

QUARTERLY PERFORMANCE PROGRESS REPORT FOR SUSTAINABLE BROADBAND ADOPTION

General Information

1. Federal Agency and Organizational Element to Which Report is Submitted Department of Commerce, National Telecommunications and Information Administration	2. Award Identification Number 06-43-B10013	3. DUNS Number 830370800
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4. Recipient Organization

 California Emerging Technology Fund The Hearst Building, 5 Third Street, Suite 520, San Francisco, CA 94103-3206

5. Current Reporting Period End Date (MM/DD/YYYY) 12-31-2012	6. Is this the last Report of the Award Period? <input type="radio"/> Yes <input checked="" type="radio"/> No
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7. Certification: I certify to the best of my knowledge and belief that this report is correct and complete for performance of activities for the purposes set forth in the award documents.

7a. Typed or Printed Name and Title of Certifying Official Luis Arteaga	7c. Telephone (area code, number and extension)
	7d. Email Address luis.arteaga@cetfund.org

7b. Signature of Certifying Official Submitted Electronically	7e. Date Report Submitted (MM/DD/YYYY): 02-06-2013
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Project Indicators (This Quarter)

1. Please describe significant project accomplishments completed during this quarter (600 words or less).

In Q4 of 2012, CETF continued to work with BAA partners to review the grant closeout process including review of financial expenditures and documentation. Only one out of the 8 BAA partners will continue after Q4 of 2012 primarily to provide expertise on improving website accessibility for people with disabilities.

CETF also initiated conversations with Connect to Compete about how best to coordinate efforts when the program formally launches in 2013. CETF will be investing over \$5 million in grants in Spring 2013 and wants to make sure grantees can maximize the impact of this program.

CETF began preparations for the follow-up visit from the consultants funded by NTIA to evaluate the work of CETF and the BAA partners. The evaluators are scheduled to visit January 14-16, 2013.

2. Please provide the percent complete for the following key milestones in your project. Write "0" in the Percent Complete column and "N/A" in the Narrative column if your project does not include this activity. If you provided additional milestones in your baseline report, please insert them at the bottom of the table. Figures should be reported cumulatively from award inception to the end of the most recent reporting quarter. Please provide a narrative description if the percent complete is different from the target provided in your baseline plan (300 words or less).

	Milestone	Percent Complete	Narrative (describe reasons for any variance from baseline plan or any other relevant information)
2.a.	Overall Project	99	N/A
2.b.	Equipment / Supply Purchases	-	Progress reported in Question 4 below
2.c.	Awareness Campaigns	-	Progress reported in Question 4 below
2.d.	Outreach Activities	-	Progress reported in Question 4 below
2.e.	Training Programs	-	Progress reported in Question 4 below
2.f.	Other (please specify):	-	Progress reported in Question 4 below

3. Please describe any challenges or issues faced during this past quarter in achieving planned progress against the project milestones listed above. In particular, please identify any areas or issues where technical assistance from the BTOP program may be useful (600 words or less).

No challenges faced this quarter.

4a. In the chart below, please provide the requested information on your BTOP grant-funded SBA activities. Please also provide a short description of the activity (600 words or less). Figures should be reported cumulatively from award inception to the end of the most recent reporting quarter. Please ensure that the numbers of new household subscribers and business or community anchor institution (CAI) subscribers reflected in the "Total" row represent the unduplicated number of new subscribers that can be attributed to your SBA project as a whole.

Name of the SBA Activity	Location of SBA Activity	Description of Activity (600 words or less)	Size of Target Audience	Actual Number of Participants	New Subscribers: Households	New Subscribers: Businesses and/or CAIs

Name of the SBA Activity	Location of SBA Activity	Description of Activity (600 words or less)	Size of Target Audience	Actual Number of Participants	New Subscribers: Households	New Subscribers: Businesses and/or CAIs
Awareness	Sacramento, Central Valley of California with an emphasis on Fresno as well as Los Angeles Counties	<p>This includes earned and paid media in the Central Valley, Inland Empire and Greater Los Angeles area as well as Spanish language community media in the Bay Area. (This is 266% of the stated goal).</p> <p>The Size of Target Audience number in this section has been modified to reflect the total goal for the project as it was included in the original proposal. This will allow for a clearer comparison of goals vs. actuals and facilitate monitoring of progress going forward.</p> <p>Radio Bilingue has a number of programs airing daily about the benefits of broadband, how people can subscribe or learn how to use a computer. Programs are aired in English, Spanish, and two indigenous languages – Triqui and Mixteco. Hmong programming on broadband was added in Q3 of 2011. Their programming also includes live remote broadcasts related to events where people can learn more about broadband. Fresno and Los Angeles were the target markets in April 2011 with added media in Fresno, Sacramento and the Bay Area in Q3 of 2011. The Bay Area was the target for the PSAs in Q4 of 2011 promoting the Alameda County Office of Education Technology Expo and affordable broadband offers. In Q1 of 2012, CETF linked EITC education and outreach with the broadband message in the Central Valley, Los Angeles and the Inland Empire. Partners have also been featured in numerous local newspapers and television programs to inform people about their programs. In Q3 of 2012, CETF used a combination of print, television, radio and bus shelters for its Back to School advertising. The media stressed the importance of both a computer and broadband as critical for families with children.</p> <p>Over 225 million media impressions have been tracked to date. This includes 145 million as a result of Club Digital Phase One. The Club Digital Phase Two impressions were not included in this total.</p>	5,000,000	13,296,068	0	0
Outreach	San Francisco Bay Area, Central Valley, Los Angeles, Sacramento, San Diego and Monterey Counties	<p>This new expanded BTOP report template allows CETF to distinguish between face-to-face outreach conducted to recruit a person to attend a specific event or training (Outreach) and outreach that is more about distributing educational information (Outreach Orientation Events) such as email invitations, listserves and general broadband education materials. Both strategies are important but they are distinct and therefore will be documented and reported out separately in this report. (This is 121% of the stated goal).</p> <p>BAA Partners shared information about broadband and local training opportunities at events that target working families in the Sacramento, Bay Area, Fresno, and Los Angeles. Partners used a variety of information channels to recruit participants to attend specific events and trainings.</p>	553,942	668,664	47,115	0
Outreach Orientation Events	San Francisco Bay Area, Central Valley, Los Angeles, Sacramento, San Diego and Monterey Counties	<p>This new expanded BTOP report template allows CETF to distinguish between face-to-face outreach conducted to recruit a person to attend a specific event or training (Outreach) and outreach that is more about education and sharing information (Outreach Orientation Events) such as email invitations, listserves and general broadband education materials. Both strategies are important but they are distinct and therefore will be documented and reported out separately in this report. (This is 294% of the stated goal).</p> <p>BAA Partners shared information about broadband and local training opportunities at events that target working families in the Bay Area, Fresno and Los Angeles regions. The events targeted African-American, Asian and Latino families in venues that offered an opportunity to introduce the issue of broadband, share educational materials and instruct people to call 2-1-1 to locate computer training or low-cost computers. Partners used media interviews and newspapers to encourage people to attend these events where technology may not be the main focus. Photos of some of these events can be found at http://www.flickr.com/photos/getconnectedtoday/.</p> <p>These events are designed as general outreach events to raise awareness about broadband and provide information about where to go for additional training or information. These include events hosted by faith based organizations, co-sponsoring existing events such as health fairs, and flyers/posters distributed to encourage people to call 2-1-1 or visit the Get Connected website for more information.</p> <p>The Get Connected! Roundtables promoting broadband adoption and</p>	500,000	1,471,562	141,655	0

Name of the SBA Activity	Location of SBA Activity	Description of Activity (600 words or less)	Size of Target Audience	Actual Number of Participants	New Subscribers: Households	New Subscribers: Businesses and/or CAIs
Project Sponsored Websites	Statewide with some national usage	<p>CETF and its partners developed new or expanded their existing websites as part of the BAA project. CETF expanded its broadband education portal called Get Connected! Today with a resource map and more information as well adding a partner portal (http://www.getconnectedtoday.com/). The Center for Accessible Technology's developed a new website to serve as a clearinghouse and training portal about Accessible Technology for people with disabilities (http://atcoalition.org/). Radio Bilingue expanded its website to include broadband information and resources as well as archiving all broadcasts funded by this grant (http://conectate.radiobilingue.org/). A total of 26,742 RB programs have been downloaded.</p> <p>Together these websites reported 384,587 unique visitors. This total is included above in the Outreach total.</p>	345,000	384,587	0	0
Total:			7,253,312	16,822,791	198,743	0

4b. Please describe your method for determining the number of households, businesses, and/or (CAIs) subscribing to broadband as a result of your SBA programs (600 words or less).

BAA partners use a variety of strategies to directly confirm that a household has subscribed. For one day events, partners call back training participants within a month to determine if they have subscribed. New subscribers are asked to share their "welcome letter" confirming service or their first month's bill in order to receive discounted computers or a subsidy to help pay one month of service. The 2-1-1 staff call back 1% of those that are referred to training and broadband providers. Some partners use the welcome letter or confirmation email from the providers as a raffle ticket for prizes to create incentives for adoption. In some cases an email from class participants showing the provider's name demonstrates a subscription.

CETF conservatively estimates that 44,705 new adoptors between 2010 and 2011 can be credited to the efforts of BAA based on a 6% rate of the total number of new adoptors under \$40,000 based on the PPIC Statewide Survey. This is the same rate of broadband adoption that United Ways of California/2-1-1 finds when they call back clients who have expressed an interest in broadband. CETF decided not to include the increases from the 2012 PPIC Statewide survey since CETF exceeded its goals for adoption and wants to be conservative in how it counts broadband adoption.

CETF required a pre and post Club Digital survey to determine broadband adoption and training numbers. The research was conducted on behalf of impreMedia by Simmons Research according to widely acceptable research standards for random surveys during the first three weeks of September 2011. It measured the impact the Club Digital Phase One that ran in California from August 1 to August 31, 2011 by asking how many hours were spent reading the lessons and how much was learned as well as how many people subscribed to broadband in the seven weeks ending in October when the survey was conducted. A third survey was conducted by Simmons media in June and July 2012 to assess the impact of the Club Digital Phase Two which ran in May 2012. CETF estimates that 30,825 immediately adopted after Phase One and 108,434 from October 2011 to April 2012. The total number has been reduced from the previously reported adoption number to reflect a more conservative approach on counting the number of broadband adoptions from Club Digital in Phase One and Two.

4c. Please provide a narrative explanation if the total number of new subscribers is different from the targets provided in your baseline plan (600 words or less).

CETF has exceeded its goal of 133,000 new broadband adoptions. The PPIC survey released in August 2012 confirmed that California is now at 73% overall broadband at home increasing from 70% in 2010. This is as compared to a national rate of 66% according to the latest Pew data. Among low-income Californians earning less than \$40,000, broadband adoption increased from 49% to 60% and Latinos increased from 50% to 58%. Spanish speaking Latinos, a key demographic targeted by BAA partners, increased their broadband at home from 25% to 46% during this time frame. In addition, California has seen dramatic increases in its residents using the Internet, especially among low-income and Latinos. In 2012, 79% of low-income and 78% of Latinos are online vs. 66% and 65% respectively in 2010. CETF is encouraged by this increase in Internet usage as it can serve as a pipeline to increase adoption in the future once people experience the value and ease of being online.

4d. Please provide the number of households and the number of businesses and CAIs receiving discounted broadband service as result of BTOP funds.

Households: 85	Businesses and CAIs : 0
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Project Indicators (Next Quarter)

1. Please describe significant project accomplishments planned for completion during the next quarter (600 words or less).
 The only remaining accomplishment will be the publication of a document called "Challenges and Solutions" that capture lessons learned and best practices from both NTIA grants to CETF.

2. Please provide the percent complete anticipated for the following key milestones in your project as of the end of the next quarter. Write "0" in the second column if your project does not include this activity. If you provided additional milestones in your baseline report, please insert them at the bottom of the table. Figures should be reported cumulatively from award inception to the end of the next reporting quarter. Please provide a narrative description if the planned percent complete is different from the target provided in your baseline plan (300 words or less).

	Milestone	Percent Complete	Narrative (describe reasons for any variance from baseline plan or any other relevant information)
2.a.	Overall Project	100	
2.b.	Equipment Purchases	-	Milestone Data Not Required
2.c.	Awareness Campaigns	-	Milestone Data Not Required
2.d.	Outreach Activities	-	Milestone Data Not Required
2.e.	Training Programs	-	Milestone Data Not Required
2.f.	Other (please specify):	-	Milestone Data Not Required

3. Please describe any challenges or issues anticipated during the next quarter that may impact planned progress against the project milestones listed above. In particular, please identify any areas or issues where technical assistance from the BTOP program may be useful (600 words or less).

The challenge will be preparing all final documents required for this grant. NTIA staff had been very helpful in explaining the grants close out process.

Sustainable Broadband Adoption Budget Execution Details

Activity Based Expenditures (Sustainable Broadband Adoption)

1. Please provide details below on your total budget, cumulative actual expenditures (for the period ending the current quarter), and cumulative anticipated expenditures (for the period ending next quarter) for each line item, including detailed disbursements of both matching funds and federal funds from project inception through end of this quarter (actual) or next quarter (anticipated). Actual and anticipated figures should be reported cumulatively from award inception to the end of the applicable reporting quarter.

Budget for Entire Project				Actuals from Project Inception through End of Current Reporting Period			Anticipated Actuals from Project Inception through End of Next Reporting Period		
Cost Classification	Total Cost (plan)	Matching Funds (plan)	Federal Funds (plan)	Total Cost	Matching Funds	Federal Funds	Total Costs	Matching Funds	Federal Funds
a. Personnel	\$128,277	\$30,397	\$97,880	\$128,277	\$30,397	\$97,880	\$128,277	\$30,397	\$97,880
b. Fringe Benefits	\$41,304	\$7,159	\$34,145	\$41,304	\$7,159	\$34,145	\$41,304	\$7,159	\$34,145
c. Travel	\$5,841	\$1,168	\$4,673	\$5,841	\$1,168	\$4,673	\$5,841	\$1,168	\$4,673
d. Equipment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
e. Supplies	\$9,178	\$1,285	\$7,893	\$7,700	\$1,072	\$6,628	\$9,178	\$1,285	\$7,893
f. Contractual	\$53,309	\$11,195	\$42,114	\$53,305	\$11,191	\$42,114	\$53,309	\$11,195	\$42,114
g. Construction	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
h. Other	\$9,063,903	\$2,046,401	\$7,017,502	\$8,925,157	\$2,046,019	\$6,879,138	\$9,063,903	\$2,046,401	\$7,017,502
i. Total Direct Charges (sum of a through h)	\$9,301,812	\$2,097,605	\$7,204,207	\$9,161,584	\$2,097,006	\$7,064,578	\$9,301,812	\$2,097,605	\$7,204,207
j. Indirect Charges	\$58,860	\$11,772	\$47,088	\$58,860	\$11,772	\$47,088	\$58,860	\$11,772	\$47,088
k. TOTALS (sum of i and j)	\$9,360,672	\$2,109,377	\$7,251,295	\$9,220,444	\$2,108,778	\$7,111,666	\$9,360,672	\$2,109,377	\$7,251,295

2. Program Income: Please provide the program income you listed in your application budget and actuals to date through the end of the reporting period.

a. Application Budget Program Income: \$0	b. Program Income to Date: \$0
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