

U.S. DEPARTMENT OF COMMERCE

Performance Progress Report

2. Award Or Grant Number
20-50-M09021N

4. Report Date (MM/DD/YYYY)
04-10-2012

1. Recipient Name
State of Kansas Department of Commerce

6. Designated Entity On Behalf Of:
Kansas

3. Street Address
1000 SW Jackson Street,

8. Final Report? Yes No
9. Report Frequency
 Quarterly
 Semi Annual
 Annual
 Final

5. City, State, Zip Code
Topeka, KS 666121300

7. Project / Grant Period
Start Date: (MM/DD/YYYY)
11-01-2009

7a. End Date: (MM/DD/YYYY)
10-30-2014

7b. Reporting Period End Date:
03-31-2012

9a. If Other, please describe:
N/A

10. Broadband Mapping 10a. Provider Table

| Number of Providers Identified | Number of Providers Contacted | Number of Agreements Reached for Data Sharing | Number of Partial Data Sets Received | Number of Complete Data Sets | Number of Data Sets Verified |
|--------------------------------|-------------------------------|---|--------------------------------------|------------------------------|------------------------------|
| 0 | 0 | 0 | 0 | 0 | 0 |

10b. Are you submitting the required PROVIDER DATA by using the Excel spreadsheet provided by the SBDD grants office? Yes No

10c. Have you encountered challenges with any providers that indicate they may refuse to participate in this project? Yes No

10d. If so, describe the discussions to date with each of these providers and the current status

There were only two providers that refused to participate. Lawrence Freenet: Kansas discussed the data collection effort with Lawrence Freenet and after reviewing their concerns they refused to participate. They expressed concern that the Government funding distribution is not equitable for small providers. They felt that in many cases large providers were not accurately reporting coverage areas, which hurts small providers access to government subsidies/funds, incentive for providers to elaborate coverage since adjacent area is where funding happens. Lawrence Freenet agreed to reconsider participation at a later date if accuracy improves with the data. KSBI program office will contact Lawrence Freenet to participate in the October 2012 submission and offer best available explanation as to why they should despite expressed concerns.

Mobil1.net (Mobilcom):

Mobilecom refused to participation and the reasons were unclear from the limited response received. KSBI program office will seek to reengage Mobile1.net during the next data collection cycle and seek their participation for the October 2012 submission.

The following providers were non-responsive to repeated contact efforts via phone and email: Fairpoint Communications, Home communications, Home Telephone Company, KITUSA, Lightyear Network Solutions, Mercury, MidwestIS.net, Midwest Connections, Nautilus, Osprey Network Technologies, PAETEC Communications, SCI Cable, Seamless Data, SpeedNet, Stouffer Communications, Superior iNET, SwiftLink, University for Advanced Internet Development, Utopian Wireless, WISP Router, Zayo Group, Zito Media. KSBI program office will continue to conduct additional outreach to each of these broadband service providers.

10e. If you are collecting data through other means (e.g. data extraction, extrapolation, etc), please describe your progress to date and the relevant activities to be undertaken in the future

N/A

10f. Please describe the verification activities you plan to implement

Development of the verification plan has not been finalized. Several different approaches are being considered, including the following. Service provider feedback packages. Each service provider will receive a map (hardcopy and digital) and/or GIS data layer depicting their service area as submitted to the NTIA on April 1, 2012. They will also receive information about the State's broadband website where they can review their data online and provide feedback. Broadband Service Provider Roundtable. Providers will be invited to join a working group to provide input about how the KSBI can improve data quality, streamline the process to identify priority areas to be verified, increase service provider participation rates and address other concerns the industry may have about the program. Comparisons against independent data – Third party datasets, particularly those used in the National Broadband Map Data Quality Assessment and customer speed test databases, will be evaluated for data quality, currency and cost to determine their value in performing independent validation of the December 31, 2011 dataset.

• Increase Public Awareness of the KSBI – The KSBI will develop educational outreach tools that will provide opportunities for the general public to verify and validate broadband service data. Such tools will include interactive displays at public events, such as the KS State Fair, where citizens can provide feedback about their broadband service.

10g. Have you initiated verification activities? Yes No

10h. If yes, please describe the status of your activities

In order to ensure that information supplied by the providers was correctly interpreted and incorporated into the database, DASC employed a variety of quality assurance techniques for the April, 2012 broadband data submission cycle:

1. Comparison of revised/updated boundary delineation or provider information with previous submissions (change detection) – all service area updates are compared to the previous submission to determine if the change in geographic extent or attribute information is reasonable. While major revisions to a service area or technology may be accurate, it is also reasonable to follow-up with the provider to ensure that the submission materials have been provided and/or interpreted correctly.
2. Conference calls – As necessary, follow-up phone calls were made to providers to resolve issues related to submission materials. While this process was time consuming, it was also viewed as part of the relationship building process. It helped to ensure that database edits followed the intent of the provider. Additionally, the GIS technical staff had the opportunity to provide additional background on how the data is collected, aggregated, and used. These connections are important and will be leveraged for future database update cycles.
3. GeoPDF/Hardcopy map generation – several providers requested PDF or hardcopy maps that could be used to review their data. In these cases, custom maps were generated using the previous data submission as the baseline. Follow-up correspondence (phone/email) was used to determine if changes were required.
4. Interactive Web Meetings – using Adobe Connect, interactive desktop GIS sessions were held with some providers to verify service area definitions, transmission technology, and required edits. This proved to be the most effective communication tool utilized during the data collection and editing phase of the project and will continue to be employed for future update cycles.

10i. If verification activities have not been initiated please provide a projected time line for beginning and completing such activities

N/A

Staffing

10j. How many jobs have been created or retained as a result of this project?

1.65

10k. Is the project currently fully staffed? Yes No

10l. If no, please explain how any lack of staffing may impact the project's time line and when the project will be fully staffed

At the conclusion of Q112, the Program Manager position transitioned to independent contractor status for the KSBI program. That position will be back-filled, and a staffing plan has been proposed for management consideration in either contractor or Full Time Employee status supporting the Kansas Department of Commerce's Statewide Broadband Initiatives. Without dedicated staffing to build out the local/regional technology planning team structure and content this element would be scaled down from what was initially envisioned and approved. Some research activities may not be conducted on the preferred timing but could still be accomplished through contractors. Based on feedback from the administration, staffing plans should be finalized and approved in Q212. The most critical staffing resources are expected to be in place in Q212 as well and all staffing needs expected to be in place as project elements require work.

10m. When fully staffed, how many full-time equivalent (FTE) jobs do you expect to create or retain as a result of this project?

9

10n. Staffing Table

| Job Title | FTE % | Date of Hire |
|------------------|-------|--------------|
| Program Director | 100 | 09/01/2011 |
| Program Manager | 100 | 09/01/2011 |

Add Row

Remove Row

Sub Contracts

10o. Subcontracts Table

| Name of Subcontractor | Purpose of Subcontract | RFP Issued (Y/N) | Contract Executed (Y/N) | Start Date | End Date | Federal Funds | In-Kind Funds |
|-----------------------|--------------------------|------------------|-------------------------|------------|------------|---------------|---------------|
| Connected Nation | Data Collection, Mapping | N | Y | 01/01/2012 | 12/31/2012 | 63,788 | 0 |

Funding

10p. How much Federal funding has been expended as of the end of the last quarter? \$194,465 10q. How much Remains? \$4,924,079

10r. How much matching funds have been expended as of the end of last quarter? \$49,361 10s. How much Remains? \$1,040,643

10t. Budget Worksheet

| Mapping Budget Element | Federal Funds Granted | Proposed In-Kind | Total Budget | Federal Funds Expended | Matching Funds Expended | Total Funds Expended |
|---------------------------|-----------------------|------------------|--------------|------------------------|-------------------------|----------------------|
| Personal Salaries | \$0 | \$0 | \$0 | \$38,427 | \$1,229 | \$39,656 |
| Personnel Fringe Benefits | \$0 | \$0 | \$0 | \$9,623 | \$412 | \$10,035 |
| Travel | \$9,500 | \$0 | \$9,500 | \$0 | \$0 | \$0 |
| Equipment | \$12,000 | \$0 | \$12,000 | \$0 | \$0 | \$0 |
| Materials / Supplies | \$9,500 | \$0 | \$9,500 | \$0 | \$0 | \$0 |
| Subcontracts Total | \$1,700,177 | \$0 | \$1,700,177 | \$63,788 | \$0 | \$63,788 |
| Subcontract #1 | \$1,200,000 | \$0 | \$1,200,000 | \$63,788 | \$0 | \$63,788 |
| Subcontract #2 | \$500,177 | \$0 | \$500,177 | \$0 | \$0 | \$0 |
| Subcontract #3 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subcontract #4 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subcontract #5 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Construction | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Other | \$0 | \$0 | \$0 | \$6,886 | \$0 | \$6,886 |
| Total Direct Costs | \$1,731,177 | \$0 | \$1,731,177 | \$118,724 | \$1,642 | \$120,366 |
| Total Indirect Costs | \$346,235 | \$0 | \$346,235 | \$8,047 | \$0 | \$8,047 |
| Total Costs | \$2,077,412 | \$0 | \$2,077,412 | \$126,771 | \$1,642 | \$128,412 |
| % Of Total | 100 | 0 | 100 | 99 | 1 | 100 |

Hardware / Software

10u. Has the project team purchased the software / hardware described in the application? Yes No

10v. If yes, please list

N/A

10w. Please note any software / hardware that has yet to be purchased and explain why it has not been purchased

N/A

10x. Has the project team purchased or used any data sets? Yes No

10y. If yes, please list

N/A

10z. Are there any additional project milestones or information that has not been included? Yes No

10aa. If yes, please list

DASC successfully implemented the Data Collection and Mapping requirements and submitted an on-time deliverable that exceeded expectations in a very challenging transition environment. As of the April 2012 submission, 105 actual Kansas broadband service providers; 122 potential Kansas BSPs have been identified (105 confirmed providers + 17 potential = 122 total potential providers); 88 of the 105 actual service providers submitted data or confirmed no changes to their previous submission during this reporting period. Additionally, DASC has been tasked with the following value-added projects: Provider relationship management web portal; Web-based Interactive Mapping Application; Cartographic Products. DASC will work with the KSBI Program Office to define the specific requirements of the various cartographic products, however early discussions have focused on: Broadband Service by County; Wireless Service by County, Statewide Broadband Coverage Map, Broadband Service by Legislative District; State House and Senate, and US Congressional Districts. Analysis – DASC will perform geo-spatial analysis as directed by the KSBI Program Office. Such as demographic profiles by service levels and availability, civil jurisdictions (e.g., city, county), and political boundaries (e.g., federal and state legislative districts). DASC will work with the Broadband Mapping Coordinator and other State agencies, such as the Kansas Corporation Commission, to determine analysis and reporting needs. DASC will deliver analytical reports and demographic profiles on an as-needed basis. Once requirements are determined, a specific delivery time line can be established. Additionally, it is the intent to

10bb. Please describe any challenge or obstacle that you have encountered and detail the mitigation strategies the project team is employing
The Marketing Communications team at Commerce that supports all websites is being reorganized and transitioned to another department in parallel to the Broadband Team's continued advocacy for custom website design and graphics to increase interactivity and learning, versus utilizing the agency's standard template which is primarily text-focused and not conducive to demonstrating broadband implications in the most compelling and persuasive manner. The Broadband Team is considering alternatives and external expertise for website customization and design. Findings and recommendations will be provided to the Marketing Communications team for consideration before May 15, 2012.

10cc. Please provide any other information that you think would be useful to NTIA as it assesses your Broadband Mapping Project

Kansas is especially excited to host a pilot Broadband Service Provider Roundtable planning discussion in May which will be hosted at the University of Kansas in Lawrence. Preliminary feedback will be reviewed with a sample of broadband service providers to assist in streamlining the process for the next collection cycle.

11. Broadband Planning

11a. Please describe progress made against all goals, objectives, and milestones detailed in the approved Project Plan. Be sure to include a description of each major activity / milestone that you plan to complete and your current status

Q112 brought tremendous relationship building opportunities to the Kansas SBI including increased coordination with the Governor's Office, the State's Chief Information Technology Officer, the Kansas Corporation Commission (state public utility office), Community Anchor Institutions such as the State of Kansas Library and their regional associations, and the Mayors Bi-State Innovations Team (MBIT) assembled to capitalize on the FTTH deployment in Kansas City, Kansas (and Kansas City, Missouri) by Google, Inc. This demonstration deployment of fiber to homes, schools, libraries and hospitals will be a key to expanding overall understanding and economic impact that can be derived from utilization of advanced broadband networks. During the quarter we reviewed the project objectives with the Governor's Office and validated the Kansas SBI program scope is in line with Governor Brownback's Road Map for Kansas including expanding the State's Broadband Network. The program is also now benefiting from important input and coordination from the Chief Information Technology Officer and his team to facilitate additional interagency support and sustainability. Measurable outcomes include: Annual Kansas Broadband Evaluation Report; Broadband Economic Impact Model; CAF/KUSF Technology and Legislative Support; Online Broadband Web Portals, small business/home office, service providers, community resource; Kansas Broadband Service Providers Roundtable; Multi-purposed Interactive Map and Methodology, inter-agency, public/private sector partnership; Functioning Broadband Stakeholder's Network, county level needs assessments, CAI and technology economic development plans established; Sustainable Approach for Future Kansas Prosperity.

11b. Please describe any challenge or obstacle that you have encountered and detail the mitigation strategies the project team is employing

Securing appropriate vendors, strategic partners and uniquely qualified personnel is second nature to private sector professionals and does not easily translate to the public sector model and disposition currently in place. Considerable time and effort will continue to be invested in justifying an approach that is targeted, necessary and appropriate for the State's broadband program.

11c. Does the Project Team anticipate any changes to the project plan for Broadband Planning? Yes No

11d. If yes, please describe these anticipated changes. Please note that NTIA will need to approve changes to the Project Plan before they can be implemented

N/A

Funding

11e. How much Federal funding has been expended as of the end of the last quarter? \$194,465 11f. How much Remains? \$4,924,079

11g. How much matching funds have been expended as of the end of last quarter? \$49,361 11h. How much Remains? \$1,040,643

11i. Planning Worksheet

| | | | | | | |
|---------------------------|-------------|-------------|-------------|----------|----------|-----------|
| Personal Salaries | \$205,833 | \$275,000 | \$480,833 | \$25,618 | \$27,652 | \$53,270 |
| Personnel Fringe Benefits | \$72,042 | \$7,242 | \$79,284 | \$6,415 | \$8,613 | \$15,028 |
| Travel | \$156,000 | \$6,524 | \$162,524 | \$9,854 | \$293 | \$10,147 |
| Equipment | \$127,000 | \$20,000 | \$147,000 | \$0 | \$0 | \$0 |
| Materials / Supplies | \$127,000 | \$20,000 | \$147,000 | \$0 | \$0 | \$0 |
| Subcontracts Total | \$1,865,950 | \$702,266 | \$2,568,216 | \$13,725 | \$0 | \$13,725 |
| Subcontract #1 | \$380,625 | \$140,453 | \$521,078 | \$0 | \$0 | \$0 |
| Subcontract #2 | \$590,625 | \$217,703 | \$808,328 | \$13,725 | \$0 | \$13,725 |
| Subcontract #3 | \$894,700 | \$344,110 | \$1,238,810 | \$0 | \$0 | \$0 |
| Subcontract #4 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subcontract #5 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Construction | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Other | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total Direct Costs | \$2,553,825 | \$1,031,032 | \$3,584,857 | \$62,330 | \$47,719 | \$110,049 |
| Total Indirect Costs | \$510,765 | \$58,971 | \$569,736 | \$5,364 | \$0 | \$5,364 |
| Total Costs | \$3,064,590 | \$1,090,003 | \$4,154,593 | \$67,694 | \$47,719 | \$115,413 |
| % Of Total | 74 | 26 | 100 | 59 | 41 | 100 |

Additional Planning Information

11j. Are there any additional project milestones or information that has not been included?

KANSASWORKS, the Workforce Services division of the Kansas Department of Commerce hosted its second statewide virtual career fair on March 20 in conjunction with Convergys Corp., a global leader in relationship management. The company continues to hire home-based customer service agents in Kansas who can handle client telephone calls, web chats and e-mail inquiries for a variety of Convergys clients. "Convergys remains active in hiring substantial numbers of home-based agents for a growing client list," said Kansas Commerce Secretary Pat George. "Since it began hiring, the company has employed well in excess of 100 home-based agents from Kansas and continues to seek qualified workers from our state." Job seekers visited one of the following KANSASWORKS Workforce Centers to participate: Dodge City, Garden City, Great Bend, Hays, Hutchinson, Lawrence, Manhattan, Salina and Topeka. Agents must meet certain home office standards to be considered, including a quiet place to work inside their home, a personal computer that meets Convergys' minimum standards, high-speed Internet access and a noise-canceling headset. A complete list of technical requirements can be found at www.convergysworkathome.com. Convergys is one example of how the private sector will largely dictate what actions are in the best interest of the State broadband program.

11k. Please describe any challenge or obstacle that you have encountered and detail the mitigation strategies the Project Team is employing

Time is our most precious commodity with highly limited resources available. The initiative has been required to expend a large amount of time addressing false and misleading claims about broadband in the State and putting rumors to rest with relevant program stakeholders. The Governor's office is supportive of the program's goals, objectives and will continue to guide the scope and focus

moving forward.

11I. Please provide any other information that you think would be useful to NTIA as it assesses your Broadband Mapping Project Stanley Adams, Program Director – Kansas Statewide Broadband Initiatives, made presentations to the Kansas Legislature twice during the Quarter. Both the House & Senate Utilities Committees were provided with an update of ongoing projects and an opportunity to express their interests and priorities concerning broadband in the State. Numerous questions were fielded regarding the data collection and mapping portions of the project. There is significant interest in map accuracy and that errors in the map may result in adverse impact for the State as it pertains to recent FCC orders and potential funding support formulations that rely on the map. Both Legislative committees invited broadband service providers to comment. The KCC also provided an overview of the recent FCC order pertaining to creation of the CAF and potential impacts on the State.

At the request of the KC Mayor's Bi-State Innovations Team which is focused on how the KC region can best tap into the FTTH deployment currently being deployed by Google, Inc. KSBI provided an overview of projects underway by the State, outlined the critical nature of reliable, quality broadband utilization to job creation and economic development throughout the State and region.

11a. continued. Ongoing collaborations with KCC have identified numerous areas of similar interest and responsibility. Effectively integrating projects and resources will be essential to the continued success of statewide inventory and coordination efforts. Specifically, Commerce will retain subject matter expertise at KCC to fulfill special projects that will provide additional depth to the DASC staff during its Data reviews. KCC expertise will also support Industry Roundtables, Provider Feedback Packages as well as the definition and generation of additional special layers of the broadband mapping. Examples include broadband service in the Shale Oil counties, and incorporation of relevant 2010 Census data such to create map layers.

12. Certification: I certify to the best of my knowledge and belief that this report is correct and complete for performance of activities for the purpose set forth in the award documents.

12a. Typed or Printed Name and Title of Authorized Certifying Official

Stanley Adams

Broadband Planning Manager

12c. Telephone
(area code, number, and extension)

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12d. Email Address

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12b. Signature of Authorized Certifying Official

Submitted Electronically

12e. Date Report Submitted
(Month, Day, Year)

06-12-2012