Peevey**  
President  
California Public Utilities Commission

March 12, 2010

**SECRETARY**  
**Dr. Barbara O'Connor**  
Professor  
California State University, Sacramento

The Honorable Lawrence E. Strickling  
Assistant Secretary for Communications and Information  
National Telecommunications and Information Agency  
U.S. Department of Commerce  
Herbert C. Hoover Building (HCHB)  
1401 Constitution Avenue, N.W.  
Washington, D.C. 20230

**TREASURER**  
**Rich Motta**  
Consultant & Retired Vice President  
AT&T

**Jeff Campbell**  
Director, Technology & Trade Policy  
Global Policy & Government Affairs  
Cisco Systems, Inc.

Dear Assistant Secretary Strickling:

**The Honorable Martha M. Escutia**  
Former California State Senator  
Partner  
The Senators' Law Firm

The California Emerging Technology Fund (CETF) Proposal is pleased to submit the Access to Technology and Careers (ID 5047). As part of this proposal, CETF will commit Match Dollars in the amount of \$1,535,483. This includes CETF's own match of \$387,167 and match funding for 11 organizations. The organizations and match funding from CETF is as follows:

**Jaquelline Fuller**  
Advocacy Director  
Google.org and Clean Energy  
Google Inc.

Organization	CETF Match
Acme Network	\$254,305
California Resources and Training	\$110,375
Caminos	\$55,852
CETF	\$387,167
Chrysalis	\$58,100
EmpowerNet	\$75,000
Goodwill	\$66,250
OCCUR	\$25,000
San Diego Futures Foundation	\$271,601
Southeast CDC	\$46,600
Stride Center	\$166,850
Youth Radio	\$18,383
TOTAL	\$1,535,483

**Barbara Johnston**  
Executive Director  
Medical Board of California

**Jim Kirkland**  
General Counsel  
Trimble Navigation Limited

**The Honorable Lloyd Levine**  
Former Assemblymember  
State of California

**Sam Overton**  
President  
City of Los Angeles  
Commission on Disability

CETF is proud to once again partners with NTIA on Round 2 and look forward to your positive response to this request.

**Carol Whiteside**  
Founder and CEO Emeritus  
Great Valley Center

Sincerely,

**PRESIDENT & CEO**  
**Sunne Wright McPeak**  
California Emerging Technology Fund

Sunne Wright McPeak  
President and CEO

**CALIFORNIA EMERGING TECHNOLOGY FUND**  
[www.cetfund.org](http://www.cetfund.org)

The Hearst Building  
5 Third Street, Suite 520  
San Francisco, CA 94103  
415-744-CETF (2383)

1000 N. Alameda Street, Suite 240  
Los Angeles, CA 90012  
213-346-3222



March 8, 2010

Susan Walters, Senior Vice President  
California Emerging Technology Fund (CETF)  
The Hearst Building  
5 Third Street, Suite 520  
San Francisco, CA 94103

Dear Ms. Walters;

This letter is to serve as confirmation that The ACME Network will contribute at least \$201,589 cash match to the Access to Careers and Technology (ACT) Program, a shovel ready ARRA broadband stimulus project. This amount will be added to the \$254,305 pledged by California Emerging Technology Fund (CETF).

The ACME Network match will be applied to general administrative costs as well as direct program costs.

Since 1995 ACME has successfully partnered with California's leading animation and media firms to connect California students in middle school through college to working professionals who guide and prepare thousands of underserved students each year for college and the workplace.

Thank you for your support of The ACME Network's application as part of the CETF proposal submission.

Sincerely,

A handwritten signature in black ink, appearing to read "Deborah Brooks", written over a horizontal line.

Deborah Brooks  
Executive Director



March 8, 2010

Executive Director

Laura Valdéz

Board of Directors

Imelda Iraeta

*Board President*

Teresa Zavala

*Secretary*

Myrna Funes

*Treasurer*

Norma Campos

Marcia Crespin

Sophie Cloarec

Lucia Luna

Guadalupe Torres

Sylvia Vasquez

Rosa Velasquez

Susan Walters, Senior Vice President  
California Emerging Technology Fund (CETF)  
The Hearst Building  
5 Third Street, Suite 520  
San Francisco, CA 94103

Dear Ms. Walters;

This letter is to serve as confirmation that the CAMINOS –Pathways Learning Center will contribute at least \$75,000.00 cash match to the *Access to Careers and Technology (ACT)* program, a shovel-ready ARRA broadband stimulus project. This amount will be added to the \$55,852.00 pledged by California Emerging Technology Fund (CETF).

The CAMINOS –Pathways Learning Center's cash match will be applied to general administrative costs as well as direct program costs.

Thank you for your support of the CAMINOS –Pathways Learning Center's application as part of the CETF proposal submission.

Sincerely,

Laura g. Valdéz  
Executive Director





Sisters of Mercy of the Americas  
Hermanas de la Misericordia de las Américas

WEST MIDWEST COMMUNITY

January 22, 2010

Luis Arteaga  
Director of Emerging Markets  
California Emerging Technology Fund  
5 3<sup>rd</sup> Street  
San Francisco CA 94103-3206

Dear Mr. Arteaga:

In a conversation with Sr. Petra Chávez, RSM, regarding CAMINOS-Pathways Learning Center, she told me about their recent application to California Emerging Technology Fund. This project to expand technology opportunities for the underserved is consistent with the successful work CAMINOS has done for the past ten years.

With the merger of six smaller regions of the Sisters of Mercy into one larger community in July 2008, the grant process will be somewhat different this year with the expanded geography. The McAuley Ministry Fund of the former Omaha Regional Community has supported the work of CAMINOS since its inception and we expect CAMINOS to apply for a grant this year under the new process. Their work with immigrant populations fulfills the Critical Concerns of the Sisters of Mercy which will be a key element of consideration by the grants committee. Our new process has a \$75,000 per grant limit which is in line with previous grants to CAMINOS.

At this time, funding for CAMINOS cannot be guaranteed because the decision is made by the grants committee, but this work definitely fits the ministry we want to see lived out in the world. I encourage you to approve the application for CAMINOS. Should a grant be approved by the Sisters of Mercy for CAMINOS in this cycle, it would qualify as matching funds for the application to the California Emerging Technology Fund.

If you have any questions, I would be happy to respond.

Sincerely,

Cheri L. Cody  
Ministry Support Manager  
Sisters of Mercy West Midwest Community



**Innovators in TA Performance and Service**

1333 Broadway, Suite 604 Oakland CA 94612  
PHONE - 510-267-8994 510-835-1332 – FAX  
training@caratnet.org www.caratnet.org

March 10, 2010

**Board of Directors**

*Chairperson*  
**Gordon P. Lejeune**  
Economic Development  
Capital Consulting  
Los Angeles, CA

*Vice-Chair/Treasurer*  
**Clarence Williams**  
California Capital Financial  
Development Corporation  
Sacramento, CA

*Secretary*  
**Terry Coltra**  
Northern California Indian  
Development Council, Inc.  
Eureka, CA

*Executive Director*  
Selma Taylor  
Oakland, CA

**Brent Berry**  
US Bank  
Kansas City, KS

**Linda Cole**  
Citibank  
San Diego, CA

**Betsy Zeidman**  
Milken Institute  
Santa Monica, CA

Sunne Wright McPeak  
President and CEO  
California Emerging Technology Fund  
5 Third Street, Suite 520  
San Francisco, CA 94103-3206

Dear Ms. McPeak:

California Resources and Training is committing a minimum of \$75,000 of non federal funds to the Access to Careers and Technology (ACT) Sustainable Broadband Adoption proposal submitted to the National Telecommunications and Information Agency.

The funds are generated from our annual fundraising event (13<sup>th</sup> year) which nets \$200,000 for CARAT's core training programs. The project submitted for consideration is a core training program of CARAT. We are committed to the success of this project.

Sincerely,

Selma Taylor  
Executive Director

Bank of America



March 10, 2010

Ms. Selma Taylor  
Executive Director  
California Resources and Training  
1333 Broadway, Suite 604  
Oakland, CA 94612

Dear Ms. Taylor:

This letter is to confirm that Bank of America Charitable Foundation, Inc. awarded California Resources and Training (CARAT) \$50,000 on 12/16/2009 for the purposes outlined below as written in the grant request submitted.

CARAT will develop trainings for disadvantaged entrepreneurs on employing technology and the Internet to reduce administrative expenses and increase revenues. The technology trainings will be half-day online and in-person workshops for disadvantaged entrepreneurs on the use of technology. Topics include use of computers, website development, financial management, e-commerce, project management, online collaboration, customer relations management, and online communications. CARAT will beta test the newly developed online training modules for low-to-moderate income entrepreneurs, develop best practices and use them to conduct "train-the-trainer" on this technology.

Bank of America is pleased to know that these funds will be leveraged to develop a robust technology training program for small businesses. Thank you for your valuable work.

Sincerely,

Gabriella Campos  
SVP / National Program Manager  
The Bank of America Charitable Foundation, Inc.



**CHARLES SCHWAB  
BANK**

CRW/Community Development  
101 Montgomery Street, 14075, San Francisco, CA 94104  
Tel: (415) 396-2200 Fax: (415) 690-2930

March 10, 2010

Selma Taylor  
Executive Director  
California Resources and Training  
1333 Broadway, Suite 604  
Oakland, CA 94612

Dear Ms. Taylor:

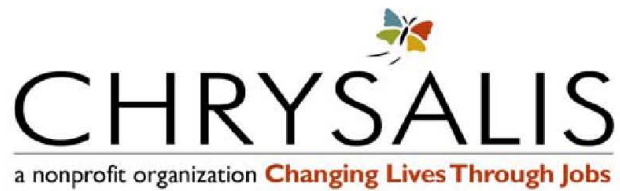
Charles Schwab Bank would like to confirm in this correspondence that we are a member bank of the Federal Home Loan Bank (FHLB) and we sponsored California Resources and Training to receive an Access to Housing and Economic Assistance for Development (AHEAD) Grant in the amount of \$50,000. The grant which was awarded on September 1, 2009 is to be utilized over a two (2) year period.

The purpose of the grant is defined in the application submitted to the FHLB as "[one which] will deliver internet-based technology training designed to produce operational efficiencies for small businesses in underserved communities. Training topics will include financial management, customer relations, purchasing and inventory management, online collaboration, and web-based marketing."

We are delighted that California Resources and Training will leverage these funds with the California Emerging Technology Fund application to build out a more robust technology training program. Sustainable broadband adoption and job creation are unquestionably activities for economic development, and which small businesses have a great need for.

Regards,

  
Julia P. Brown, Esq.  
Director, Community Development



March 8, 2010

Susan Walters, Senior Vice President  
California Emerging Technology Fund (CETF)  
The Hearst Building  
5 Third Street, Suite 520  
San Francisco, CA 94103

Dear Ms. Walters;

This letter is to serve as confirmation that Chrysalis will contribute at least \$62,024 cash match to the Access to Careers and Technology (ACT) program, a shovel-ready ARRA broadband stimulus project. This amount will be added to the \$58,100 pledged by California Emerging Technology Fund (CETF).

Chrysalis' cash match will be applied to general administrative costs as well as direct program costs.

Thank you for your support of Chrysalis' application as part of the CETF proposal submission.

Sincerely,

Mark Loranger  
President & CEO



HARNESSING TECHNOLOGY & CHANGING LIVES

March 10, 2010

Susan Walters, Senior Vice President  
California Emerging Technology Fund (CETF)  
The Hearst Building  
5 Third Street, Suite 520  
San Francisco, CA 94103

Dear Ms. Walters;

This letter is to serve as confirmation that EmpowerNet CA will contribute at least \$52,860 cash match to the Access to Careers and Technology program, a shovel-ready ARRA broadband stimulus project. This amount will be added to the \$74,514 pledged by CETF.

EmpowerNet CA's cash match will be applied to general administrative costs as well as direct program costs.

Thank you for your support of EmpowerNet CA's application as part of the CETF proposal submission.

Sincerely,

Barrie R. Hathaway  
Fiscal Sponsor, Executive Director

**The Stride Center**  
1212 Broadway, Suite 400  
Oakland, CA 94612  
Office 510-234-1300, Fax 510-234-1338  
[www.stridecenter.org](http://www.stridecenter.org), email: [info@stridecenter.org](mailto:info@stridecenter.org)





CORPORATE OFFICE  
1500 Mission Street  
San Francisco  
California 94103  
PHONE 415 575 2101  
TTY 415 575 2115  
FAX 415 575 2170

March 10, 2010

Sunne Wright McPeak  
President and CEO  
California Emerging Technology Fund  
5 Third Street  
San Francisco, CA 94103

Dear Ms. Wright McPeak,

Goodwill Industries of San Francisco, San Mateo and Marin Counties (Goodwill) is pleased to be a part of the California Emerging Technology Fund (CETF) Sustainable Broadband for All proposal to the NTIA. Goodwill pledges to match the proposal with \$116,275 in funding. The match funding will cover a portion of staff time, computers for refurbishing and rent for the training facility.

Goodwill earns over \$26 million per year from the sale of donated household items from over 500,000 residential and corporate donors. The match funding for this proposal will come from the sale of donated computer and electronic product, which earns \$575,000 per year.

Please do not hesitate to contact me if you have additional questions. I may be reached at (415) 575-2101 or [ehirsch@sfgoodwill.org](mailto:ehirsch@sfgoodwill.org).

Sincerely,

Erin Hirsch  
Chief of People Services

# OCCUR

March 10, 2010

California Emerging Technology Fund (CETF)  
The Hearst Building  
5 Third Street, Suite 520  
San Francisco, CA 94103

Dear CETF Representative,

On behalf of OCCUR, I'm submitting this letter to confirm that OCCUR will provide \$25,000 in matching funds as part of the OCCUR/ETC program which is being submitted by the California Emerging Technology Fund (CETF) for Broadband Technology Opportunities Program (BTOP) in the Sustainable Broadband Adoption category. The project is entitled The Oakland Digital Mobility Program.

OCCUR/ETC is excited about the implementation of this program and I am can provide any additional information at (510) 839-2440.

Sincerely,



David Glover  
Executive Director

# CITY OF OAKLAND



250 FRANK H. OGAWA PLAZA, SUITE 3315 • OAKLAND, CALIFORNIA 94612-2032

Community and Economic Development Agency  
Housing and Community Development Division  
Community Development (CDBG) Program

(510) 238-3716  
FAX (510) 238-6956  
TDD (510) 839-6451

December 2, 2009

David Glover  
Executive Director  
OCCUR  
1330 Broadway, Suite 1030  
Oakland, CA 94612

Dear Mr. Glover,

This letter is to confirm the City of Oakland CEDA, through the Community Development Block Grant Program (CDBG), has approved a matching grant for at least \$25,000 in support of OCCUR's Oakland Digital Mobility Program.

Congratulations on being a grant recipient for the grant period of 2009/2010. We applaud you and the work your organization does to benefit the City of Oakland's communities.

Sincerely,

*Sandra Blair*

*for* Michele Byrd  
Community Housing Services Manager, CEDA

Comerica Incorporated

P.O. Box 75000  
Detroit Michigan 48275

July 21, 2009

Mr. David Glover  
Executive Director  
Oakland Citizens Committee for Urban Renewal  
1330 Broadway  
Suite 1030  
Oakland, CA 94612

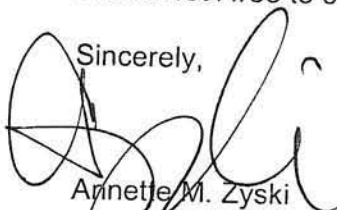
Dear Mr. Glover:

I am pleased to inform you that the board of directors of the Comerica Charitable Foundation has approved a grant for \$25,000 in support of OCCUR's programs. A check in support of this is enclosed.

Congratulations on being selected as a grant recipient for the Comerica Charitable Foundation's Second Grant Season of 2009. We applaud you and the work your organization does to benefit our communities.

Please feel free to contact me if you have any questions.

Sincerely,



Annette M. Zyski  
Corporate Contributions Officer  
Corporate Contributions  
Comerica Incorporated  
P.O. Box 75000  
Detroit, MI 48275-3390  
313.222.3155, direct  
313.222.5555, fax  
amzyski@comerica.com

Enclosures

Copy to: Caroline Chambers, President, Comerica Charitable Foundation  
James Garavaglia

*The Comerica Charitable Foundation requires that all grant recipients provide written acknowledgment of any charitable contribution of cash or property valued at \$250 or more. Please complete and return the enclosed Contribution Acknowledgment form within 30 days of receipt of this grant. Please note that we will not consider future requests from organizations that fail to return a completed tax acknowledgment form. Thank you in advance for your cooperation in fulfilling this request.*





4275 El Cajon Blvd. Suite 200  
San Diego, CA 92105  
619.269.1684

March 10, 2010

Susan Walters, Senior Vice President  
California Emerging Technology Fund (CETF)  
The Hearst Building  
5 Third Street, Suite 520  
San Francisco, CA 94103

Dear Ms. Walters;

This letter is to serve as confirmation that the San Diego Futures Foundation will contribute at least \$1,042,007.00 cash match to the San Diego Broadband Initiative, a shovel-ready ARRA broadband stimulus project. This amount will be added to the \$1,042,007.00 pledged by California Emerging Technology Fund (CETF).

The San Diego Futures Foundation's cash match will be applied to general administrative costs as well as direct program costs.

Thank you for your support of the San Diego Futures Foundation's application as part of the CETF proposal submission.

Sincerely,

A handwritten signature in black ink, reading 'M Graulich'.

Megan Graulich  
Executive Director

**RESOLUTION NO. 9688**

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF VERNON APPROVING THE FUNDING OF THE SOUTHEAST TECHNOLOGY INITIATIVE OF THE SOUTHEAST TECHNOLOGY COLLABORATIVE FOR THE SOUTHEAST MOBILE TECHNOLOGY LAB AND PUBLIC AWARENESS CAMPAIGN AND AUTHORIZING THE DIRECTOR OF INDUSTRIAL DEVELOPMENT TO TAKE ALL ACTIONS NECESSARY TO IMPLEMENT THE INITIATIVE

WHEREAS, the Director of Industrial Development has recommended that the City of Vernon (the "City") provide funding for a three (3) year Southeast Mobile Technology Lab and Public Awareness Campaign of the Southeast Technology Initiative (the "Program") proposed by the Southeast Cities Technology Collaborative (the "Collaborative"), under the management of the Southeast Community Development Corporation ("SCDC"), as part of its ongoing community outreach endeavors; and

WHEREAS, the Collaborative consists of ten (10) agencies from the public, private, and non-profit sector located in the Southeast region; and

WHEREAS, the first goal of the Program is to transform and improve the quality of life for residents in the Cities of Bell, Bell Gardens, Cudahy, Walnut Park/Florence-Firestone, Huntington Park, Maywood, South Gate and Vernon by expanding community broadband access points, providing computer literacy training and enhancing existing community service programs; and

WHEREAS, the second goal of the Program is to increase public awareness, conduct public policy advocacy, facilitate learning and generate economic benefit by increasing the accessibility to technology; and

1           WHEREAS, the Collaborative presented a Proposal dated  
2 July 17, 2008 presenting an option for funding of the Program  
3 consisting of a 38 ft. Winnebago Mobile Computer Lab RV, twenty (20)  
4 Dell laptops, twenty (20) internet wireless cards, one (1)  
5 presentation projector and roll down screen, one (1) network printer,  
6 one (1) computer scanner, Vernon sponsorship signage (exterior and  
7 interior) and operation expenses for three (3) years for a total cost  
8 of \$301,195.00; and

9           WHEREAS, the Program will assist in improving the public's  
10 awareness and understanding of the City and will enhance the image of  
11 the City, which will in turn help as the City continues its  
12 development of various projects; and

13           WHEREAS, the support of the Program is necessary to  
14 facilitate the further development of the City as well as attracting  
15 businesses to the City, thereby benefitting the citizens, residents,  
16 and employees in the City and the surrounding communities; and

17           WHEREAS, the Program will assist in improving the City's  
18 relationship and the support of surrounding communities for its  
19 various projects which are necessary for its further development and  
20 will create goodwill for the City.

21           NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE  
22 CITY OF VERNON AS FOLLOWS:

23           SECTION 1: The City Council of the City of Vernon hereby  
24 finds and determines that the recitals contained hereinabove are true  
25 and correct.

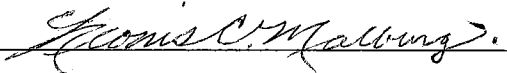
26           SECTION 2: The City Council of the City of Vernon hereby  
27 further finds and determines that the Program is in the best interests  
28 of the City of Vernon, is necessary for the further development of the

1 City and constitute a reasonable expenditure of public funds.

2           SECTION 3: The City Council of the City of Vernon hereby  
3 approves providing funding of the Program and authorizes the Director  
4 of Industrial Development to remit the sum of \$301,195.00 to the  
5 Collaborative and/or SCDC in support of the Program and to take such  
6 actions as may be necessary or convenient to carry out and implement  
7 the Program and transactions authorized herein.

8           SECTION 4: The City Clerk of the City of Vernon shall  
9 certify to the passage of this resolution, and thereupon and  
10 thereafter the same shall be in full force and effect.

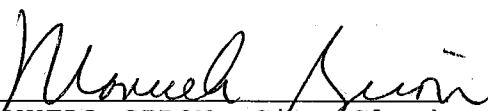
11           APPROVED AND ADOPTED this 4<sup>th</sup> day of August, 2008.

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14 Name: Leonis C. Malburg

15 Title: Mayor / ~~Mayor Pro-Tem~~

16  
17 ATTEST:

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19 MANUELA GIRON, City Clerk  
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1 STATE OF CALIFORNIA )  
2 ) ss  
3 COUNTY OF LOS ANGELES )

4 I, MANUELA GIRON, City Clerk of the City of Vernon, do hereby  
5 certify that the foregoing Resolution, being Resolution No. 9688, was  
6 duly adopted by the City Council of the City of Vernon at a regular  
7 meeting of the City Council duly held on Monday, August 4, 2008, and  
8 thereafter was duly signed by the Mayor or Mayor Pro-Tem of the City of  
9 Vernon.

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12 MANUELA GIRON, City Clerk

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A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF VERNON APPROVING ADDITIONAL FUNDING OF THE SOUTHEAST TECHNOLOGY INITIATIVE OF THE SOUTHEAST TECHNOLOGY COLLABORATIVE FOR THE SOUTHEAST MOBILE TECHNOLOGY LAB AND PUBLIC AWARENESS CAMPAIGN AND AUTHORIZING THE DIRECTOR OF INDUSTRIAL DEVELOPMENT TO TAKE ALL ACTIONS NECESSARY TO IMPLEMENT THE INITIATIVE

WHEREAS, on August 4, 2008, the City Council of the City of Vernon approved the funding of a Southeast Mobile Technology Lab and Public Awareness Campaign of the Southeast Technology Initiative (the "Program") proposed by the Southeast Cities Technology Collaborative (the "Collaborative"), under the management of the Southeast Community Development Corporation ("SCDC"), as part of its ongoing community outreach endeavors; and

WHEREAS, the Director of Industrial Development was authorized to remit the sum of \$301,195.00 to the Collaborative and/or SCDC in support of the Program; and

WHEREAS, SCDC has requested additional funding of \$147,454.00 for converting the Mobile Computer Lab RV to use compressed natural gas and additional equipment and operating expenses for three (3) year period; and

WHEREAS, the first goal of the Program is to transform and improve the quality of life for residents in the Cities of Bell, Bell Gardens, Cudahy, Walnut Park/Florence-Firestone, Huntington Park, Maywood, South Gate and Vernon by expanding community broadband access points, providing computer literacy training and enhancing existing community service programs; and

1           WHEREAS, the second goal of the Program is to increase  
2 public awareness, conduct public policy advocacy, facilitate learning  
3 and generate economic benefit by increasing the accessibility to  
4 technology; and

5           WHEREAS, the Collaborative presented a Proposal dated  
6 October 14, 2008 presenting the upgraded option for funding of the  
7 Program consisting of a 37 ft. Compressed Natural Gas Mobile Computer  
8 Lab RV, fifteen (15) laptops with multimedia software, five (5)  
9 digital cameras, five (5) video cameras, satellite internet service,  
10 one (1) presentation projector and roll down screen, one (1) multi-  
11 function network printer, Vernon sponsorship signage (exterior and  
12 interior) and operation expenses for three (3) years for a total cost  
13 of \$448,649.00; and

14           WHEREAS, the Program will assist in improving the public's  
15 awareness and understanding of the City and will enhance the image of  
16 the City, which will in turn help as the City continues its  
17 development of various projects; and

18           WHEREAS, the support of the Program is necessary to  
19 facilitate the further development of the City as well as attracting  
20 businesses to the City, thereby benefitting the citizens, residents,  
21 and employees in the City and the surrounding communities; and

22           WHEREAS, the Program will assist in improving the City's  
23 relationship and the support of surrounding communities for its  
24 various projects which are necessary for its further development and  
25 will create goodwill for the City.

26           NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE  
27 CITY OF VERNON AS FOLLOWS:

28 / / /

SECTION 1: The City Council of the City of Vernon hereby finds and determines that the recitals contained hereinabove are true and correct.

SECTION 2: The City Council of the City of Vernon hereby further finds and determines that the Program is in the best interests of the City of Vernon, is necessary for the further development of the City and constitute a reasonable expenditure of public funds.

SECTION 3: The City Council of the City of Vernon hereby approves providing funding of the Program and authorizes the Director of Industrial Development to remit the sum of \$301,195.00 plus additional funding of \$147,454.00 for a total of \$448,649.00 to the Collaborative and/or SCDC in support of the Program and to take such actions as may be necessary or convenient to carry out and implement the Program and transactions authorized herein.

SECTION 4: The City Clerk of the City of Vernon shall certify to the passage of this resolution, and thereupon and thereafter the same shall be in full force and effect.

APPROVED AND ADOPTED this 24<sup>th</sup> day of November, 2008.

Leonis C. Malburg.  
Name: Leonis C. Malburg

Title: Mayor / ~~Mayor Pro Tem~~

ATTEST:

Manuela Giron  
MANUELA GIRON, City Clerk



1 STATE OF CALIFORNIA )  
2 ) ss  
3 COUNTY OF LOS ANGELES )

4 I, MANUELA GIRON, City Clerk of the City of Vernon, do hereby  
5 certify that the foregoing Resolution, being Resolution No. 9769, was  
6 duly adopted by the City Council of the City of Vernon at a regular  
7 meeting of the City Council duly held on Monday, November 24, 2008, and  
8 thereafter was duly signed by the Mayor or Mayor Pro-Tem of the City of  
9 Vernon.

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12 MANUELA GIRON, City Clerk

13 (SEAL)  
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HARNESSING TECHNOLOGY & CHANGING LIVES

March 10, 2010

Susan Walters, Senior Vice President  
California Emerging Technology Fund (CETF)  
The Hearst Building  
5 Third Street, Suite 520  
San Francisco, CA 94103

Dear Ms. Walters;

This letter is to serve as confirmation that the Stride Center will contribute at least \$782,108 cash match to the Access to Careers and Technology program, a shovel-ready ARRA broadband stimulus project. This amount will be added to the \$166,852 pledged by CETF.

The Stride Center's cash match will be applied to general administrative costs as well as direct program costs.

Thank you for your support of the Stride Center's application as part of the CETF proposal submission.

Sincerely,

Barrie R. Hathaway  
Executive Director

**The Stride Center**  
1212 Broadway, Suite 400  
Oakland, CA 94612  
Office 510-234-1300, Fax 510-234-1338  
[www.stridecenter.org](http://www.stridecenter.org), email: [info@stridecenter.org](mailto:info@stridecenter.org)



March 12, 2010

Susan Walters  
Senior Vice President  
CETF  
The Hearst Building  
5 Third Street, Suite 520  
San Francisco, CA 94103-3206

Dear Ms. Walters,

In an effort to achieve sustainable broadband adoption in vulnerable and disadvantaged communities, Youth Radio is committed to providing support for Digital Pathways at the \$45,845 level (20% of the project budget). This funding will come from sources including the City of Oakland, The W. Clement & Jessie V. Stone Foundation, and the Kaiser Permanente Community Benefits Program.

On behalf of Youth Radio's students, staff and board of directors, I look forward to working with CETF on Digital Pathways.

Sincerely,

A handwritten signature in dark ink, reading "Jacinda Abcarian". The signature is fluid and cursive, with the first name "Jacinda" and last name "Abcarian" clearly distinguishable.

Jacinda Abcarian  
Executive Director  
Youth Radio

## **BTOP Sustainable Broadband Adoption Community Anchor Institution Detail Template**

Please complete the Anchor Institution Details worksheet by providing information on Community Anchor Institutions that will be directly involved in or benefit from the project. Add rows as necessary. All community anchor institutions should be given a place on the specified list. A Community Anchor Institution is considered a minority-serving institution if it is a post-secondary educational institution with enrollment of minority students exceeding 50 percent of its total enrollment. The "Role" column only requires a word or two, or a sentence, not a detailed explanation. A detailed explanation of the role of project partners and anchor institutions should be provided in the essay portions of the application.

**The data provided via this template will be subject to automated processing. Applicants are therefore required to provide this attachment as an Excel file, and not to convert it to PDF before submitting a copy of their application on an appropriate electronic medium, such as CD-ROM, or flash drive. Additionally, applicants should not modify the format of the**



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## BTOP SBA Community Anchor Institutions Detail Template

Title: **Access to Careers and Technology**  
 Easy Grants ID: **5047**

Facility Name	Organization	Address Line 1	City	State	Zip	Facility Type	Minority Serving Institution Type	Project Role
Alameda County SBDC	Alameda County SBDC	1330 Broadway, Suite 705	Oakland	CA	94612	Other Community Support Organization	N/A	Provide targeted outreach for CARAT.
Contra Costa SBDC	Contra Costa SBDC	300 Ellinwood Way #300	Pleasant Hill	CA	94523	Other Community Support Organization	N/A	Provide targeted outreach for CARAT.
El Camino College Business Training Center	Los Angeles SBDC	13430 Hawthorne Blvd.	Hawthorne	CA	90250	Community College	N/A	Provide targeted outreach for CARAT.
Long Beach City College Small Business Development Center	Los Angeles SBDC	4900 E. Conant Street, Bldg. 2, Suite 108	Long Beach	CA	90808	Community College	N/A	Provide targeted outreach for CARAT.
Northeastern California Small Business Development Center, San Joaquin Delta College	Northeastern California SBDC	56 S. Lincoln Street	Stockton	CA	95203	Community College	N/A	Provide targeted outreach for CARAT.
Northeastern California SBDC - Greater Sacramento at Los Rios Community College	Northeastern California SBDC	1410 Ethan Way	Sacramento	CA	95825	Community College	N/A	Provide targeted outreach for CARAT.
Southwestern College SBDC	San Diego and Imperial SBDC	880 National City Blvd., Suite 103	National City	CA	91950	Community College	N/A	Provide targeted outreach for CARAT.
UC Merced	UC Merced Regional SBDC	5200 North Lake Road	Merced	CA	95343	Other Institution of Higher Education	N/A	Provide targeted outreach for CARAT.
Pacific Coast Regional	Los Angeles SBDC	3255 Wilshire Boulevard, Suite 1501	Los Angeles	CA	90010	Other Community Support Organization	N/A	Provide targeted outreach for CARAT.
San Francisco Office of Economic and Workforce Development	San Francisco Office of Economic and Workforce Development	1 Dr. Carlton B. Goodlett Place, Room 448	San Francisco	CA	94102	Other Government Facility	N/A	Collaborate with Goodwill for operation of the training centers.
San Mateo County Workforce Investment Board	San Mateo County Workforce Investment Board	260 Harbor Boulevard, Building A	Belmont	CA	94002	Other Government Facility	N/A	Contract with Goodwill to provide advanced PC technician training for the Green Job Corps program.
Skyline College	Skyline College	3300 College Drive	San Bruno	CA	94066	Community College	N/A	Provide college credit for completion Goodwill's of training courses.
CA-39 Congress of the United States	Congresswoman Linda Sanchez	17906 Crusader Ave. Ste. 100	Cerritos	CA	90703	Other Government Facility	N/A	Provide program publicity and support.
East Los Angeles College	East Los Angeles College	1301 Avenida Cesar Chavez	Monterey Park	CA	91754	Community College	N/A	Provide technology training and support to Southeast Community Development Corporation (SCDC).
Huntington Park-Bell Community Adult School	Los Angeles Unified School District	333 South Beaudry Avenue	Los Angeles	CA	90017	School (k-12)	N/A	Provide technology training and support to SCDC.
Hub Cities One-Stop Career Center	Hub Cities Consortium	2677 Zoe Avenue	Huntington Park	CA	90255	Other Community Support Organization	N/A	Provide job readiness training and support to SCDC.

Facility Name	Organization	Address Line 1	City	State	Zip	Facility Type	Minority Serving Institution Type	Project Role
City Heights Community Development Corporation	City Heights Community Development Corporation	4283 El Cajon Blvd. Suite 220	San Diego	CA	92105	Other Community Support Organization	N/A	Partner with San Diego Futures Foundation (SDFF) to support after school learning centers at affordable housing locations.
The School of Science, Connections, and Technology at the Kearny Educational Complex	San Diego City Schools	4100 Normal Street, Room 2219	San Diego	CA	92103	School (k-12)	N/A	Identify students and families to receive computers and technology training from SDFF.
San Diego Workforce Partnership	San Diego Workforce Partnership	3910 University Avenue, Suite 400	San Diego	CA	92105	Other Community Support Organization	N/A	Collaborate with SDFF for curriculum development; Offers training courses using SDFF-donated refurbished computers.
Laboratory of Comparative Human Cognition	University of California, San Diego	9500 Gilman Dr.	La Jolla	CA	92093	Other Institution of Higher Education	N/A	Cooperate with SDFF to provide computer support to the San Diego community.
Workforce Development Board of Contra Costa County	Workforce Development Board of Contra Costa County	300 Ellinwood Way, 3rd Floor	Pleasant Hill	CA	94523	Other Government Facility	N/A	Provide outreach for The Stride Center through the One-Stop Career Center system.
Oakland Private Industry Council	Oakland Private Industry Council	1212 Broadway, Suite 100-300	Oakland	CA	94612	Other Community Support Organization	N/A	Provide client referrals to the Stride Center and other ACT resources.
RichmondWORKS/EASTBAY Works	RichmondWORKS/EASTBAY Works	1212 Broadway, Suite 300	Oakland	CA	94612	Other Community Support Organization	N/A	Provide client referrals to the Stride Center and other ACT resources.
Alameda County Health Care Services Agency	Alameda County Health Care Services Agency	1000 San Leandro Blvd. Suite 300	San Leandro	CA	94577	Other Government Facility	N/A	Provide access to School Based Health Centers for media training sites.
Alameda County Juvenile Probation Department	Alameda County Juvenile Probation Department	400 Broadway, P.O. Box 2059	Oakland	CA	94604	Other Government Facility	N/A	Recruit students to apply for Youth Radio training and dedicate a staff person to work with Youth Radio staff and students.
Oakland Police Department	Oakland Police Department	455 7th Street	Oakland	CA	94607	Other Government Facility	N/A	Will inform Youth Radio of OPD sponsored events for Youth Radio coverage and promotional opportunities.
Peralta Community College District	Alameda Oakland Regional Occupational Program	333 East 8th Street	Oakland	CA	94606	Community College	N/A	Grant high school and college credit to students who complete Youth Radio training programs.
City of Oakland Department of Human Services	City of Oakland Department of Human Services	150 Frank H. Ogawa Plaza, 4th Floor	Oakland	CA	94612	Other Government Facility	N/A	Collaborate with Youth Radio to support new technical training pathways for under-resourced youth in the SF Bay Area.

Facility Name	Organization	Address Line 1	City	State	Zip	Facility Type	Minority Serving Institution Type	Project Role



## **BTOP Public Computer Center and Sustainable Broadband Detailed Budget**

Please complete the Detailed Budget, breaking out individual line items under each category heading (add rows to each section as necessary to accommodate your line items). Please ensure line item total columns in the "General" and "Detail" sections are equal for each line item (a cell with a yellow highlight indicates an inconsistency). Also, you may utilize the provided space for additional notes, if desired (there is also a Budget Narrative question in the application in which you will provide narrative detail on this budget).

Specifics needed for each cost category line item:

**Personnel:** For each position, list the number of positions, the location or geography of position, the job/task responsibilities for the position, the annual salary, and the percent of time a person filling the position will spend working on the proposed BTOP project. For lines with more than one position, the Quarters Employed field should represent number of quarters per person (e.g., for two employees each working for one year, Quarters Employed should be 4 rather than 8).

**Fringe:** For each position, note the number of positions, the annual salary, the percent of time a person filling this position will spend working on the proposed BTOP project, and the fringe rate applicable to the position. For lines with more than one position, the Quarters Employed field should represent number of quarters per person (e.g. for two employees each working for one year, Quarters Employed should be 4 rather than 8).

**Equipment:** List all equipment units required for the project and provide program purpose. For each line item, note the number of units and the unit cost. The multiple of these two factors will yield the total for that line item. For example, an Applicant planning to buy 100 laptops at \$500/laptop would have a total line item cost of \$50,000. Again, although unit costs may include cents, once multiplied by the number of units, the result must be rounded to the nearest whole dollar. Clearly separate Applicant equipment and user equipment, as indicated in the detailed budget template. When providing the unit cost indicate whether the unit cost has been impacted by a discount and for software equipment list specific package names.

**Travel:** For each trip list the program purpose of the trip, destination city and the number of people traveling. For each line item (e.g., trip), note the number of trips and the cost per trip. The multiple of these two factors will yield the total for that line item. For example, if the Applicant was accounting for 10 trips at \$25 per trip, the total cost would be \$250. The cost per trip should be justified on its own, *not* derived by dividing the line item total by the number of trips. Such a calculation will prompt further inquiry from the reviewers about justification for the trip cost. Rather, the *total* trip cost should be derived from the number of trips *times* the justifiable cost per trip.

**Supplies:** Separate supplies by item type, describing the program purpose or use. For each line item, note the number of units and the unit costs. The multiple of these two factors will yield the total for that line item. For example, an Applicant planning to buy 20 boxes of printer paper at \$30/box would have a total line item cost of \$600. Again, although unit costs may include cents, once multiplied by the number of units, the result must be rounded to the nearest whole dollar.

**Other:** Separate item types; for awareness program cost items, such as ads, separate ad types (radio, newspaper, etc) and include geography in which they will run.

**Contractual:** For each line item, identify the contractor and note the number of contracted hours of service.

and hourly rate, if applicable. For example, an Applicant planning to hire a technology consultant for 100 hours at a rate of \$40/hour would have a total line item cost of \$4,000.

Indirect: Provide the indirect rate and basis used. In the space provided at the bottom of the page, briefly explain the calculation used to derive the indirect costs (including the indirect rate and basis, if included in the basis). If a negotiated indirect cost rate agreement exists and is being used, please identify the cognizant agency.

The category subtotals for this Detailed Budget should correspond to the data provided in your SF-424A, and both the SF-424 budget and this Detailed Budget should match the Federal Grant Request and Total Match Amount provided on the Project Budget page of the application. Please review both budget uploads, the budget narrative in the application, and the Project Budget page for consistency before submitting the application. If you are submitting a PCC project with a SF-424C instead of an SF-424A, the sections of this Detailed Budget will not align directly with categories of the SF-424C, but you should complete this Detailed Budget, allocating costs to the appropriate cost categories.

The data provided via this template will be subject to automated processing. Applicants are therefore required to provide this upload as an Excel file, and not to convert it to a PDF prior to upload. Additionally, applicants should not modify the format of this file.

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**BTOP Public Computer Center and Sustainable Broadband Adoption  
Detailed Budget Template**

Easy Grants ID: **5047**  
 Applicant: California Emerging Technology Fund  
 Project Title: Access to Careers and Technology

SF-424A Object Class Category	General				Detail				
a. Personnel - List position, number of staff, annual salaries, % time spent on project	Position	Federal Support	Matching Support	Total	# of Positions	Salary	% Time Spent on Project	Quarters Employed	Total
	President and CEO	\$6,720.00	\$2,880.00	\$9,600.00	1	\$240,000.00	2.00%	8.00	\$9,600.00
	Senior Vice President	\$21,000.00	\$9,000.00	\$30,000.00	1	\$150,000.00	10.00%	8.00	\$30,000.00
	Director of ARRA Projects (Investment Manager)	\$63,000.00	\$27,000.00	\$90,000.00	1	\$90,000.00	50.00%	8.00	\$90,000.00
	Vice President of Technology Deployment	\$11,760.00	\$5,040.00	\$16,800.00	1	\$140,000.00	6.00%	8.00	\$16,800.00
	Associate Vice President (investment Officer)	\$112,000.00	\$48,000.00	\$160,000.00	1	\$80,000.00	100.00%	8.00	\$160,000.00
	Communication Manager	\$94,500.00	\$40,500.00	\$135,000.00	1	\$90,000.00	75.00%	8.00	\$135,000.00
	COLA in year 2 at 5% of salaries	\$2,765.00	\$1,185.00	\$3,950.00	1	\$39,500.00	10%	4.00	\$3,950.00
	Subtotal	\$311,745.00	\$133,605.00	\$445,350.00					

<b>b. Fringe Benefits</b> - Include salaries and fringe rate.	<b>Position</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>	<b># of Positions</b>	<b>Salary</b>	<b>% Time Spent on Project</b>	<b>Quarters Employed</b>	<b>Fringe Rate</b>	<b>Total</b>
	President and CEO	\$1,854.72	\$794.88	\$2,649.60	1	\$240,000.00	2.00%	8.00	27.60%	\$2,649.60
	Senior Vice President	\$5,796.00	\$2,484.00	\$8,280.00	1	\$150,000.00	10.00%	8.00	27.60%	\$8,280.00
	Director of ARRA Projects (Investment Manager)	\$17,388.00	\$7,452.00	\$24,840.00	1	\$90,000.00	50.00%	8.00	27.60%	\$24,840.00
	Vice President of Technology Deployment	\$3,245.76	\$1,391.04	\$4,636.80	1	\$140,000.00	6.00%	8.00	27.60%	\$4,636.80
	Associate Vice President (Investment Officer)	\$30,912.00	\$13,248.00	\$44,160.00	1	\$80,000.00	100.00%	8.00	27.60%	\$44,160.00
	Communication Manager	\$26,082.00	\$11,178.00	\$37,260.00	1	\$90,000.00	75.00%	8.00	27.60%	\$37,260.00
	COLA in year 2 at 5% of salaries	\$763.14	\$327.06	\$1,090.20	1	\$39,500.00	10%	4.00	27.60%	\$1,090.20
<b>Subtotal</b>		<b>\$86,041.62</b>	<b>\$36,874.98</b>	<b>\$122,916.60</b>						

<b>c. Travel</b> - For significant costs, include details such as number and purpose of trips, destinations.	<b>Purpose of Trip</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>	<b># of Trips</b>	<b>Cost per Trip</b>	<b>Total</b>
	Average cost of travel: \$485=\$250 airfare and \$125 hotel, \$50 transportation, \$60 food	\$4,753.00	\$2,037.00	\$6,790.00	14	\$485.00	\$6,790.00
	Mileage average: 133 miles per month for 10 months for 3 people	\$1,554.00	\$666.00	\$2,220.00	30	\$74.00	\$2,220.00
				\$0.00			\$0.00
				\$0.00			\$0.00
<b>Subtotal</b>		<b>\$6,307.00</b>	<b>\$2,703.00</b>	<b>\$9,010.00</b>			

<b>d. Equipment Costs</b> - List equipment with # of units and unit costs. Distinguish between equipment intended for applicant use versus equipment for the end user.	<b>Equipment Description</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>	<b>#Units</b>	<b>Unit Cost</b>	<b>Total</b>
<b>Applicant Equipment</b>							
	2 laptops for new staff	\$2,520.00	\$1,080.00	\$3,600.00	2	\$1,800.00	\$3,600.00
	2 cell phones for a new person	\$140.00	\$60.00	\$200.00	2	\$100.00	\$200.00
	2 desk phones for a new person	\$175.00	\$75.00	\$250.00	2	\$125.00	\$250.00
	1 printer	\$279.30	\$119.70	\$399.00	1	\$399.00	\$399.00
				\$0.00			\$0.00
				\$0.00			\$0.00
<b>User Equipment</b>							

	Assistive Technology for partners with approved Accessibility Plans	\$26,950.00	\$11,550.00	\$38,500.00	11	\$3,500.00	\$38,500.00
		\$0.00	\$0.00	\$0.00			\$0.00
		\$0.00	\$0.00	\$0.00			\$0.00
		\$0.00	\$0.00	\$0.00			\$0.00
<b>Subtotal</b>		<b>\$30,064.30</b>	<b>\$12,884.70</b>	<b>\$42,949.00</b>			

<b>e. Supplies</b> - List costs associated with materials/printing, curriculum, translations, and other supplies	<b>Description</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>	<b>#Units (If Applicable)</b>	<b>Unit Cost (If Applicable)</b>	<b>Total</b>
	Outcomes Software	\$10,500.00	\$4,500.00	\$15,000.00	0	\$0.00	\$0.00
	Windows Professional	\$490.00	\$210.00	\$700.00	2	\$350.00	\$700.00
	Adobe Acrobat	\$1,099.00	\$471.00	\$1,570.00	2	\$785.00	\$1,570.00
				\$0.00			\$0.00
<b>Subtotal</b>		<b>\$12,089.00</b>	<b>\$5,181.00</b>	<b>\$17,270.00</b>			

<b>f. Contractual</b> - List contractors with purpose of contract, hourly rate or total fixed rate.	<b>Contractor</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>	<b># Hours (If Applicable)</b>	<b>Hourly Rate (If Applicable)</b>	<b>Total Contract</b>
	Consultant to manage the learning community process	\$21,350.00	\$9,150.00	\$30,500.00			\$0.00
	Intern	\$9,275.00	\$3,975.00	\$13,250.00			\$0.00
				\$0.00			\$0.00
				\$0.00			\$0.00
<b>Subtotal</b>		<b>\$30,625.00</b>	<b>\$13,125.00</b>	<b>\$43,750.00</b>			

<b>g. Construction</b> - If applicable, list construction costs	<b>Description</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>
				\$0.00
				\$0.00
				\$0.00
				\$0.00
<b>Subtotal</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

<b>h. Other</b> - List costs associated with grant subrecipients as well as other costs not listed above such as rent, technology (website hosting, internet connection), advertising (TV, radio, online), etc.	<b>Description</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>	<b>#Units (If Applicable)</b>	<b>Unit Cost (If Applicable)</b>	<b>Total</b>
	Best Practices Training	\$7,000.00	\$3,000.00	\$10,000.00			\$0.00
	Training for partners on accessibility for people with disabilities	\$4,410.00	\$1,890.00	\$6,300.00			\$0.00
		\$0.00	\$0.00	\$0.00			\$0.00
				\$500,000.00			\$0.00
	media purchased for GetConnected! awareness in the Central Valley	\$350,000.00	\$150,000.00				\$0.00
				\$0.00			\$0.00
	ACME NETWORK	\$895,699.00	\$455,894.00	\$1,351,593.00			\$0.00
	CALIFORNIA RESOURCES AND TRAINING	\$660,488.00	\$284,457.00	\$944,945.00			\$0.00
	CAMINOS-PATHWAYS LEARNING CENTER	\$360,133.00	\$130,852.00	\$490,985.00			\$0.00
	CHRYSLIS	\$279,888.00	\$120,123.00	\$400,011.00			\$0.00
	EMPOWERNET CALIFORNIA/STRIDE CENTER-	\$260,181.00	\$127,860.00	\$388,041.00			\$0.00
	GOODWILL INDUSTRIES OF SAN FRANCISCO, SAN MATEO AND MARIN COUNTIES	\$410,290.00	\$174,775.00	\$585,065.00			\$0.00
	OCCUR	\$125,000.00	\$75,000.00	\$200,000.00			\$0.00
	SAN DIEGO FUTURES FOUNDATION	\$1,674,000.00	\$1,042,007.00	\$2,716,007.00			\$0.00
				\$495,876.00			\$0.00
	SOUTHEAST COMMUNITY DEVELOPMENT CORPORATION	\$343,256.00	\$152,620.00				\$0.00
	THE STRIDE CENTER	\$1,063,396.00	\$946,868.00	\$2,010,264.00			\$0.00

	YOUTH RADIO	\$128,364.00	\$55,014.00	\$183,378.00			\$0.00
				\$0.00			\$0.00
				\$0.00			\$0.00
				\$0.00			\$0.00
				\$0.00			\$0.00
				\$0.00			\$0.00
				\$0.00			\$0.00
	<b>Subtotal</b>	<b>\$6,562,105.00</b>	<b>\$3,720,360.00</b>	<b>\$10,282,465.00</b>			

<b>i. Total Direct Charges (sum of a-h)</b>		<b>\$7,038,976.92</b>	<b>\$3,924,733.68</b>	<b>\$10,963,710.60</b>
<b>j. Indirect Charges</b>		<b>\$69,222.00</b>	<b>\$29,345.00</b>	<b>\$98,567.00</b>
<b>Total Eligible Project Costs</b>		<b>\$7,108,198.92</b>	<b>\$3,954,078.68</b>	<b>\$11,062,277.60</b>
<b>Match Percentage</b>		<b>35.7%</b>		

**Explanation of Indirect Charges**

Items included are: allocated expenses for finance, auditing, rent, telecommunications and IT support.

**Additional Budget Notes**

Personnel: Year 2 includes and 5% cola adjustment to salaries. Fringe: consists of Payroll Taxes 7.00%, Health 10.60%, Retirement 10.00%; Equipment: There is money to purchase assistive for partners centers so they better serve clients with disabilities. Other: The money for paid education ads will also generate earned (no charge) media coverage in addition to users and students.

# BUDGET INFORMATION - Non-Construction Programs

OMB Approval No. 0348-0044

## SECTION A - BUDGET SUMMARY

Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	Total (g)
1.		\$	\$	\$	\$	\$
2.						
3.						
4.						
5. Totals		\$	\$	\$	\$	\$

## SECTION B - BUDGET CATEGORIES

6. Object Class Categories	GRANT PROGRAM, FUNCTION OR ACTIVITY				Total (5)
	(1)	(2)	(3)		
a. Personnel	\$	\$	\$	\$	\$
b. Fringe Benefits					
c. Travel					
d. Equipment					
e. Supplies					
f. Contractual					
g. Construction					
h. Other					
i. Total Direct Charges (sum of 6a-6h)					
j. Indirect Charges					
k. TOTALS (sum of 6i and 6j)	\$	\$	\$	\$	\$
7. Program Income	\$	\$	\$	\$	\$

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SECTION C - NON-FEDERAL RESOURCES					
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) TOTALS	
8.	\$	\$	\$	\$	
9.					
10.					
11.					
12. TOTAL (sum of lines 8-11)	\$	\$	\$	\$	
SECTION D - FORECASTED CASH NEEDS					
	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
13. Federal	\$	\$	\$	\$	\$
14. Non-Federal					
15. TOTAL (sum of lines 13 and 14)	\$	\$	\$	\$	\$
SECTION E - BUDGET ESTIMATES OF FEDERAL FUNDS NEEDED FOR BALANCE OF THE PROJECT					
(a) Grant Program	FUTURE FUNDING PERIODS (Years)				
	(b) First	(c) Second	(d) Third	(e) Fourth	
16.	\$	\$	\$	\$	
17.					
18.					
19.					
20. TOTAL (sum of lines 16-19)	\$	\$	\$	\$	
SECTION F - OTHER BUDGET INFORMATION					
21. Direct Charges:		22. Indirect Charges:			
23. Remarks:					