



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

Table of Contents

- A. General Application Information
- B. Eligibility Factors
- C. Executive Summary
- D. Project Purpose
- E. Project Benefits
 - E-1 - Expanding Broadband Public Computer Center Capacity
 - E-2 - Project Benefits – Sustainable BroadBand Adoption
- F. Project Viability
- G. Project Budget & Sustainability
- H. DOC Environmental Checklist
- I. Compliance and Certification
- J. Uploads

**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

A. General Application Information

1. Applicant Information	
1-A. Name, Address, and Federal ID for Applicant	
i. Legal Name:	California Emerging Technology Fund
ii. Employer/Taxpayer Identification Number (EIN/TIN):	205184429
Street 1:	The Hearst Building
Street 2:	5 Third Street, Suite 520
City:	San Francisco
County:	San Francisco
State:	CA
Country	United States
Zip/Postal Code:	94103-3206

1-B. Name and Contact Information of Person to be Contacted on Matters Involving this Application:	
Prefix:	Ms.
First Name:	Susan
Middle Name:	
Last Name:	Walters
Suffix:	
Telephone Number:	415-744-2385
Fax Number:	415-744-2399
Email:	susan.walters@cetfund.org
Title:	Senior Vice President

1-C. Other Required Identification Numbers



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

i. Organizational DUNS:	8303708000000
ii. CCR # (CAGE):	5HNZ5
iii. Funding Opportunity Number:	2
iv. Catalog of Federal Domestic Assistance Number:	BTOP CFDA Number: 11.557 BTOP CFDA Title: Broadband Technology Opportunities Program

1-D. Organization Classification

Non-Profit Corporation

1-E. Applicant Federal Debt Delinquency Explanation

Is the Applicant Delinquent On Any Federal Debt?
No

Federal debt delinquency Explanation:

1-F. Congressional Districts of:

Applicant: California - 8

Program/Project
California - 1
California - 6
California - 7
California - 8
California - 9
California - 10
California - 11



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

California - 12
California - 13
California - 14
California - 15
California - 16
California - 17
California - 18
California - 19
California - 20
California - 21
California - 22
California - 23
California - 24
California - 25
California - 26
California - 27
California - 28
California - 29
California - 30
California - 31



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

California - 32
California - 33
California - 34
California - 35
California - 36
California - 37
California - 38
California - 39
California - 40
California - 41
California - 42
California - 43
California - 44
California - 45
California - 46
California - 47
California - 48
California - 49

2. Project Title and Project Description

2-A. Project Title : Broadband Awareness and Adoption



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

2-B. Project Description: Funding for the Broadband Awareness and Adoption will support the development of a statewide initiative involving 8 project partners serving low-income and vulnerable populations who: (1) Gain digital literacy skills (797,807 youth and adults); and (2) Increase adoption of broadband technology (156,829 households subscribe to broadband services).

3. Project Type

Classify the particular project type for which you are seeking federal funding.

Project Type: Sustainable Broadband Adoption

Project ID: 2

4. Application ID for Multiple Submissions for Identified Service Areas

Based on an intensive four-month planning process involving over 44 partners statewide, CETF is submitting three mutually supportive proposals to the NTIA Broadband Technology Opportunity Program (BTOP). They represent an integrated strategy enabling California to make major advances towards closing the Digital Divide and developing a next generation workforce. The proposals include: 1) Broadband Awareness and Adoption (fostering awareness and basic skills development); 2) Digital Literacy for All (building the base of skilled technology users through public computer centers); and 3) Computer Refurbishing and Employment Applications Training and Education - CREATE (linking the need to reuse hundreds of thousands of used computers with training for full-time, living-wage jobs). In total, the three projects will provide digital literacy training for 870,785 low-income individuals, and enable 179,558 low-income households to subscribe to broadband.

5. Estimated Funding (\$):

Estimated Funding (\$):	
Federal	7,251,295
Applicant	979,476
State	
Local	



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

Other	1,129,901
Program Income	
Total	9,360,672

B. Eligibility Factors

6. Eligibility Factors.

The application must be completed fully, and all required supplemental documentation must be attached.
Applicants must commit to substantially completing their Project (as defined in the NOFA) within two years of the award date, and completing the Project within three years of the award date.
Applicants must credibly demonstrate that their Project advances at least one of the five statutory purposes for BTOP.
Applicants must demonstrate that but for Federal funding they would not have been able to complete their project during the grant period.
The budget for the project must be reasonable and all costs must be eligible.

6-d. Applicant is providing matching funds of at least 20 percent towards to the total eligible project costs or is requesting a waiver of the matching requirements.

Yes

Matching Fund Waiver Request Explanation



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

C. Executive Summary

7. Executive Summary of Overall Proposal:

Broadband use represents an essential component of 21st century citizenship and economic life. In California, the birthplace of the Internet, substantial progress has been made toward connecting all residents to these critical communications tools. Nevertheless, over 37% of Californians are not connected to broadband—a total of 14.4 million people. This figure includes disproportionate numbers of rural residents, ethnic minorities, people with disabilities, and low-income individuals. The sheer magnitude of this gap mandates that California play a leadership central role in any national effort to close the Digital Divide, particularly as our country strives to realize the economic recovery goals articulated by the American Recovery and Reinvestment Act of 2009.

While great progress has been made toward closing the Digital Divide, the systemic changes needed to enable all low-income Californians to adopt broadband technology have not yet taken place. This proposal for a comprehensive Broadband Awareness and Adoption program will enable thousands of low-income Californians to gain the awareness, skills, and resources needed to adopt and utilize broadband technology in their households. It represents the first time that organizations statewide will be coordinated around a joint, systematic, digital inclusion approach, supported by an intensive, awareness-raising media effort and on-line software applications targeted at the hardest-to-reach low-income communities.

As an immediate response to the urgent need to provide stimulus to the California economy and to maximize the role of broadband technology in future economic development, CETF has convened a group of partners to build upon the resources and skills of its statewide network. Together, these partners have articulated a set of strategies that will provide California with the capacity to sustain a strong, IT-based economic recovery. These strategies are grouped in three proposal areas, each representing a critical step in the effort to close the Digital Divide: (1) Broadband Awareness and Adoption; (2) Digital Literacy for All (13 partners focusing on increasing digital literacy statewide through a network of public computer centers); and (3) CREATE - "Computer Refurbishing Employment Applications Training and Education" (23 partners focusing on higher level Information Communication Technologies (ICT) applications training and training for ICT-based jobs).



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

This proposal focuses on Broadband Awareness and Adoption, providing households in low-income communities with the basic building blocks necessary to adopt broadband technology. It mobilizes the talents and resources of 8 partners statewide who were vetted by CETF through its “venture capital” approach to grantmaking, which incorporates disciplined documentation, assessment of key outcomes, and measurement of significant returns on investments (CETF Strategic Plan 2007).

Project partners have engaged in an intensive four-month planning process and have articulated work plans which will result in realizing significant outcomes over the 24 -month project implementation period. Key activities will:

- (1) Increase basic awareness of broadband technology (reaching over 5 million low-income people with strong and targeted media messages);
- (2) Increase basic skills related to broadband technology (providing orientation training to 797,807 persons); and
- (3) Increase household adoption of broadband technology (156,829 households subscribing to broadband services).

CETF has selected for participation in this proposal those communities around the State that are most impacted by the Digital Divide (Los Angeles, Central Valley, Orange, San Diego, and the Inland Empire). Within geographic communities, CETF is focusing on racial/ethnic and other demographic groups whose computer and broadband usage has significantly trailed the rest of the state (Latinos, rural residents, and people with disabilities). These areas and populations have been particularly impacted by the recession: the unemployment rate among the clients being served by participating partners is over 30%.

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 is promoting high-speed Internet access to underserved communities across California. CETF is uniquely positioned to be an effective manager of resources made available through BTOP because its work to date has created an extensive statewide network of partner organizations working alongside CETF who are actively engaged in sharing best practices and resources through the strong learning



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

community established by CETF.

The four-month planning process convened by CETF to prepare the Broadband Awareness and Adoption proposal enabled all partners to carefully estimate the impact of their efforts on job creation and retention. In total, for the 24-month program period, 128 jobs in low-income communities will be created; and 301,505 low-income youth will gain digital literacy skills that can be used to obtain employment.

CETF proposes an overall project budget of \$9,360,672. Of this amount, CETF requests \$7,251,295 in BTOP Sustainable Broadband Adoption funds and will provide \$2,109,377 in matching resources representing 22.5% of project costs. Of this amount, CETF and its partners will co-invest \$1,862,143 through a cash match. The balance of the match is being provided by partners in the form of in-kind resources. In order to fully leverage the federal ARRA investment in Broadband Awareness and Adoption, participating partners are providing all indirect costs as a further contribution.

D. Project Purpose

Project Purpose: Recovery Act & BTOP Objectives

8. Project Purpose

Millions of Californians are effectively barred from participating in the 21st Century economy due to a lack of digital literacy and Internet access (California Broadband Task Force Report, 2008). The “Californians and Information Technology” annual survey administered in 2009 by the Public Policy Institute of California (PPIC), in partnership with CETF and ZeroDivide, found a persistent Digital Divide in California. The 2009 survey found that:

- 39% of Latinos have broadband connections at home, while the figure for Blacks is 62%, among Asians it is 74%, and among Whites it is 75%;
- 65% of individuals with disabilities do not have broadband at home; and
- Only 58% of those with incomes below \$40,000 use the Internet versus 97% of those earning more than \$80,000 per year (Public Policy Institute of California, 2009).



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

The specific communities where the Digital Divide is most prevalent in California (people with disabilities, Latinos, low-income persons and renters) require specific, targeted outreach. Absent the funding requested by this proposal, 65 jobs will be lost within partner organizations further hindering their ability to close the Digital Divide.

Effectively Addressing the Problem and Potential Replication:

The Broadband Awareness and Adoption proposal provides households in low-income communities with the basic building blocks necessary to adopt broadband technology. It mobilizes the talents and resources of 8 partners statewide who have been selected to work with CETF through its “Venture Philanthropy” approach to grantmaking, which incorporates disciplined documentation, assessment of key outcomes, and measurement of significant returns on investments. These partners have also been selected on the basis of their ability to reach specific, targeted populations. One of the partners, Radio Bilingue, is the trusted voice for millions of Latinos living in California’s Central Valley. Another partner, the Center for Accessible Technology, has worked statewide to help people with disabilities gain access to computers and the Internet, and raised the profile of website accessibility through its California Digital Inclusion Award Program.

Careful planning by Broadband Awareness and Adoption partners over the last four months during an intensive process facilitated by CETF, resulted in all partners developing specific accountability frameworks detailing specific goals, outcomes, and impact targets. These include:

Goal 1: Increase understanding of the importance of broadband technology in low-income communities in California.

- Media messages reach over 5 million targeted, low-income community members, resulting in requests for referrals and assistance;
- 694,380 low-income community members are referred to community partners that can increase their computer literacy skills and access social services online.

Goal 2: Increase basic knowledge of broadband technology in high-priority, low-income communities in California.



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

- 797,807 youth and adults gain basic computer skills and Internet literacy.

Goal 3: Increase household adoption of broadband technology in high-priority, low-income communities in California.

- 156,829 low-income households subscribe to broadband services.

Goal 4: Enable low-income Californians to enter and continue digital career paths.

- 46 jobs are created and 65 retained within CETF partner organizations.

In addition, all 8 partners will complete training to improve the accessibility of their program for people with disabilities and will develop and implement a web accessibility plan.

The Broadband Awareness and Adoption program will be directly relevant for replication nationwide because it focuses on the central problem of adoption, which affects most of the unconnected populations living in the United States. The tight integration of the program with other statewide initiatives, including the United Way’s 2-1-1 resource and referral project, provides direct pathways for replication throughout the state and, eventually, the country.

In addition, the multilingual materials and information produced by United Way’s 2-1-1 outreach efforts will be made available to states that are attempting to connect diverse populations. The end users will test these materials in order to ensure maximum impact and limit the need for reinvention and duplication by other states.

Advancing BTOP Statutory Purposes

With the realization of the outcomes described above, the 8 statewide Broadband Awareness and Adoption partners, each community anchor institutions, will provide broadband education, awareness, training, access, equipment, and support to vulnerable populations. In addition, by closely linking Broadband Awareness and Adoption partners to strategic institutions serving small businesses, the program creates and preserves jobs and stimulates economic growth. Broadband Awareness and Adoption also stimulates demand for broadband by increasing the number of overall subscribers and by reinforcing critical business use of broadband



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

technologies, especially by small and disadvantaged businesses.

Reinforcing Other BTOP Program Categories/Statutory Purpose

The Broadband Awareness and Adoption application is one of three initiatives being proposed by CETF, which will strengthen programs designed to help people at various points along the continuum of digital literacy knowledge, which ranges from having no exposure to a computer and the Internet, to varying levels of computer and Internet knowledge, to obtaining new skills in order to enter the ICT workforce. Broadband Awareness and Adoption plays a critical role in reinforcing two other CETF initiatives being proposed for BTOP funding: “Digital Literacy for All” (focused on awareness raising and basic skills development) and CREATE (centered on intensive, integrated job training, job placement, and computer refurbishing).

9. Recovery Act and Other Governmental Collaboration.

Although many entities have a significant stake in ensuring the connectedness of our residents, none have stepped forward to provide the leadership necessary to coordinate statewide efforts designed to close the Digital Divide. The California Public Utilities Commission (CPUC) established CETF in 2006 with the awareness that these disparate efforts will only be successful in closing the Digital Divide if dynamic public-private partnerships can be established. CETF will utilize BTOP funding to accelerate its successful work building a statewide framework for high-impact digital literacy programs. To date, CETF has involved municipal, county, state, and public education entities statewide in an unprecedented collaborative effort to bring broadband access to all Californians.

Utilizing its close linkages with the Governor’s Office, the California Public Utilities Commission, 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 supportive of key related ARRA initiatives including:

- United States Department of Labor and Workforce Investment Act programs including State of California WIA funds and the Department of Labor “Pathways out of Poverty” programs;
- United States Department of Education programs including the soon-to-be released “Innovations Fund” and “Race to the Top” initiatives;



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

- United States Department of Health, High Impact Health Information Technology program;
- Key State of California initiatives, including the implementation of Digital Literacy Executive Order S-06-09; and
- A NTIA BTOP application by Zero Divide, an organization that invests in community enterprises that leverage technology to benefit people in underserved communities.

CETF has also been engaged in a strategic grantmaking program using a unique “Venture Philanthropy” approach, which emphasizes results, systematic outcome tracking, and return on investment, enabling it to identify “highly promising practices” as well as “best practices” including:

- Supporting teacher training in ICT skills;
- Seeding programs to increase digital literacy and workforce skills; and
- Benchmarking progress with standardized assessments and certification linked to existing global standards.

BTOP funding for this proposal will enable CETF to develop a sustainable base for this work and bring it to scale statewide. This level of scale will make the Broadband Awareness and Adoption Initiative a natural partner for federal, state, and private programs seeking to close the Digital Divide and/or address problems associated with it in the fields of health, education, workforce development and others. As a fundamental part of its Broadband Awareness and Adoption program, CETF will host a learning community, convening partners and aligned government agencies to share best practices and seek further opportunities for collaboration and resource sharing.

10. Enhanced Services for Health Care Delivery, Education, and Children

CETF is uniquely positioned to link the Broadband Awareness and Adoption program to health care delivery, education, and children’s services based upon its active involvement in technology initiatives in these areas. A CETF grant of \$3.6 million dollars to the University of California (matching \$22.1 million from the FCC), has helped develop the California



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

Telehealth Network, which links 1,000 clinics and hospitals located primarily in rural and tribal locations to urban medical centers. CETF has also awarded \$750,000 to the California State University to improve digital access to education materials and tools for students with disabilities. Education and youth development programs throughout the State have received \$7,032,000 in CETF grants. Each of these initiatives will be linked to the work of Broadband Awareness and Adoption partners through their participation in the learning community.

As a participating Broadband Awareness and Adoption partner, United Way's 2-1-1 provides callers with access to current health and disaster information, and local agency referrals 24-hours a day through a free, easy-to-remember phone number. Broadband Awareness and Adoption media messaging, will reach over 5 million individuals and additional small businesses, promoting the 2-1-1 system, "driving" target populations to call 2-1-1 for referrals to relevant and accessible digital literacy programs. In addition to the direct effects of connecting low and moderate-income people to broadband opportunities, the project will also enhance the core work of 2-1-1 providers by expanding service to new areas and linking people to health, human service, and educational resources. The project will also result in additional people using this valuable resource. This proposal also supports the expansion of One-e-App, a web-based system, for connecting families with health and social service programs. Use of this one-stop approach requires digital literacy skills.

Additional Project Partner Health Care Delivery, Education, and Children's Service Activities

Center to Promote Health: Expand the One-e-App application to Los Angeles County. One-e-App, an innovative web-based system, connects families with publicly funded health and human service programs.

Chicana Latina Foundation: Middle school students and their parents learn to use a computer and the Internet. College students will learn advanced Internet skills to identify resources applicable to their education and families.

Latino Community Foundation: Train clients to access health information and resources from their home computers. They will be able to assist their children with school assignments, find information about their schools, and related educational programs in their communities.

Center for Accessible Technology: Train clients to identify, review and rate assistive



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

technology, and find cost-effective and appropriate assistive technology.

11. Small and Disadvantaged Business Involvement

Outreach to small businesses is a central feature of Broadband Awareness and Adoption. In order to serve small businesses statewide, CETF has developed a close working relationship with California Resources and Training (CARAT), whose mission is to “Expand access to technical assistance for small businesses throughout the State, especially in under-served, low-income, rural, and urban communities.” As a CETF grantee, CARAT will provide aggressive outreach and technical assistance to small and disadvantaged businesses, linking them to services being provided by the partners in this proposal. CARAT will also support training and adoption efforts directly, helping them customize their programs to address small business needs.

CARAT and its partners, the Black Business Association, the California Hispanic Chamber of Commerce Foundation and ASIAN, Inc., are well positioned to manage involvement of small businesses statewide because of their extensive experience providing technology-based educational programming to small business owners. CARAT will provide a range of broadband technology-related educational programs, covering basic computer use, broadband use for small businesses, online marketing techniques, and sophisticated online applications that reduce overhead. Small business owners and their employees will participate in these programs at the public computer centers, through conference calls, online webinars, and videos. (See attached letters).

E. Project Benefits

**E-1 – Expanding Broadband Public Computer Center Capacity
Public Computer Center Capacity, Including Areas and Populations Served**

12. Public Computer Centers Availability

13. Restrictions on Public Computer Center Use



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

14. Public Computer Centers Accessibility

15. PCC - Center Locations, PCC - Center Capacity, PCC - Size and Scope of Target Audience.

PCC - Center Locations & Center Capacity & Size and Scope of Target Audience.

16. PCC- SBA Population Demographics

Age Distribution
Age Distribution: 70 and above
Age Distribution: 60-69
Age Distribution: 50-59
Age Distribution: 40-49
Age Distribution: 30-39
Age Distribution: 20-29
Age Distribution: 5-19

Ethnicity or ethnicities
Ethnicity: Hispanic
Ethnicity: Non-Hispanic White



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

Ethnicity: Non-Hispanic Black
Ethnicity: Non-Hispanic American Indian
Ethnicity: Non-Hispanic Asian
Ethnicity: Non-Hispanic Hawaiian or Pacific Islander
Ethnicity: Two or More Races

Gender
Gender: Female
Gender: Male

Median Household Income
Median Household Income: Less than \$9,999
Median Household Income: \$10,000 - \$14,999
Median Household Income: \$15,000 - \$24,999
Median Household Income: \$25,000 - \$34,999

Educational Levels
Educational Levels: None
Educational Levels: Nursery school - Preschool
Educational Levels: Elementary - Kindergarten - Grade 5
Educational Levels: Middle - Grade 6 to Grade 8



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

Educational Levels: Secondary - Grade 9 to Grade 12
Educational Levels: College

Disabilities status
Disabilities status : Blindness, Deafness or a severe vision or hearing impairment
Disabilities status : A condition that substantially limits one or more basic physical activities such as walking, climbing stairs, reaching, lifting or carrying
Disabilities status : A physical, mental or emotional condition lasting 6 months or more

Unemployment Rate
Unemployment Rate: 31.63

Language
Language : English - Primary
Language : English - Second Language
Language : Non-English Speakers

17. Public Computer Centers Outreach

Public Computer Center Capacity: Training and Educational Programs

18. Public Computer Centers Peripherals and Equipment

**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

19. Public Computer Centers Workstation Software

20. Public Computer Centers Training and Education Programs

E-2- Project Benefits – Sustainable BroadBand Adoption

21. Innovative Approach to Sustainable Broadband Adoption

An analysis of the research base conducted by CETF as part of its strategic planning process revealed that adoption, not service availability, is the major challenge in urban areas of California, and increasingly in rural areas as well. The problem extends beyond California, and will continue to be a critical national broadband issue.

The research has shown that low-income Californians often face multiple obstacles to broadband adoption including perceived affordability, lack of skills, and limited awareness of the benefits of technology. Both the research base and decades of work by CETF partners indicate that culturally appropriate comprehensive support is needed to help residents overcome their fear of technology and recognize the benefits of broadband adoption.

In response, the project partners have developed an innovative approach that links highly targeted media messaging/awareness raising by trusted partners (e.g., Radio Bilingue, the Center for Accessible Technology) with state-of-the-art-referral systems (United Way's 2-1-1), connecting members of the target population to relevant and accessible digital literacy education and adoption programs. Training program partners are in turn linked to a full-range of training along the digital literacy continuum developed by CETF and its partners, enabling the development of increasingly higher-level digital literacy skills. Through the use of standardized assessments, including the International Computer Driver's License and IC3, CETF provides the basis for close monitoring of program progress.

Work done by CETF in California has led to the creation of a set of promising and best practices, and the development of a statewide network of partners ready to take this work to a



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

significant scale. Broadband Awareness and Adoption will build on this foundation to implement a carefully crafted broadband adoption strategy that will empower low-income California residents to use broadband technology at home. Key activities will include:

- Providing target segments of the population, those with the lowest rates of broadband adoption, with a spectrum of services from basic awareness raising to training in entry-level applications that will spur adoption;
- Partnering with trusted organizations that have existing programs to provide essential training and support; and
- Connecting to other CETF programs, including those making available and supporting very low-cost technology.

The awareness raising work brings to scale the Get Connected! program of CETF, which provides highly focused messages in targeted communities utilizing radio, DVDs, and a variety of other media. The Get Connected! program, which began in the Los Angeles media market mid-June 2009, will result in thousands of referrals that enable low-income Californians to receive the assistance they need to gain basic broadband connectivity in their homes.

22. Sustainable Broadband Adoption Household Subscribers.

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? **156,829**

23. Sustainable Broadband Adoption Institutional Subscribers.

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? **5,525**

24. Sustainable Broadband Adoption Users of Public Access Facilities.

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? **1,016,507**

25. Sustainable Broadband Adoption Population Demographics.

Please refer to PCC – SBA Demographics section (Section E1- Question 17)

26. Sustainable Broadband Adoption People Trained/Educated.

If you intend to provide training or education, how many people **in total** will your program(s) reach?
797,807



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

27. Sustainable Broadband Adoption - Scope of Training/Education Programs.

How many hours of training do you expect to provide *per person on average* for each participant in your training program(s), through completion of training for that individual? If you will offer multiple programs, provide estimates for each program. 4

28. Sustainable Broadband Adoption Instructor Qualifications.

How many (FTE) instructors/facilitators will you employ for broadband and digital literacy training purposes, and what are their qualifications (training and experience)?

Broadband Awareness and Adoption focuses primarily on informing Californians of the value of broadband Internet connection and providing services and referrals for in-home broadband connection installation. The recent PPIC survey and study on Internet use in California indicates that only 21% of non-Internet users are currently interested in gaining Internet access. Broadband Awareness and Adoption’s aggressive awareness campaign will address barriers for many non-Internet users such as lack of interest, time, and expense. The PPIC analysis also revealed that insufficient computer or Internet ability renders broadband use a difficult and frustrating activity for a significant portion of non-users. Awareness campaign staff are experienced and trained in engaging with individuals of varying education levels and capabilities who may be frustrated or confused by Internet and broadband technology. Additionally, partner organizations will provide 370 full-time equivalent instructors to conduct elementary training workshops for individuals with little or no computer experience to enhance their comfort with computer and Internet use.

The Latino Community Foundation and its 12 partner community organizations will use 13, part-time instructors (7 full-time equivalents) for the three-hour instructional workshop, Basic Computer and Internet Use. Caminos, which has ten years of experience providing computer literacy education, will design the curriculum and train the trainers.

Instructors at the Chicana Latina Foundation (CLF) bring five years of teaching experience and extensive computer and Internet expertise to the 12-hour Technology for the Future course. Each of CLF’s 4 part-time educators is well versed in computer programming and applications design, allowing the training program to prepare participants for more advanced computer skills while providing a set of practical skills for basic computer and Internet operation.

Access Now engages over 360 part-time volunteer instructors (180 full-time equivalents) for basic courses on computer use (2 hours) and Internet use (4 hours). In addition, a full-time, certified computer technician will assist at each training event. All volunteers attend training provided by the Community Technology Network Bay Area (CTN Bay Area) that includes

**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

skills for technology instruction and working with adult learners.

As part of the four-month intensive planning process convened by CETF to create the Broadband Awareness and Adoption proposal, partners agreed upon a common set of monitoring and assessment tools including the International Computer Driver’s License and the IC3. Moving forward, CETF will convene a learning community of all partners involved in the implementation of the Broadband Awareness and Adoption proposal which will include instructor training in these assessment systems.

29. Sustainable Broadband Adoption Equipment Purchased.

How many broadband-related equipment units (e.g. computers, wireless devices) do you intend to purchase overall? **450**

30. Sustainable Broadband Adoption Cost of Devices.

What is the total up-front cost of this equipment? **813,000**

31. Sustainable Broadband Adoption Loan Program Participants.

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?

Number of Households:

Number of Businesses:

Number of Institutions:

32. Sustainable Broadband Adoption Loan Cost to Borrower.

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?

33. Sustainable Broadband Adoption Target Population, Awareness Campaign.

If you are conducting an awareness campaign, how many people do you expect your campaign will reach? **5,637,602**

34. Sustainable Broadband Adoption Awareness Campaign Methods

CETF and its Broadband Awareness and Adoption partners will initiate awareness campaigns on two levels: (1) On a statewide level through a CETF-led and partner supported campaign called Get Connected!; and (2) Through individual outreach efforts to the targeted groups in each partner organization’s surrounding community. This two-tier approach will enable the project to reach over 6.6 million people and generate 125 million impressions, focusing on the hardest to reach target populations.

Statewide Awareness Campaign

**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

CETF and its partner organizations launched a statewide public awareness campaign –Get Connected!– in June 2009, which is designed to eliminate five key barriers to high-speed Internet use: Access, Applications, Affordability, Accessibility and Assistance. The campaign targets people living in disadvantaged and rural communities around the State, as well as low-income Latinos, African-Americans, Asian -Americans and non-Hispanic whites. In the first month of the statewide effort, 251,443,000 impressions have been achieved: Over 24,000,000 impressions from TV and radio; Over 5,000,000 in the print media; Nearly 3,000,000 online; 218,000,000 from paid advertising; and 2,011 visits to the campaign’s web portal (www.GetConnectedToday.com).

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

- (1) Community Connect Fairs, held statewide to 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 to all of these groups; and
- (4) A web portal, available in Spanish, English, Chinese and Korean, which educates target groups statewide on the benefits of using the Internet and provides basic instruction on how to access it.

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: Organization websites; Job fairs; Training workshops; Flyer distribution at local schools; Local newspapers and radio; Area service provider networks; City government channels, and other means.

Awareness Campaign Efforts by Partner Organizations



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

Building on the success and momentum of the Get Connected! campaign, partners in this proposal have carefully identified the targets for their own awareness campaigns promoting their specific training and equipment-related programs in their surrounding communities. Each partner has customized 3-5 specific outreach strategies to reach their target groups. They have also estimated the number of people their strategies will reach and identified specific metrics to measure the success of each outreach strategy.

For example, Broadband Awareness and Adoption project partners Radio Bilingue and the Dewey Square Group will engage in intensive public media campaigns targeted at specific underserved communities. Radio Bilingue will broadcast no less than 65 hours of live call in programs and produced announcements in Spanish, English, Mixteca, Hmong reaching 600,000 low-income Latino youth and adult listeners. Their model of bilingual social marketing has proven successful in increasing voter participation, decreasing smoking, and improving health outcomes. The Dewey Square Group will refer 500,000 youth and adults to CETF partners and other anchor organizations for computer and broadband training opportunities by creating a mapping tool that links non-users to digital training centers, public computer centers, and free hot spots.

35. Measuring Campaign Impact for Sustainable Broadband Adoption

CETF will measure the impact of their Get Connected! awareness campaign using the Public Policy Institute’s 2008 survey as a baseline. CETF can accurately and effectively gauge the success of its strategies, including the statewide awareness program by measuring annual increases in the rate of broadband adoption at home. The PPIC survey also provides the demographic breakdown of broadband users, which will enable CETF to ensure that the campaign is actually reaching their target audience.

In order to be selected as a partner for this grant application, each partner had to submit an awareness campaign impact evaluation plan. While the evaluation strategy varies depending on the outreach strategies and each partner’s program plan, each evaluation strategy was selected because it is the most efficient for collecting quantitative and/or qualitative data regarding the size, scope, and efficacy of the particular funded program. Radio Bilingue, for example, will evaluate their program primarily based on the number of radio listeners who have been reached by the campaign, using standard media rating tools. United Way will be conducting an analysis of their outreach campaign in order to ensure that they are reaching the number of individuals they intended, that these individuals are from the target demographic populations, and that the



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

people who participate in the trainings are satisfied with the services and continue to use broadband.

The majority of partners plan to measure the number of people who seek broadband access as a result of the awareness raising campaign. Partners will track: the number of people who follow up on the campaign with inquiries for more information, resources or services; the number of unique broadband connections established as a result of the campaign; the number of unique broadband connections that are still active after one year; and the number of people who participate in awareness raising events and broadband connection trainings.

United Way's 2-1-1, for example, will be monitoring the referrals made to their partners that result in enrollment in digital literacy training. Each partner organization will report results of their awareness campaign strategy to their investment officer at CETF according to the term and conditions of their contract.

36. Sustainable Broadband Adoption Total Cost Per New Subscriber.

What is the total cost of your project per new subscriber (household, individual, or institutional) or new end-user? **8.00**

F. Project Viability

Technical Viability

37. Technology Strategy

37 - A. Public Computer Center Technology Strategy

37 - B. Sustainable Broadband Adoption Technology Strategy

While public attention has focused on the issue of the availability of broadband service, research by CETF has shown that adoption is the key factor in increasing broadband usage in underserved communities in California. Barriers to broadband adoption include mistaken perceptions of cost, limited awareness of the benefits of technology, and a disconnect to organizations that can provide technical support. The Broadband Awareness and Adoption partnership has developed a two-fold strategy that includes the following:



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

- (1) Providing carefully targeted public information messages that dispel myths about broadband, inform people about the benefits of broadband usage, and direct them to resources in their local communities that can provide training and help them get connected; and
- (2) Building a statewide network of supportive services that help people learn basic digital technology skills, access online services and resources, and gain the opportunity to purchase low-cost personal computer systems.

A Targeted Public Information Campaign

The public information strategy of the Broadband Awareness and Adoption initiative will emphasize the use of carefully targeted messages across a range of communication media. This includes traditional methods (e.g. radio, television) and new applications (e.g. social networking, text messaging to faith based centers) in order to raise public awareness of the value of broadband. For example, Broadband Awareness and Adoption project partners Radio Bilingue and the Dewey Square Group will engage in intensive public media campaigns targeted at specific underserved communities. Radio Bilingue will broadcast no less than 65 hours of live call in programs and produced announcements in Spanish, English, Mixteca, Hmong reaching 600,000 low-income Latino youth and adult listeners. Their model of bilingual social marketing has proven successful in increasing voter participation, decreasing smoking, and improving health outcomes. The Dewey Square Group will refer 500,000 youth and adults to CETF partners and other anchor organizations for computer and broadband training opportunities by creating a mapping tool that links non-users to digital training centers, public computer centers, and free hot spots.

The Broadband Awareness and Adoption program will also benefit from CETF's statewide Get Connected! campaign, described in more detail elsewhere in this application. Get Connected! will employ highly focused messages in targeted communities utilizing radio, DVDs, and a variety of other media. The Get Connected! initiative, which began in the Los Angeles media market mid-June 2009, will result in thousands of referrals that will enable low-income Californians to receive the assistance they need to gain basic broadband connectivity in their homes, and to obtain the digital literacy necessary to use the technology.

Locally Available Training and Supportive Services

An essential component to ensure the success of Broadband Awareness and Adoption is linking



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

the messages to trusted messengers in the local community. The United Way 2-1-1 system will enable members of underserved populations to obtain information on digital literacy opportunities in their community that fit their unique circumstance. As an additional benefit, linkages to the 2-1-1 system will enable users to access health, human services, and educational resources and public benefits for which they are eligible. The 2-1-1 model includes a follow-up call to ensure the quality of the referral and encourage the caller, if needed. This reinforces the value of broadband connectivity to the home.

The Center for Accessible Technology (CAT) also proposes to build a new model of broadband information and training strategy to serve people with disabilities statewide called The Assistive Technology (AT) Coalition. The AT Coalition will build a multifaceted online resource and outreach strategy that provides vital information to California's underserved disability community.

CAT will implement three interrelated strategies to advance the goals of a more informed and connected disabled community in California and beyond. The first is an online component which emulates the success of Wikipedia - it develops an assistive technology wiki that allows individuals the opportunity to share their knowledge regarding assistive technology. The second component will leverage the information derived from the wiki, into a radically new online resource that deploys assistive technology information to a wider audience while developing the connections between manufacturers, retailers, and end users. The third component is an extensive online training and outreach strategy to people with disabilities about broadband and assistive technology. These trainings will reach 2,000 disabled individuals directly in partnership with senior centers, Independent Living Centers, and other community resources. People will be invited to attend to learn about how they can use a computer, information about assistive technology, and the importance of broadband for people with disabilities to improve health, education, and economic outcomes for themselves and their families. After the second year of this project, the website and curriculum will then serve as a national model and resource for millions of people with disabilities.

The two-pronged technology strategy of the Broadband Awareness and Adoption initiative, combining targeted public information with training and support, will enable underserved California residents to overcome those barriers that have historically limited their access to broadband technology. This integrated strategy offers an innovative model that others can implement through the development of similar partnerships at the local, regional or statewide level.



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

Organizational Capability

38. Management Team Resumes.

Please refer to upload section at the end of document.

39. 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 promoting high-speed Internet access to underserved communities across California, with a special focus on connecting residents in rural areas, those living in disadvantaged urban neighborhoods, and individuals with disabilities. Since its creation in 2006 by the California Public Utilities Commission, CETF has been pursuing increased connectivity using the following five strategic approaches: Civic Leader Engagement; Venture Philanthropy Grantmaking; Public Policy Promulgation; Public Awareness and Education; and Strategic Partnerships. Underpinning this work, CETF has identified five components of comprehensive programs to increase broadband adoption (the 5As), which form the framework for these efforts: Access; Applications; Affordability; Accessibility; and Assistance.

CETF is uniquely positioned to be an agile and effective manager of BTOP resources because it has already disbursed \$6.7 million in grant monies to expand Internet access in critical regions around the State and has approved \$20 million for additional grantees for broadband access and adoption projects, to be leveraged more than 1:3 by match funding. These grants include \$3.6 million dollars awarded to the University of California to develop the California Telehealth Network, linking 1,000 rural and tribal clinics and hospitals to urban medical centers. In addition, California State University has been awarded \$750,000 to develop a digital access and education program for people with disabilities, and \$900,000 has been awarded to non-profits serving Oakland and East Oakland schools for computer training and broadband access.

CETF has also partnered with other key California agencies to compile recent and highly accurate data regarding which areas are most in need of Internet and computer access. CETF, working with ZeroDivide, partnered with the Public Policy Institute of California to conduct an annual survey to measure the percentage of those with access. Based on survey results, CETF

**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

found that only 62% of California residents have broadband access at their homes. These CETF efforts have helped to clearly identify those areas that are farthest behind in the digital age.

CETF places great importance on measuring outcomes-its own and those of its grantees. In its 2009 Annual Report, CETF will report on progress towards the following planned results in 2010:

- Telemedicine Sites Connected to California Telehealth Network: 720
- Housing Units Connected: 30,000
- People trained for the Digital Workforce: 1,300
- Youth Becoming Digitally Literate: 2,800
- Adults Becoming Digitally Literate: 5,600
- Computers Refurbished: 22,000
- People Reached Through Distance Learning: 30,000

40. Organizational Chart.

Please refer to upload section at the end of document.

Community Involvement

41. Key Partners

United Ways of California
Peter Manzo, President and CEO

The United Ways' 2-1-1 system will create or retain 88 technology-based positions in California, refer thousands of youth and adults to connect to basic and advanced computer skills training, and refer 12,000 low-income households to subscribe to broadband.

Access Now

Kari Gray, Executive Director

The Access Now program will train 2,430 adults and youth in basic computer skills and Internet literacy.

Chicana Latina Foundation

**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

Olga Talamante, Executive Director
CLF will train 11,062 youth and adults in basic computer skills and Internet literacy. In addition, 1,327 low-income households will subscribe to broadband services.

Dewey Square Group
Margaret Laws, Vice President
The Dewey Square Group will refer 500,000 youth and adults to CETF partners and other anchor organizations for computer and broadband training opportunities.

Latino Community Foundation
Raquel F. Donoso, Executive Director
The Latino Community Foundation will train 8,320 adults who have received little outreach or training to increase understanding of importance of broadband in their lives.

The Center to Promote Healthcare Access, Inc. (One-e-App)
Claudia Page, Director
The Center to Promote Healthcare Access will screen 175,000 youth and adults and connect them to employment support services where they can learn more about digital careers, and cause 1310 households to subscribe to broadband services.

Radio Bilingue
Hugo Morales, Executive Director
Radio Bilingue will broadcast no less than 65 hours of live call in programs and produced announcements in Spanish, English, Mixteca, Hmong reaching 600,000 low-income Latino youth and adult listeners.

Center for Accessible Technology
Dmitri Belser, Executive Director
The Center for Accessible Technology will train 500 low-income adults in basic computer skills, Internet literacy and assistive technology using online webinar training at remote locations.

42. Partnering with Disadvantaged Businesses

CETF has developed a close working relationship with California Resources and Training (CARAT-<http://www.caratnet.org>; Contact: Selma Taylor). As a CETF grantee and core



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

partner in Broadband Awareness and Adoption, CARAT will provide aggressive outreach and technical assistance to small and disadvantaged businesses by linking them to the services and technical support being provided by the 8 partners. CARAT will also provide support directly to all partners, enabling them to customize their education programs to meet small business needs.

CARAT will provide direct training and technical assistance to 25,000 small business owners by offering 500 training and technical assistance sessions in strategically targeted regions of California. This work will be executed in conjunction with the Black Business Association, the California Hispanic Chamber of Commerce Foundation and the Asian Business Association; all have submitted MOUs and letters of support detailing their participation in this Broadband Awareness and Adoption initiative (see attached).

CARAT has developed its small business educational programs based upon input received through a broadband technology survey of over 3,600 California-based, minority small business owners that CARAT and statewide ethnic chambers of commerce conducted in 2008 and 2009. The survey gathered detailed information regarding these business owners' comprehension and use of technology in general and of broadband technology in particular.

Ability to Start Promptly & Timeline

43. Project Timeline and Challenges

Broadband Awareness and Adoption builds and expands upon the innovative work CETF has been engaged in since 2006, developing a statewide network of partners that are committed to utilizing best practices to close the Digital Divide. In April 2009, CETF began convening existing and new statewide partners 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 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 Broadband Awareness and Adoption activities during the 24-month project period. Ongoing and quarterly activities for Broadband Awareness and Adoption include:



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

Ongoing activities:

- (1) Monthly webinars involving all CETF and partner staff;
- (2) Monthly monitoring reports; and
- (3) Ongoing interaction and support provided by CETF staff, CARAT staff, and the Center for Accessible Technology.

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 cybergrant-based online report due; First report to NTIA.

Quarter 2

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

Quarter 3

Second in-person learning community meeting.

Quarter 4

Annual assessment of impact reviewed by all partners.

Quarter 5

Third in-person learning community.

Quarter 6

Launch final project accountability monitoring.



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

Quarter 7

Continue intensive implementation of results monitoring.

Quarter 8

Final in-person learning community 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.

44. Non-Infrastructure Projects - Licenses and Regulatory Approvals

45. Legal Opinion.

Please refer to upload section at the end of document.

G. Project Budget & Sustainability

Project Profile: Budget and Budget Narrative

46. Budget Narrative

The two-year budget for Broadband Awareness and Adoption has been developed to most efficiently utilize grant and matching funds to benefit the communities that will be the recipients of project services. The federal request of \$7,251,295 and the \$2,109,377 match provided by CETF and the 8 collaborative project partners include the following line items:

1) Personnel: CETF staff personnel costs equal \$132,071, which includes a federal request of \$105,657 and a CETF cash match of \$26,414. These costs include:

Senior Vice President (0.0525 FTE) = \$16,144 Project management, staff supervision.
Investment Manager (0.15 FTE) = \$24,600 Coordination of Investment Officers.



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

Investment Officers (0.6 FTE) = \$76,875 Communication, technical assistance for partners. [redacted] Technical support for CETF and project partners.

2) Fringe Benefits: Total of \$36,452 represents a fringe benefit rate of 27.6% for all project staff (including medical, dental, FICA, unemployment and retirement). Of this amount, the federal request is \$29,161 and the CETF match is \$7,291.

3) Travel: Total cost of \$4,725, to be used for travel by project Investment Officers to visit partner sites. Federal request is \$3,780; CETF match is \$945.

4) Equipment: None.

5) Supplies: Total of \$50,531 is budgeted for supplies, with a federal request of \$40,425 and a CETF match of \$10,106. Includes a portion of the cost of: assistive technology for use by project partners (\$45,000), personal computers (\$1,500), MS Office Software (\$262), cell phones (\$75) and desk phones (\$94) for use by newly hired Investment Officer staff, along with outcome Software (\$3,600).

6) Contractual: The total budget for contractual costs for Broadband Awareness and Adoption is \$9,068,253, which includes a federal request of \$7,017,360 and a CETF and partner match of \$2,050,893.

Of the federal request, \$6,981,960 is for the 8 Broadband Awareness and Adoption partners that will implement the program, and a request of \$35,400 for contractual costs for the project as a whole.

The contractual budget for the project also includes a cash and in-kind match of \$1,129,901 provided by the collaborative partners; a cash match of \$912,142 provided by CETF to the project partners; and a cash match of \$8,850 provided by CETF for contractual costs for the project as a whole.

An individual Memorandum of Understanding with CETF details each participating partner's specific roles and responsibilities, with federal request and matching amounts provided by each project partner indicated below.



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

Partner	Federal Request	Org. Match
Access Now	\$69,000	\$10,000
Chicana Latina Foundation	\$535,000	\$72,416
Latino Community Foundation	\$750,000	\$148,307
Radio Bilingüe	\$800,000	\$137,016
The Center To Promote Healthcare Access, Inc	\$1,500,000	\$261,167
Center For Accessible Technology	\$527,960	\$65,995
211/United Way	\$1,600,000	\$250,000
Dewey Square Group	\$1,200,000	\$185,000

As indicated above, this category also includes a federal request of \$35,400 and a CETF cash match of \$8,850 for contractual costs related to the project as a whole, equal to a total of \$44,250 for the following activities: communication (\$18,750); reporting and learning community management (\$10,500); document design and printing (\$9,000); and intern stipends (\$6,000).

7) Construction: None.

8) Other: This category includes a total of \$9,780 for the cost of a training meeting of project partners, with \$7,824 as the federal request and \$1,956 as the CETF cash match.

9) Indirect: Total indirect expenses of \$58,860 reflect CETF costs for financial management, facilities, and operating costs. The federal request is \$47,088 and the CETF cash match is \$11,772. The amount for indirect is equal to less than 1% of the total federal request.

10) Non-Federal Match: CETF and its partner organizations will provide a substantial cash and in-kind match for Broadband Awareness and Adoption, demonstrating their strong commitment to the success of the project. The total non-federal match is equal to \$2,109,377 or 22.53% of the total project costs.

Cash and In-kind Match: CETF investment in the project is reflected in a cash match of \$979,476, equal to 10.46% of total project costs. Project partners will provide an additional cash match of \$882,667, or 9.43% of the federal request. The total cash match equals \$1,862,143, or 19.9% of the project cost.



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

The total in-kind match provided by the partners in the Broadband Awareness and Adoption project is \$247,234, equal to 2.64% of total project costs including personnel, equipment and supplies necessary for the implementation of the project. The partners will also contribute all of the program space, and their full indirect costs. While these amounts are not reflected in the match totals, they represent additional contributions to the Broadband Awareness and Adoption program.

Beyond the match identified above, CETF will contribute \$1.1 million over the next three years to its Get Connected! campaign, an intensive outreach program designed to raise public awareness in underserved communities about the benefits of broadband usage described in the “outreach” section of this proposal.

Spending Plan: The timeline for project expenditures shows \$5,603,788 in federal funds spent in Year One, with \$2,258,562 in the 1st Quarter, \$1,119,292 in the 2nd Quarter, \$1,112,967 in the 3rd Quarter and \$1,112,967 in the 4th Quarter. For Year Two, the budget estimate is \$1,647,507. The larger Cash Need forecast for Year One (and the 1st Quarter of Year One) is based upon the partners’ readiness to invest BTOP and matching funds as rapidly as possible to maximize early impact on the economic recovery in California and nationwide.

47. Non-Infrastructure Projects - Budget Reasonableness

Broadband Awareness and Adoption budgets were developed over a four-month time period during the strategic planning process convened by CETF to develop this application. Each partner’s budget was analyzed by CETF investment officers and taken through multiple iterations. This planning work involved significant time and resources and used state-of-the-art online meeting and social networking tools to maximize its effectiveness.

CETF investment officers met with Broadband Awareness and Adoption partners individually to review the costs associated with the dramatic expansion of program services detailed by Broadband Awareness and Adoption program plans and the corresponding levels of potential federal investment and available matching resources. Each partner developed three linked planning tools designed to carefully match program expenditures with the corresponding timelines. These included an accountability framework—a flexible, logic model-type planning tool which linked the planned goal, objective and corresponding outcomes and indicators to the



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

actual activities necessary to realize them. Activities were then matched with the resources/expenditures needed to implement those activities. Following this, the activities were laid out in a rigorous timeline.

To further evaluate 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. Examples include installation, maintenance, training, tech support and replacement parts. TVO refers to acquisitions and upgrades designed to make staff more productive or to improve the service offered to constituents, and improving the overall return on investment.

This process helped make the Broadband Awareness and Adoption budget a highly refined and cost-effective strategy for closing the Digital Divide in California. The cost per broadband user through Broadband Awareness and Adoption activities is approximately \$8, which is extraordinary, even for the first two years of program operations. This already low cost per user will decrease, given that Broadband Awareness and Adoption builds significant program and institutional capacity, enabling partners to continue offering programs and services beyond the grant period thereby reducing the cost-per-user even further.

Matching resources were also developed that were not included in the application budget but which will significantly enhance Broadband Awareness and Adoption outcomes. These include the investment that CETF is making in the Get Connected! campaign, a statewide awareness raising effort that is expected to provide a significant increase in participants in the Broadband Awareness and Adoption program.

48. Demonstration of Financial Need

On Friday, July 24, 2009, California adopted its fiscal year 2010 State budget that 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. The State budget contains no new opportunities for funding the Broadband Awareness and Adoption activities described by this proposal. Many Broadband Awareness and Adoption partners who rely upon State funding to help support components of the operations of their programs will experience reductions in State support. Simultaneously, foundation support that many of the partner organizations rely upon



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

has also declined, as a consequence of shrinking foundation endowments. Absent the funding requested by this proposal, 65 jobs will be lost within partner organizations further hindering their ability to close the Digital Divide.

The California Emerging Technology Fund received seed funding at startup to launch its innovative work enabling its partner organizations to close the Digital Divide in California. 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 10% of the total Broadband Awareness and Adoption budget to further leverage the federal investment in this program.

CETF has also provided significant staff support in organizing the statewide Broadband Awareness and Adoption partners, beginning with pilot grants made over the past two years to these programs and, between March and August of 2009, helping to design and organize the development of the Broadband Awareness and Adoption proposal described here.

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 envisaged by this project. Analysis of Broadband Awareness and Adoption partner budgets submitted as part of the planning process reveals that partners have even less capacity to support the level of activity foreseen with existing revenues. Partner financial statements are on file with CETF and are available on request.

CETF routinely monitors funding opportunities available for the type of work represented by this proposal. This includes monitoring of grants.gov, State of California websites, and private funding opportunity databases. Extensive searching of these funding information sources has not yielded sufficient funding opportunities that would provide the level of resources needed to launch Broadband Awareness and Adoption activities.

49. Historical Financial Statements.

Please refer to upload section at the end of document.



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

Project Profile: Long Term Sustainability

50. Sustainability.

51 - A. Public Computer Center Sustainability

51 - B. Sustainable Broadband Adoption Sustainability

Broadband Awareness and Adoption partners have developed a two-part sustainability strategy: programmatic and financial. Both are rooted in the partners' long-term experience developing and funding high-impact programs to close the Digital Divide.

The key investments from BTOP and matching resources 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 the need for digital literacy in general among the target populations as a result of the Get Connected! awareness campaign and other awareness-raising efforts;
- 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 statewide;
- Improved infrastructure built as a result of the BTOP and matching resource investment; and
- Enhanced staff capacity and connections to a statewide network of support gained as a result of participating in the Broadband Awareness and Adoption learning community.

The financial sustainability of Broadband Awareness and Adoption will result from CETF and its partners' continuing efforts to develop existing and new funding sources 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 of the first year of the project and demonstrate how investing in digital literacy advances health, education, and self-sufficiency. As the Get Connected! campaign expands, new funding

**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

opportunities will also arise through local foundations, public entities, and private sources.

Each program partner has developed and submitted an individual sustainability plan as part of the four-month planning period CETF facilitated to develop the Broadband Awareness and Adoption 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 grand period. Leveraged 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 attracted \$46.4 million in matching funds at a ratio of 1:2.3. This demonstrates the ability of CETF to find private and public sector partners to invest in digital literacy and raise the awareness and importance of broadband connectivity.

Project Profile: Outside Leverage

51. Matching Funds.

Please refer to upload section at the end of document.

52. Unjust Enrichment

CETF has not applied for Federal support for non-recurring costs in any of the areas covered by this BTOP request.

53. Disclosure of Federal and/or State Funding Sources

CETF has not received federal or state funding for the activities delineated by this BTOP proposal.

54. Buy American.

Is the applicant seeking an individual waiver of the Buy American provision?

No

Buy American Waiver Request Explanation

**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM		Easygrants ID: 308	
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption		Applicant Organization: California Emerging Technology Fund	
Task: Submit Application - Non-Infrastructure Programs		Applicant Name: Ms. Susan Walters	

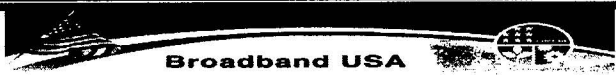
H. DOC Environmental Checklist

55. **SECTION 1** – Please refer to upload section at the end of document.

I. Compliance and Certification

56. **Certification and signature.**

Please refer to upload section at the end of the document.



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

Uploads

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

Upload Name
02. Q24 PCC; Q29 SBA - Management Team Resumes
03. Q26 PCC; Q31 SBA - Organization Chart
05. Q28 PCC; Q33 SBA Partnering: Disadvantaged Bus
06. Q35 PCC; Q40 SBA - Historical Financial Statem
08. Environmental Checklist
09. Compliance and Certifications*
10. CD-511 Certification - Lobbying, Upper Tier*
11. CD-512 Certification - Lobbying, Lower Tier
12. SF-424A Budget Information Non-Construction**
13. SF-424B Assurances Non-Construction
18. Authentication*



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/15/2009 11:21:36 PM	Easygrants ID: 308
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: California Emerging Technology Fund
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Ms. Susan Walters

To preserve the integrity of the uploaded document, headers, footers and page numbers have not been added by the system



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

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 \$11billion. 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

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.artega@cctfund.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

EDUCATION

Masters in Public Policy
May 2003
University of Southern California

Bachelor of Arts in History May 1999
University of California, Berkeley
Emphasis on US Social & Economic History

EXPERIENCE

California Emerging Technology Fund 2008-Present
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.

P.U.E.N.T.E Learning Center 2005-Present
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.

Alliance for a Better Community 2003-2005
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 21st century vocational career.

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 2003
UC Berkeley Alumni Scholarship 1993

Ms. Raquel Cinat

(310) 406-6221 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

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

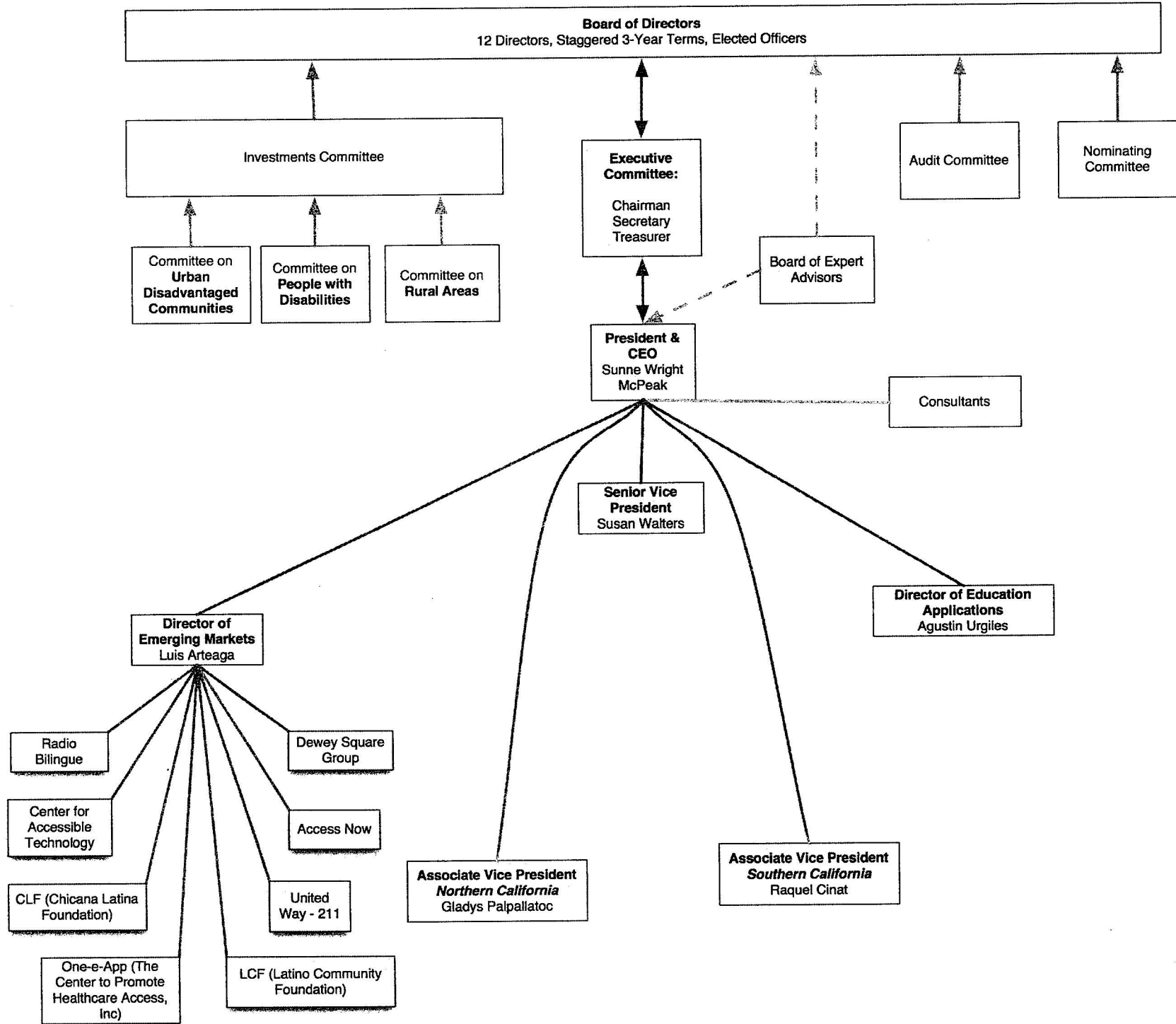
1998 to 2000 California Foundation on the Environment and the Economy (CFEE)
Consultant - Regional Telecommunications Project

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

CETF Broadband Awareness and Adoption Organizational Chart



MEMORANDUM OF UNDERSTANDING
between
California Emerging Technology Fund (CETF)
and
California Resources and Training

The California Emerging Technology Fund (referred to as "CETF") and California Resources and Training (referred to as "Partner") enter into this Memorandum of Understanding (MOU) for the purpose of implementing the Sustainable Broadband Adoption proposal being submitted to the Broadband Technology Opportunities Program (BTOP) of the National Telecommunications and Information Administration (NTIA), U.S. Department of Commerce.

Background

Over 37% of all Californians are not connected to broadband at home. The number of people lacking connectivity in California is greater than the population of Illinois. In California, large numbers of people with disabilities, rural residents and Native Americans, over 5.5 million total, a number comparable in size to the total population of Wisconsin, are not connected to broadband. The sheer magnitude of this gap mandates that California play a central role in any national effort to close the Digital Divide, particularly as our country strives to realize the economic renewal goals articulated by the American Recovery and Reinvestment Act of 2009 (ARRA).

The California Emerging Technology Fund (CETF) and its partners are ready to lead an aggressive recovery effort that will close the digital gap currently limiting economic opportunities for many Californians. Formed by order of the California Public Utilities Commission in 2006, the CETF has developed and implemented a strategic investment program that is producing real digital inclusion results and is developing highly replicable best practices.

As an immediate response to the urgent need to provide stimulus to the California economy and to maximize the role of broadband technology in future economic development, CETF has convened the "CETF Economic Recovery Partnership," which expands and builds upon the resources, strengths, and skills of its existing statewide network. Together, these partners have articulated a set of strategies that will provide California with the capacity to make great strides towards sustaining a strong, IT-based economic recovery.

In order to further these goals, CETF and the Partner enter into this Memorandum of Understanding for the express purpose of summarizing the responsibilities of each in relation to the implementation of the Sustainable Broadband Adoption proposal being submitted to NTIA. Both parties understand that these responsibilities apply only in the eventuality that this proposal is funded by the NTIA, and that the relationship between the two will be further governed by the terms of the grant agreement entered into by

CETF on behalf of the CETF Economic Recovery Partnership as well as all relevant federal and state of California rules and regulations including those promulgated by ARRA.

In furtherance of this effort, this MOU establishes the framework for a formal working relationship between the parties to this agreement and summarizes the services and resources that each commits to this program. Both parties recognize that in the event that NTIA does not fully fund the proposal submitted, CETF will make grant awards and/or budget adjustments based on direction from NTIA and a variety of criteria including: geography, consumer groups, job placements, broadband adoption, and others. Prior to disbursing funds CETF will require Partners to sign a Grant Agreement.

Responsibilities of California Emerging Technology Fund

CETF will be responsible for coordinating all BTOP activities described in the proposal submitted to NTIA. This will include implementing systems and procedures to comply with grant requirements, including monitoring and evaluation systems, and, in general, all systems required to support the realization of the proposed outcomes.

CETF will:

- Assume lead and fiscal agency responsibilities for the BTOP program including all aspects of NTIA contract implementation and development.
- Link BTOP programs and services to ongoing CETF activities and services.
- Ensure submission of all necessary reports and transparency communications to the NTIA and other agencies as required by the grant agreement and ARRA regulations.
- Contract with community-based organizations and other Partner entities involved in the implementation of CETF Economic Recovery Partnership activities.
- Provide matching resources to the program as detailed by the proposal budget.
- Take primary responsibility for development of a sustainability plan to ensure the ongoing viability and development of CETF Economic Recovery Partnership activities.

Partner Responsibilities

Partner is committed to the successful implementation of the proposal submitted for BTOP funding and to the realization of the outcomes it seeks. The Partner's specific commitments of financial, personnel and/or in-kind resources include the following:

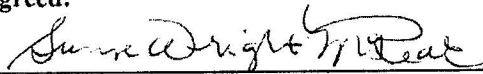
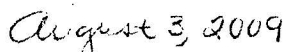
- Partner will actively participate in CETF Economic Recovery Partnership program activities and will have representation at all partnership meetings, including regular webinars convened by CETF for program partners as well as all CETF Economic Recovery Partnership learning community events facilitated by CETF in an effort to build the capacity of program partners.

- Partner will supervise all of its staff and consultant positions in the program, guaranteeing close coordination with CETF Economic Recovery Partnership program staff and activities.
- Partner will link small businesses to the services provided by the public computer centers and non-profits participating in the *Digital Literacy for All* and *Applications-Based Training/Workforce* Development proposals.
- Partner will participate in program monitoring and evaluation processes as required by NTIA, ARRA regulations and the CETF by maintaining records on activities and services, and engaging in data collection as required.
- Partner will provide resources to assist with the implementation of the CETF Economic Recovery Partnership program with an estimated value of \$110,375 over the duration of the program and consisting of a cash and in-kind match.

Terms of the Agreement

The terms of this MOU shall be from August 1, 2009 to December 31, 2011, and are subject to annual evaluations. They may be extended by written agreement of both parties. Either party, upon 30 days written notice to the other party, may terminate this agreement.

Agreed:

Sunne Wright McPeak, President and CEO
California Emerging Technology Fund
Date



July 31, 2009

Selma Taylor, Executive Director
California Resources and Training
Date



July 29, 2009

Ms. Sunne Wright McPeak
California Emerging Technology Fund
5 Third Street, Suite 520
San Francisco, CA 94103-3206

**Re: California Emerging Technology Fund
Broadband Technology Opportunities Program Application**

Dear Ms. Wright McPeak:

It is with great pleasure that I am writing this Letter of Support for the California Emerging Technology Fund's (CETF) *Economic Recovery Partnership* and application for funding from the Department of Commerce Broadband Technology Opportunities Program (BTOP). The California Hispanic Chambers of Commerce serves over 700,000 disadvantaged small businesses in California. We have a dedicated procurement program that prepares disadvantaged small businesses for procurement opportunities. If CETF receives BTOP funding, we will work to connect the disadvantaged small businesses that participate in our procurement program with CETF's partner organizations for contracting opportunities. Our members are excited about offering the myriad of services to members of the Partnership and building lasting collaborations beyond this initial funding.

The California Hispanic Chambers of Commerce has been an active partner with CETF to understand and improve the computer and broadband capacity of disadvantaged small businesses. CETF understands that Broadband connectivity for our members is a vital element of business success and economic recovery for California and the nation. The California Hispanic Chambers of Commerce is excited to assist CETF in its ongoing efforts to build the broadband technological capacity of California's disadvantaged small businesses and we are excited about the business possibilities inherent in this proposal.

Sincerely,

Joel Ayala
President & CEO

California Hispanic Chambers of Commerce
Main Phone: 916.444.2221 • Fax: 916.669.2870 • Email: office@cahcc.com

770 L Street • Suite 900 • Sacramento CA 95814 • www.cahcc.com



Over 39 years of service
Founded 1970

August 4, 2009

BOARD OF DIRECTORS

- Chairman**
Ted Davis
ISComp Systems, Inc.
- Vice Chairman**
Nathan Freeman
Figueroa Media Group, Inc.
- Secretary**
Eugene Jones
NVA Financial Group, Inc.
- Treasurer**
Kevin Caiup
AIAE-World Strategy
- Parliamentarian**
Narishimah Osei
Osei & Associates
- Directors**
Candida Moblely-Wright
Voices, Inc.
- Gwen Moore
GeM Communications
- Angela Walton
Melador Technologies, Inc.
- Steven D. Turner
Slaton Group
- Legal Counsel**
Angela Reddock, Esq.
- President & Chief Executive Officer**
Earl "Skip" Cooper, II

CORPORATE PARTNERS

- American Honda Motor Company
- AEG
- AT&T
- Bank of America
- The Boeing Company
- California Lottery
- Citibank
- Coca-Cola Enterprises
- Comerica Bank
- Department of Water & Power
- Donald Sterling Corporation
- Fannie Mae
- IBM
- JP Morgan Chase
- Kaiser Permanente Corporation
- Los Angeles World Airports
- Northrop Grumman Corporation
- Raytheon Company
- S.C.R.P.C.
- Sempra Energy
- Southern California Edison
- Swinerton Builders
- Toyota Motor Sales, Inc.
- Turner Construction Company
- Union Bank of California
- USBank
- Verizon
- Walt Disney Company
- WellPoint
- Wells Fargo Bank
- Lyceum Management Services, Ex

Ms. Sunne Wright McPeak
California Emerging Technology Fund
5 Third Street, Suite 520
San Francisco, CA 94103-3206

**Re: California Emerging Technology Fund
Opportunities Program Application**

Dear Ms. Wright McPeak:

On behalf of the Black Business Association (BBA) headquartered in Los Angeles it is with great pleasure that I am writing this Letter of Support for the California Emerging Technology Fund's (CETF) *Economic Recovery Partnership* and application for funding from the Department of Commerce Broadband Technology Opportunities Program (BTOP). The BBA have served over 80,000 disadvantaged small businesses in Southern California with a dedicated procurement program that prepares disadvantaged small businesses for procurement opportunities. Provided CETF receives BTOP funding, we will work to connect the disadvantaged small businesses that participate in our procurement program with CETF's partner organizations for contracting opportunities. Our members are excited about offering the myriad of services to members of the partnership and building lasting collaborations beyond this initial funding.

The (BBA) has been an active partner with CETF in surveying the technological and broadband needs of African American small and disadvantaged businesses in Southern California. CETF understands that Broadband connectivity for our members is a vital element of business success and economic recovery for California and the nation. The BBA is excited to assist CETF in its ongoing efforts to build the broadband technological capacity of California's disadvantaged small businesses and we are excited about the business possibilities inherent in this proposal.

Sincerely,

Earl "Skip" Cooper II
President and CEO

AFFILIATE ORGANIZATIONS

- Association of Black Women Entrepreneurs
- Black Women's Network
- California Black Chamber of Commerce
- California Council of Black Chamber
- Minority Business Enterprise Legal Defense & Education Fund
- National Black Business Council
- The Greenlining Institute
- The National Association of African American Chambers of Commerce
- The National Black Chamber of Commerce
- Pan African Film & Arts Festival
- Recycling Black Dollars

MEMORANDA OF UNDERSTANDING

- California Manufacturing Technology Center
- Los Angeles Economic Development Corporation
- Los Angeles Minority Business Opportunity Committee
- Southwest Los Angeles County Small Business Development Center
- U.S. Small Business Administration Los Angeles District Office
- Southland Business Development Partnership
- The Urban Leadership Project
- USC Business Expansion Network
- Valley Economic Development Center

The Black Business Association

Mailing Address: P.O. Box 43159, Los Angeles, CA 90043

Tel: (323) 291-9334 • Fax: (323) 291-9234 • Website: www.bbala.org • E-mail: mail@bbala.org



1167 MISSION STREET, 4TH FL
SAN FRANCISCO
CALIFORNIA 94103-5910
TEL: (415) 928-5910
FAX: (415) 921-0182
<http://www.asianinc.org>
info@asianinc.org

BOARD OF DIRECTORS
FRANK FUNG
CHAIR
STEVEN DOI
VICE CHAIR
MARY ERGINA
SECRETARY-TREASURER

RICHARD CERBATOS
DAVID LEE
JONATHAN LEONG
GREGORY MARUTANI
ALAN S. WONG
MICHAEL A. CHAN
PRESIDENT

July 29, 2009

Ms. Sunne Wright McPeak
California Emerging Technology Fund
5 Third Street, Suite 520
San Francisco, CA 94103-3206

Re: **California Emerging Technology Fund**
Broadband Technology Opportunities Program Application

Dear Ms. Wright McPeak:

It is with great pleasure that I am writing this Letter of Support for the California Emerging Technology Fund's (CETF) *Economic Recovery Partnership* and application for funding from the Department of Commerce Broadband Technology Opportunities Program (BTOP). ASIAN, Inc. serves 3,993 number of disadvantaged small businesses throughout California. We have a dedicated procurement program that prepares disadvantaged small businesses for procurement opportunities. If CETF receives BTOP funding, we will work to connect the disadvantaged small businesses that participate in our procurement program with CETF's partner organizations for contracting opportunities. Our members are excited about offering the myriad of services to members of the Partnership and building lasting collaborations beyond this initial funding.

ASIAN, Inc. has been an active partner with CETF to understand and improve the computer and broadband capacity of disadvantaged small businesses. CETF understands that Broadband connectivity for our members is a vital element of business success and economic recovery for California and the nation. ASIAN, Inc. is excited to assist CETF in its ongoing efforts to build the broadband technological capacity of California's disadvantaged small businesses and we are excited about the business possibilities inherent in this proposal.

Sincerely,

Michael A. Chan
President

**CALIFORNIA EMERGING TECHNOLOGY FUND
AUDITED FINANCIAL STATEMENTS
FOR FISCAL YEAR ENDED
JUNE 30, 2008**

HICA & CO.

Management consulting and certified public accountancy firm

HCA&Co.
Certified Public Accountant

Tower Building
595 Market Street
Suite 2160
San Francisco, CA 94105-2843

www.hcaaccounting.com

415.283.4490 tel
415.283.4499 fax

**CALIFORNIA EMERGING TECHNOLOGY FUND
AUDITED FINANCIAL STATEMENTS
FOR FISCAL YEAR ENDED
JUNE 30, 2008**

CALIFORNIA EMERGING TECHNOLOGY FUND

TABLE OF CONTENTS

	<u>Page</u>
INDEPENDENT AUDITOR'S REPORT on Financial Statements	1
FINANCIAL STATEMENTS	
Statement of Financial Position	2
Statement of Activities	3
Statement of Functional Expenses	4
Statement of Cash Flows	5
Notes to Financial Statements	6

INDEPENDENT AUDITOR'S REPORT

Board of Directors
California Emerging Technology Fund (CETF)
San Francisco, California

We have audited the accompanying statements of financial position of California Emerging Technology Fund (CETF) (a California nonprofit public benefit organization) as of June 30, 2008, and the related Statements of Activities, Functional Expenses, and Cash Flows for the year then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and the significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of California Emerging Technology Fund as of June 30, 2008, and the changes in its net assets, and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

HCA & Co.

HCA & CO., CPA
San Francisco, California
December 1, 2008

CALIFORNIA EMERGING TECHNOLOGY FUND (CETF)
STATEMENT OF FINANCIAL POSITION
FOR THE FISCAL YEAR ENDED JUNE 30, 2008

ASSETS

Cash	\$	32,773,896
Prepaid expense		12,972
Property and equipment, net		44,157
TOTAL ASSETS	\$	<u>32,831,025</u>

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts payable and accrued expenses	\$	25,039
Grants payable		11,271,970
TOTAL LIABILITIES		<u>11,297,009</u>

NET ASSETS

Unrestricted:		<u>5,864,797</u>
TOTAL UNRESTRICTED		5,864,797
Temporarily restricted:		
Grant commitments		15,669,220
TOTAL TEMPORARILY RESTRICTED		<u>15,669,220</u>
Permanently restricted:		<u>-</u>
TOTAL PERMANENTLY RESTRICTED		-
TOTAL NET ASSETS		<u>21,534,017</u>
TOTAL LIABILITIES AND NET ASSETS	\$	<u>32,831,025</u>

The accompanying notes are an integral part of these financial statements

**CALIFORNIA EMERGING TECHNOLOGY FUND (CETF)
STATEMENT OF ACTIVITIES
FOR THE FISCAL YEAR ENDED JUNE 30, 2008**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
<u>REVENUES AND SUPPORT</u>				
Contributions	\$ 375,200	\$ -	\$ -	\$ 375,200
Grants	-	12,000,000		12,000,000
Miscellaneous	250	-	-	250
Investment income and gains	1,030,389	-	-	1,030,389
Net assets released from restrictions	15,525,137	(15,525,137)	-	-
TOTAL REVENUES AND SUPPORT	<u>16,930,976</u>	<u>(3,525,137)</u>	<u>-</u>	<u>13,405,839</u>
<u>EXPENSES</u>				
Program services				
Accessibility and community outreach	1,058,276	-	-	1,058,276
Information technology	84,611	-	-	84,611
Grant awards	14,382,250	-	-	14,382,250
Total program services	<u>15,525,137</u>	<u>-</u>	<u>-</u>	<u>15,525,137</u>
Supporting services				
Management and general	537,453	-	-	537,453
TOTAL EXPENSES	<u>16,062,590</u>	<u>-</u>	<u>-</u>	<u>16,062,590</u>
Change in net assets	868,386	(3,525,137)	-	(2,656,751)
Net assets, beginning of year	4,996,411	19,194,357	-	24,190,768
NET ASSETS, END OF YEAR	<u>\$ 5,864,797</u>	<u>\$ 15,669,220</u>	<u>\$ -</u>	<u>\$ 21,534,017</u>

The accompanying notes are an integral part of these financial statements

CALIFORNIA EMERGING TECHNOLOGY FUND (CETF)
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2008

	Program Services			Total Program Services	Total Supportive Services	Total Expenses
	<u>Accessibility and Community Outreach</u>	<u>Information Technology</u>	<u>Grant Awards</u>		<u>Management and General</u>	
<u>Personnel Costs</u>						
Salaries and other compensations	\$ 409,149	37,195	\$ -	\$ 446,344	\$ 297,563	\$ 743,907
Payroll taxes	20,915	1,901	-	22,816	15,211	38,027
Employee benefits	<u>22,025</u>	<u>2,003</u>	-	<u>24,028</u>	<u>16,018</u>	<u>40,046</u>
	452,089	41,099	-	493,188	328,792	821,980
<u>Other Expenses</u>						
Reimbursed employee expenses	14,523	1,321	-	15,844	10,562	26,406
Board cultivation and meetings	-	-	-	-	35,559	35,559
Professional services	-	-	-	-	108,926	108,926
Insurance	9,304	846	-	10,150	6,767	16,917
Occupancy	21,288	1,935	-	23,223	15,482	38,705
Telephone	10,397	945	-	11,342	7,561	18,903
Supplies	1,394	126	-	1,520	1,014	2,534
Printing and reproduction	5,640	513	-	6,153	4,102	10,255
Postage and delivery services	2,814	256	-	3,070	2,046	5,116
Equipment lease and maintenance	3,219	293	-	3,512	2,342	5,854
Miscellaneous	2,921	266	-	3,187	2,124	5,311
Depreciation	-	-	-	-	12,177	12,177
Consultants and outside services	109,992	-	-	109,992	-	109,992
Broadband mapping and related expenses	424,695	-	-	424,695	-	424,695
Information technology	-	37,011	-	37,011	-	37,011
Grant awards	-	-	14,382,250	14,382,250	-	14,382,250
TOTAL EXPENSES	<u>\$ 1,058,276</u>	<u>\$ 84,611</u>	<u>\$ 14,382,250</u>	<u>\$ 15,525,137</u>	<u>\$ 537,453</u>	<u>\$ 16,062,590</u>

The accompanying notes are an integral part of these financial statements

**CALIFORNIA EMERGING TECHNOLOGY FUND (CETF)
STATEMENT OF CASH FLOWS
FOR THE FISCAL YEAR ENDED JUNE 30, 2008**

CASH FLOWS FROM OPERATING ACTIVITIES

Change in net assets \$ (2,656,751)

**ADJUSTMENTS TO RECONCILE CHANGE IN NET
ASSETS TO NET CASH PROVIDED (USED) BY
OPERATING ACTIVITIES**

Depreciation	12,177
Prepaid expense	9,397
Accrued employees' vacation	23,027
Employee retirement contributions payable	(26,447)
Grants payable	11,271,970
Accrued expenses	2,011
Accounts payable	(94,873)
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	<u>8,540,511</u>

CASH FLOWS FROM INVESTING ACTIVITIES

Furniture and equipment (1,740)

**NET CASH (USED) BY
INVESTING ACTIVITIES** (1,740)

CASH FLOWS FROM FINANCING ACTIVITIES

**NET CASH PROVIDED BY
FINANCING ACTIVITIES** -

NET INCREASE IN CASH 8,538,771

Cash, beginning of year 24,235,125

CASH, END OF YEAR **\$ 32,773,896**

The accompanying notes are an integral part of these financial statements

**CALIFORNIA EMERGING TECHNOLOGY FUND (CETF)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2008**

1. ORGANIZATIONAL HISTORY AND PROGRAMS SUMMARY

The California Emerging Technology Fund (CETF) was established and funded through the SBC/AT&T and Verizon/MCI merger agreements approved by the California Public Utilities Commission (CPUC) in November 2005 to help bridge the Digital Divide. It became a qualified public benefit entity in May 2006.

As a condition of approval of the mergers, CPUC required the surviving companies, AT&T and Verizon, to collectively provide a total of \$60 million over a 5-year period to CETF in shareholder contributions to the fund “for the purpose of achieving ubiquitous access to broadband and advanced services in California, particularly in underserved communities, through the use of emerging technologies by 2010”. AT&T and Verizon are required to contribute \$9 million and \$3 million each per year respectively. Funds dedicated to CETF will be used to attract matching funds in like amounts from other organizations.

The primary purpose of establishing CETF is to fund deployment of broadband facilities in underserved communities, defined as communities without broadband service, communities with access to only one broadband service provider other than satellite, or below average broadband adoption rates. Communities with below average adoption rates primarily include low-income households, ethnic minority communities, disabled citizens, seniors, small businesses, and rural or high-cost geographic areas. The CETF will also focus on deployment of broadband facilities to bring critical advanced services to high cost and rural areas, such as telemedicine and online education. Underserved communities include, but not limited to, individuals, groups, and organizations that face telecommunications challenges or disadvantages due to disabilities, low incomes, inadequate telecommunications infrastructure, language and cultural differences, lack of technological understanding and/or equipment, and other constraints.

The stated mission of CETF is to provide leadership statewide to minimize the Digital Divide by accelerating the deployment and adoption of broadband and other advanced communication services to un-served and underserved communities. As stated herein, these tasks and initiatives would be accomplished by making investments in programs and projects to improve access, applications, affordability, accessibility and assistance to broadband – the “5As” of the Digital Divide – while utilizing its core paradigm of Communicate, Connect, and Compete.

The initial priority consumer communities for project focus are:

- Rural communities that lack the broadband infrastructure.
- Urban poor and disadvantaged communities that lack the computers and affordable connections to the Internet with relevant applications.
- Disabled populations that lack technology accessibility.

CALIFORNIA EMERGING TECHNOLOGY FUND (CETF)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2008 (continued)

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

A. Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues during the reporting periods. Actual results could differ from those estimates.

B. Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Under this method, revenues are recorded when rights to receive them are earned, or when services have been provided, and expenditures are recorded when obligation to pay is incurred.

C. Financial Statement Presentation

The accompanying financial statements are presented on the basis of unrestricted, temporarily restricted, and permanently restricted net assets.

Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of CETF and changes therein are classified and reported as follows:

Unrestricted net assets – Net assets that are not subject to donor-imposed restrictions.

Temporarily restricted net assets – Net assets subject to donor-imposed restrictions that may or will be met, either by actions of CETF and/or passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Total temporarily restricted net assets appropriated for grant commitments by the board of directors as of June 30, 2008 was \$15,669,220.

Permanently restricted net assets – Net assets subject to donor-imposed restrictions that stipulate that they be maintained permanently by CETF. Generally, the donors of these assets permit CETF to use all or part of the income earned on any related investments for general or specific purposes. There were no permanently restricted net assets at June 30, 2008.

CALIFORNIA EMERGING TECHNOLOGY FUND (CETF)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2008 (continued)

D. Revenue Recognition and Basis of Presentation

The financial statements have been prepared on the accrual basis of accounting. Contribution income is recognized when there is an unconditional promise to give.

Revenues are reported as increases in unrestricted net assets unless their use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Appreciation or depreciation in market value of investments and gains and losses on other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expiration of temporary restrictions on net assets is reported as net assets released from restrictions. Grant income is recognized when the service is provided and related conditions satisfied.

E. Cash and Cash Equivalents

For purposes of the Statement of Cash Flows, CETF considers all unrestricted highly liquid investments with original maturities of three months or less to be cash equivalents.

F. Comparative Financial Information

As this is the Organization's inaugural audit, no comparative financial information by net asset class is presented herein for the year ended June 30, 2008.

G. Functional Allocation of Expenses

Costs of providing programs and other activities are accumulated into separate groupings as either direct or indirect. Indirect or shared costs are allocated to the programs and supporting services by a method which best measured the relative degree of benefit. Accordingly, certain costs have been allocated between the program and supporting services in reasonable ratios determined by management.

H. Contributed Goods and Services, Unconditional Promises to Give

Contributions, including, unconditional promises to give, are recognized as revenues in the period received. Conditional promises to give are not recognized until they become unconditional, that is when the conditions on which they depend are substantially met. Contributions of assets other than cash are recorded at their estimated fair value at the date of donation. Contributions to be received after one year are presented at their discounted value. CETF received approximately \$12.4 million in corporate grants during the fiscal year ended June 30, 2008. In addition, CETF secured matching funds of approximately \$24 million.

A substantial number of unpaid volunteers and board of director members have made significant contributions of their time and other resources to support the Organization's activities. The value of these services is not reflected in these statements since it is not susceptible to objective measurement or valuation.

CALIFORNIA EMERGING TECHNOLOGY FUND (CETF)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2008 (continued)

I. Grant Commitments and Payments

CETF made grant commitments (grant agreements and contracts) of approximately \$14.4 million, to various grantees, out of the total Board-approved grants of \$18.8 million during the audit period. Board-approved grant solicitation requests are not recognized as liabilities until management conclude due diligence and suitability analysis; and, then execute grant agreements evidencing the commitments. Total grant payments during the year was approximately \$3.1 million, with the remaining commitments of \$11.3 million accrued as a liability as of June 30, 2008.

J. Contingent Liabilities

Conditions contained within various contracts and grants awarded to CETF are subject to the funding organizations' criteria and regulations, as well as CPUC enabling Order, under which expenditures may be charged against and may be subject to audits under such regulations and criteria. Occasionally, such audits may determine that certain costs incurred against the contracts or grant awards may not comply with the established criteria that govern them. In such cases, CETF could be held responsible for repayments to the funding organizations and/or oversight public agencies for the costs or be subject to the reductions of future funding in the amount of the costs. Management does not anticipate any material questioned costs for the contracts administered and/or grants received and/or awarded during the audit period.

K. Income Taxes and Exempt Status

CETF is qualified as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code of 1954, as amended, and California Revenue and Taxation Code Section 23701d. Accordingly, CETF does not pay federal or state income taxes and thus, no provision for income taxes has been made in these financial statements. In addition, CETF qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization that is not a private foundation under Section 509(a)(2).

L. Property, Equipment, Rights and Tenant Improvements

Property and equipment are recorded at cost and depreciated on a straight-line basis over their estimated useful life in accordance with Statement of Financial Accounting Standards, No. 93. Major additions are capitalized, and repair and maintenance that do not improve or extend the life of the assets are expensed. Computers and small furniture and fittings purchased during the fiscal year as applicable, were expensed.

CALIFORNIA EMERGING TECHNOLOGY FUND (CETF)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2008 (continued)

M. Operating Lease and Shared Cost Commitments

CETF is a party to a three-year non-cancelable operating lease for its principal office facility located in a commercial building in San Francisco, CA, requiring average monthly rent of \$1,991. The lease agreement expires on April 30, 2010 but provides renewal options.

During the audit period, CETF also maintains a satellite office facility in Southern California requiring no monthly rent payment. The fair market value of this office facility is approximately \$10,200. This amount was recognized as in-kind contributions during the year. While there were no lease payment requirements at the Southern California satellite office facility, CETF, is however, required to pay shared costs associated with the operation of the facility and other occupancy-related common costs based on a prorated allocation formula. CETF also leases certain equipment under monthly operating leases.

Total operating lease and facilities-related expenses for fiscal year ended June 30, 2008 was \$38,705. The approximate minimum future rental commitments and operating lease shared costs under all such noncancelable and potentially renewable operating leases are as follows:

<u>Year Ending June 30:</u>	
2008	\$38,705
2009	53,602
2010	55,280
2011	56,280
2012	<u>56,780</u>
	<u>\$260,647</u>

N. Property and Equipment

Property and equipment consist of the following as of June 30, 2008:

Furniture and fixtures	\$28,188
Computers and peripherals	<u>34,214</u>
	62,402
Less accumulated depreciation	<u>(18,245)</u>
Net book value	<u>\$44,157</u>

CALIFORNIA EMERGING TECHNOLOGY FUND (CETF)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2008 (continued)

O. Concentration of Grant Revenue and 10-Year Goal to Close the Digital Divide

As a relatively new entity, the Organization's support and revenue activities for the first five years are derived primarily from corporate grants provided by AT&T and Verizon, pursuant to the CPUC merger approval Order. Though the Organization plans to leverage these corporate grants through grant-matching efforts, there are no assurances that CETF would be successful in other fundraising initiatives and grant-matching efforts. Corporate grant funding obligation is subject to economic viability of the corporate donors amidst distressed prevailing economic and financial conditions. There is no indication about the renewability of the corporate grants after the initial 5-year period. However, management has proposed, and the board has adopted a 10-year goal to close the Digital Divide within the requisite constraint of not expending more than \$5 million annually of the seed grant resources for each of the remaining 8 years.

P. Concentration of Credit Risk

CETF maintains its cash balances at one financial institution. Accounts at the institution are insured by the Federal Deposit Insurance Corporation. At June 30, 2008, bank balances before reconciling items were approximately \$33 million of which \$100,000 was insured for during the year. It is the opinion of the management that the solvency of the financial institution is not of particular concern at this time.

Q. Pension Plan

CETF has established a 401(k) retirement plan to provide eligible employees with retirement benefits. All employees are eligible except for leased and hourly paid employees. CETF contributed 10% of active participants' compensation in the amount of \$60,493 for the year ended June 30, 2008.

R. Compensated Absences

CETF encourages its employees to take their vacation during the year that it is earned. When this is not possible, employees may accumulate time up to the limits according to their length of service in the organization. The employees do not gain a vested right to accumulated sick leave. The accumulated employee sick leave benefits are not recognized as liabilities of CETF, since payment of such benefits are recorded as expenditures in the period sick leave is taken. Vacation accrued as of June 30, 2008 was \$23,027. This amount has been included in accrued payroll and related liabilities.

S. Contributed In-Kind Support

Contributed services and costs are recognized at fair market value. The financial statements reflect \$10,200 for in-kind rental expense support for the Southern California office.

CALIFORNIA EMERGING TECHNOLOGY FUND (CETF)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2008 (continued)

T. Active Third-Party Grant and Project Administrator

Pursuant to applicable Statement of Financial Accounting Standards and in concert with the provisions of the CPUC enabling order, CETF acts as a pass-through, third-party grant administrator. Accordingly, CETF is authorized to receive grants from all permissible sources, solicit donation and grant-matching opportunities, administer and monitor grant awards to various third-party entities to achieve stated mission, priorities and objectives. CETF is primarily responsible for all aspects of grant administration, procurement, compliance with applicable terms and agreements, monitoring and ensuring the deliverable of desirable and aspirational outcomes. As a third-party grant administrator and pass-through entity, grant receipts pursuant to the CPUC order are recognized as revenues. Unpaid grant award commitments are properly accrued as liabilities.

In addition to previous \$24 million grant receipts, as of June 30, 2008, CETF received over \$12 million from AT&T and Verizon. The board of directors approved approximately \$18.8 million of grant proposals. The agency entered into grant agreements in the amount of \$14.4 million and paid out \$3.1 million. The remaining unpaid grant commitments of \$11.3 million were properly accrued as liabilities. Grant payments to grantees are subject to verifiable and quantifiable deliverables pursuant to various grant agreements.

In addition to setting up its operational infrastructure, the Organization was actively pursuing, soliciting, procuring, reviewing, recommending and approving grant proposals during the fiscal year that ended on June 30, 2008. The Organization expects ongoing grant-making activities during the coming years.

California Emerging Technology Fund (CET.F)

Profit & Loss

July 2008 through June 2009

	<u>Jul '08 - Jun 09</u>
Ordinary Income/Expense	
Income	
4000 · Revenue & Support	
4350 · Direct Public Support	
4355 · Corporate Contributions	12,000,000.00
Total 4350 · Direct Public Support	<u>12,000,000.00</u>
4500 · Investment Income	
4501 · Investment Income	
4525 · Interest Earned from Investment	105,943.33
4530 · Interest-Savings, Short-term CD	18,329.42
4545 · Unrealized Gains/Loss	7,373.90
4550 · Realized Gains from Securities	144,351.96
Total 4501 · Investment Income	<u>275,998.61</u>
4580 · Investment Expenses	
4585 · Client Analysis	-651.47
4590 · Advisor Fees	-45,376.13
Total 4580 · Investment Expenses	<u>-46,027.60</u>
Total 4500 · Investment Income	229,971.01
4600 · Public Awareness & Education	6,000.00
4800 · Reimbursed Expenses	7,092.00
4805 · Disposition of Asset	402.00
4900 · Interest Income	
4910 · Interest Income	0.00
Total 4900 · Interest Income	<u>0.00</u>
Total 4000 · Revenue & Support	<u>12,243,465.01</u>
Total Income	12,243,465.01
Expense	
6000 · Operating Expenses	
6200 · Personnel Expenses	
6205 · Staff Salaries	850,580.36
6215 · Employer Payroll Taxes	62,691.77
6220 · Employee Benefits	78,304.81
6233 · ER Retirement Contribution	90,004.18
6250 · Performance Incentive Pay	82,750.00
6245 · Staff expenses	44,246.30
Total 6200 · Personnel Expenses	<u>1,208,577.42</u>
6280 · Consultants	

California Emerging Technology Fund (C.E.T.F.)
Profit & Loss
July 2008 through June 2009

	<u>Jul '08 - Jun 09</u>
6285 · Public Information	12,020.11
6287 · Team Assistance	
6290 · Team Assistance- Fee	0.00
6295 · Team Assistance-Exps.	0.00
Total 6287 · Team Assistance	<u>0.00</u>
Total 6280 · Consultants	12,020.11
6300 · Meeting Expenses	
6310 · Board Meetings	19,453.72
6305 · Director Reimbursement	7,696.46
6315 · Grantee & Other Meetings	27,406.50
Total 6300 · Meeting Expenses	<u>54,556.68</u>
6400 · Professional Services	
6405 · Payroll Service Fees	1,160.55
6410 · Legal Fee	5,545.00
6415 · Plan Administrators	4,360.00
6425 · Bookkeeping	15,000.00
6420 · Accounting	6,520.00
6445 · Annual Audit	22,510.00
6450 · Wells Fargo	0.00
6455 · Treasurer Stipend	10,000.00
Total 6400 · Professional Services	<u>65,095.55</u>
6500 · Insurance	
6515 · General Liability, D&O	16,826.34
6525 · Workers Comp Ins.	3,551.05
Total 6500 · Insurance	<u>20,377.39</u>
6600 · Information Technology	
6605 · IT Tech Support	12,104.99
6615 · Website Support	21,503.77
6620 · Online Grants Service	10,083.00
6625 · Software	-996.19
Total 6600 · Information Technology	<u>42,695.57</u>
7000 · Operating Expenses	
7105 · N.C Office	37,942.50
7110 · S.C Office	10,533.93
7215 · Telephone	12,891.72
7205 · Wireless	10,452.25
7075 · Office Supplies	3,780.67
7080 · Printing and Copying	9,265.68
7085 · Postage, Mailing Service	1,543.47

California Emerging Technology Fund (CET.F)
Profit & Loss
 July 2008 through June 2009

	<u>Jul '08 - Jun 09</u>
7050 · Equipment Lease/Maint.	6,151.59
7070 · Furniture & Equip.Purchase	5,816.69
7300 · Miscellaneous	<u>4,676.56</u>
Total 7000 · Operating Expenses	103,055.06
7800 · Programs	
7805 · Annual Reports	9,532.17
7815 · ICT Digital Literacy Initiative	52,217.46
7820 · Regional Roundtables	30,196.13
7840 · Public Education & Awareness	674,378.59
7845 · Urban Consortia Adoption	30,000.00
7850 · Native American Outreach	1,000.00
7855 · Rural Consortia Deployment	<u>500.00</u>
Total 7800 · Programs	797,824.35
7830 · Contingency	<u>1,000.00</u>
Total 6000 · Operating Expenses	<u>2,305,202.13</u>
Total Expense	<u>2,305,202.13</u>
Net Ordinary Income	9,938,262.88
Other Income/Expense	
Other Expense	
8000 · Depreciation	
8005 · Depr and Amort - Allowable	13,807.00
8010 · Depr. Assets Sold	<u>-312.00</u>
Total 8000 · Depreciation	13,495.00
9005 · Grants	
9010 · Grants Approved	4,982,250.00
9000 · Grants Paid	<u>0.00</u>
Total 9005 · Grants	4,982,250.00
9015 · Employee Vacation	11,565.67
9900 · Void	<u>0.00</u>
Total Other Expense	<u>5,007,310.67</u>
Net Other Income	<u>-5,007,310.67</u>
Net Income	<u><u>4,930,952.21</u></u>

California Emerging Technology Fund (CE...)
Balance Sheet
As of June 30, 2009

	<u>Jun 30, 09</u>
ASSETS	
Current Assets	
Checking/Savings	
1000 · Business Accounts	
1005 · WFB Checking 0296	-255,833.93
1010 · WFB Savings 40627	2,523,000.97
1015 · WFB Investments 3236	33,396,891.93
1020 · WF MM 401(k) Trust #1645	54,732.17
1100 · Sweep Transactions	607,136.02
Total 1000 · Business Accounts	<u>36,325,927.16</u>
Total Checking/Savings	36,325,927.16
Other Current Assets	
1200 · Prepaid Items	
1210 · Prepaid Workers Compensation	4,364.95
Total 1200 · Prepaid Items	<u>4,364.95</u>
Total Other Current Assets	<u>4,364.95</u>
Total Current Assets	36,330,292.11
Fixed Assets	
1550 · Machinery & Equipment	
1515 · Computers & Peripherals	39,456.91
1520 · Printer	508.75
Total 1550 · Machinery & Equipment	<u>39,965.66</u>
1500 · Furniture and Equipment	
1510 · Chairs and Desk	17,203.87
1525 · Software and Cables	12,980.11
Total 1500 · Furniture and Equipment	<u>30,183.98</u>
1590 · Accumulated Depreciation	-30,780.00
Total Fixed Assets	<u>39,369.64</u>
TOTAL ASSETS	<u><u>36,369,661.75</u></u>

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

2405 · EE 401(k) Payable	12,374.20
2410 · ER 401(k) Payable	12,125.01
2415 · Accrued Vacation	34,593.01

California Emerging Technology Fund (CE...)

Balance Sheet

As of June 30, 2009

	<u>Jun 30, 09</u>
2428 · Grant Obligations	
2430 · Grants Approved	19,364,500.00
2435 · Grants Paid	<u>-9,545,346.32</u>
Total 2428 · Grant Obligations	<u>9,819,153.68</u>
Total Other Current Liabilities	<u>9,878,245.90</u>
Total Current Liabilities	<u>9,878,245.90</u>
Total Liabilities	9,878,245.90
Equity	
3200 · Unrestricted Net Assets	21,560,463.64
Net Income	<u>4,930,952.21</u>
Total Equity	<u>26,491,415.85</u>
TOTAL LIABILITIES & EQUITY	<u><u>36,369,661.75</u></u>

DOC Environmental Checklist

1. **SECTION 1-** To be completed for those projects historically shown not to create significant environmental impacts to the human or natural environment. Any answer of "No" or "Not Applicable" may require additional documentation or review.

a. Is the proposed action solely a procurement action for materials intended to be installed, stored or operated in an existing building or structure?

Yes

No

Not Applicable

b. If the proposed action involves procurement of electronic equipment, will the equipment be disposed of in an environmentally sound manner at the end of its useful life?

Yes

No

Not Applicable

c. Does the proposed action involve only minor interior renovations to a structure, facility, or installation?

Yes

No

Not Applicable

d. Is the proposed action solely for the production and/or distribution of informational materials, brochures, or newsletters?

Yes

No

Not Applicable

e. Does the proposed action consist solely of training, teaching, or meeting facilitation at an existing facility or structure?

Yes

No

Not Applicable


Certifications and Signature

(i) I certify that I am authorized to submit this grant application on behalf of the eligible entity(ies) listed on this application, that I have examined this application, that all of the information and responses in this application, including certifications, and forms submitted, all of which are part of this grant application, are material representations of fact and true and correct to the best of my knowledge, that the entity(ies) that is requesting grant funding pursuant to this application and any subgrantees and subcontractors will comply with the terms, conditions, purposes, and federal requirements of the grant program; that no kickbacks were paid to anyone; and that a false, fictitious, or fraudulent statements or **claims** on this application are grounds for denial or termination of a grant award, and/or possible punishment by a fine or imprisonment as provided in 18 U.S.C. § 1001 and civil violations of the False Claims Act.

(ii) I certify that the entity(ies) I represent have and will comply with all applicable federal, state, and local laws, rules, regulations, ordinances, codes, orders and programmatic rules and requirements relating to the project. I acknowledge that failure to do so may result in rejection or deobligation of the grant or loan award. I acknowledge that failure to comply with all federal and program rules could result in civil or criminal prosecution by the appropriate law enforcement authorities.

(iii) I certify that the entity(ies) I represent has and will comply with all applicable administrative and federal statutory, regulatory, and policy requirements set forth in the Department of Commerce Pre-Award Notification Requirements for Grants and Cooperative Agreements ("DOC Pre-Award Notification"), published in the Federal Register on February 11, 2008 (73 FR 7696), as amended; DOC Financial Assistance Standard Terms and Conditions (Mar. 8, 2009), the Department of Commerce American Recovery and Reinvestment Act Award Terms (Apr. 9, 2009); and any Special Award Terms and Conditions that are included by the Grants Officer in the award.

(iv) If requesting BTOP funding, I certify that the entity(ies) I represent has secured access to pay the 20% of total project cost or has petitioned the Assistant Secretary of NTIA for a waiver of the matching requirement or received a waiver.

Signature of authorized person  Date Aug. 6, 2009
Print name of authorized person Susan E. Walters
Title or position Senior Vice President

CERTIFICATION REGARDING LOBBYING

Applicants should also review the instructions for certification included in the regulations before completing this form. Signature on this form provides for compliance with certification requirements under 15 CFR Part 28, "New Restrictions on Lobbying." The certifications shall be treated as a material representation of fact upon which reliance will be placed when the Department of Commerce determines to award the covered transaction, grant, or cooperative agreement.

LOBBYING

As required by Section 1352, Title 31 of the U.S. Code, and implemented at 15 CFR Part 28, for persons entering into a grant, cooperative agreement or contract over \$100,000 or a loan or loan guarantee over \$150,000 as defined at 15 CFR Part 28, Sections 28.105 and 28.110, the applicant certifies that to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into.

Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

Statement for Loan Guarantees and Loan Insurance

The undersigned states, to the best of his or her knowledge and belief, that:

If any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

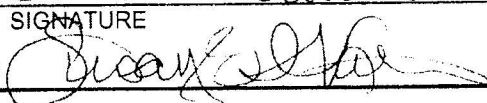
Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

As the duly authorized representative of the applicant, I hereby certify that the applicant will comply with the above applicable certification.

NAME OF APPLICANT
California Emerging Technology Fund

AWARD NUMBER AND/OR PROJECT NAME

PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE
Susan E. Walters Senior Vice President

SIGNATURE


DATE
August 6, 2009

**CERTIFICATION REGARDING LOBBYING
LOWER TIER COVERED TRANSACTIONS.**

Applicants should review the instructions for certification included in the regulations before completing this form. Signature on this form provides for compliance with certification requirements under 15 CFR Part 28, "New Restrictions on Lobbying."

LOBBYING As required by Section 1352, Title 31 of the U.S. Code, and implemented at 15 CFR Part 28, for persons entering into a grant, cooperative agreement or contract over \$100,000 or a loan or loan guarantee over \$150,000 as defined at 15 CFR Part 28, Sections 28.105 and 28.110, the applicant certifies that to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

Statement for Loan Guarantees and Loan Insurance The undersigned states, to the best of his or her knowledge and belief, that:

If any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

As the duly authorized representative of the applicant, I hereby certify that the applicant will comply with the above applicable certification.

NAME OF APPLICANT

AWARD NUMBER AND/OR PROJECT NAME

Susan E. Walters Senior Vice President

PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE

Susan E. Walters

August 7, 2009

SIGNATURE

DATE

BUDGET INFORMATION - Non-Construction Programs

OMB Approval no . 0348004

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)
ARRA BTOP	11.557			\$ 7,251,295	\$ 2,109,377	\$ 9,360,672
2.						
3.						
4.						
5. Totals				\$ 7,251,295	\$ 2,109,377	\$ 9,360,672
SECTION B: BUDGET CATEGORIES						
6. Object Class Categories	GRANT PROGRAM, FUNCTION OR ACTIVITY				Total	
	(1) Federal	(2) Applicant	(3)	(4)		
a. Personnel			\$ 105,657	\$ 26,414	\$ 132,071	
b. Fringe Benefits	\$ -	\$ -	29,161	7,291	36,452	
c. Travel	\$ -	\$ -	3,780	945	4,725	
d. Equipment	\$ -	\$ -	-	-	-	
e. Supplies	\$ -	\$ -	40,425	10,106	50,531	
f. Contractual		\$ -	7,017,360	2,050,893	9,068,253	
g. Construction			-	-	-	
h. Other		\$ -	7,824	1,956	9,780	
i. Total Direct (sum of 6a-6h)			7,204,207	2,097,605	9,301,812	
j. Indirect charges	\$ -	\$ -	47,088	11,772	58,860	
k. TOTALS (sum of 6l-6j)	\$ -	\$ -	\$ 7,251,295	\$ 2,109,377	\$ 9,360,672	
7. Program Income						

Authorized for Local Reproduction

Standard Form 424A (Rev. 7-97)
Prescribed by OMB Circular A-102

SECTION C: NON-FEDERAL RESOURCES						
(a) Grant Program		(b) Applicant	(c) State	(d) Other Sources	(e) TOTALS	
ARRA BTOP		\$979,476		\$1,129,901	\$ 2,109,377	
9.						
10.						
11.						
12. TOTAL (sum of lines 8-11)		\$979,476	\$0	\$1,129,901	\$2,109,377	
SECTION D: FORECASTED CASH NEEDS						
		Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
13. Federal		\$ 5,603,788	\$ 2,258,562.00	\$ 1,119,292.00	\$ 1,112,967.00	\$ 1,112,967.00
14. Non-Federal						
15. Total (sum of lines 8-11)						
SECTION E: BUDGET ESTIMATES OF FEDERAL FUNDS NEEDED TO BALANCE PROJECT						
(a) Grant Program		FUTURE FUNDING PERIODS				
		(b) First	(c) Second	(d) Third	(e) Fourth	
		1,647,507.00	-	-	-	
17.						
18.						
19.						
20.		\$ 1,647,507.00	\$ -	\$ -	\$ -	
SECTION F: OTHER BUDGET INFORMATION						
21. Direct Charges: NA		22. Indirect Charges: Fixed, on a base of				
23. Remarks:						

ASSURANCES - NON-CONSTRUCTION PROGRAMS

Public reporting burden for this collection of information is estimated to average 15 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0040), Washington, DC 20503.


**PLEASE DO NOT RETURN YOUR COMPLETED FORM TO THE OFFICE OF MANAGEMENT AND BUDGET.
SEND IT TO THE ADDRESS PROVIDED BY THE SPONSORING AGENCY.**

NOTE: Certain of these assurances may not be applicable to your project or program. If you have questions, please contact the awarding agency. Further, certain Federal awarding agencies may require applicants to certify to additional assurances. If such is the case, you will be notified.

As the duly authorized representative of the applicant, I certify that the applicant:

1. Has the legal authority to apply for Federal assistance and the institutional, managerial and financial capability (including funds sufficient to pay the non-Federal share of project cost) to ensure proper planning, management and completion of the project described in this application.
2. Will give the awarding agency, the Comptroller General of the United States and, if appropriate, the State, through any authorized representative, access to and the right to examine all records, books, papers, or documents related to the award; and will establish a proper accounting system in accordance with generally accepted accounting standards or agency directives.
3. Will establish safeguards to prohibit employees from using their positions for a purpose that constitutes or presents the appearance of personal or organizational conflict of interest, or personal gain.
4. Will initiate and complete the work within the applicable time frame after receipt of approval of the awarding agency.
5. Will comply with the Intergovernmental Personnel Act of 1970 (42 U.S.C. §§4728-4763) relating to prescribed standards for merit systems for programs funded under one of the 19 statutes or regulations specified in Appendix A of OPM's Standards for a Merit System of Personnel Administration (5 C.F.R. 900, Subpart F).
6. Will comply with all Federal statutes relating to nondiscrimination. These include but are not limited to: (a) Title VI of the Civil Rights Act of 1964 (P.L. 88-352) which prohibits discrimination on the basis of race, color or national origin; (b) Title IX of the Education Amendments of 1972, as amended (20 U.S.C. §§1681-1683, and 1685-1686), which prohibits discrimination on the basis of sex; (c) Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. §794), which prohibits discrimination on the basis of handicaps; (d) the Age Discrimination Act of 1975, as amended (42 U.S.C. §§6101-6107), which prohibits discrimination on the basis of age; (e) the Drug Abuse Office and Treatment Act of 1972 (P.L. 92-255), as amended, relating to nondiscrimination on the basis of drug abuse; (f) the Comprehensive Alcohol Abuse and Alcoholism Prevention, Treatment and Rehabilitation Act of 1970 (P.L. 91-616), as amended, relating to nondiscrimination on the basis of alcohol abuse or alcoholism; (g) §§523 and 527 of the Public Health Service Act of 1912 (42 U.S.C. §§290 dd-3 and 290 ee-3), as amended, relating to confidentiality of alcohol and drug abuse patient records; (h) Title VIII of the Civil Rights Act of 1968 (42 U.S.C. §§3601 et seq.), as amended, relating to nondiscrimination in the sale, rental or financing of housing; (i) any other nondiscrimination provisions in the specific statute(s) under which application for Federal assistance is being made; and, (j) the requirements of any other nondiscrimination statute(s) which may apply to the application.
7. Will comply, or has already complied, with the requirements of Titles II and III of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (P.L. 91-646) which provide for fair and equitable treatment of persons displaced or whose property is acquired as a result of Federal or federally-assisted programs. These requirements apply to all interests in real property acquired for project purposes regardless of Federal participation in purchases.
8. Will comply, as applicable, with provisions of the Hatch Act (5 U.S.C. §§1501-1508 and 7324-7328) which limit the political activities of employees whose principal employment activities are funded in whole or in part with Federal funds.

9. Will comply, as applicable, with the provisions of the Davis-Bacon Act (40 U.S.C. §§276a to 276a-7), the Copeland Act (40 U.S.C. §276c and 18 U.S.C. §874), and the Contract Work Hours and Safety Standards Act (40 U.S.C. §§327-333), regarding labor standards for federally-assisted construction subagreements.
10. Will comply, if applicable, with flood insurance purchase requirements of Section 102(a) of the Flood Disaster Protection Act of 1973 (P.L. 93-234) which requires recipients in a special flood hazard area to participate in the program and to purchase flood insurance if the total cost of insurable construction and acquisition is \$10,000 or more.
11. Will comply with environmental standards which may be prescribed pursuant to the following: (a) institution of environmental quality control measures under the National Environmental Policy Act of 1969 (P.L. 91-190) and Executive Order (EO) 11514; (b) notification of violating facilities pursuant to EO 11738; (c) protection of wetlands pursuant to EO 11990; (d) evaluation of flood hazards in floodplains in accordance with EO 11988; (e) assurance of project consistency with the approved State management program developed under the Coastal Zone Management Act of 1972 (16 U.S.C. §§1451 et seq.); (f) conformity of Federal actions to State (Clean Air) Implementation Plans under Section 176(c) of the Clean Air Act of 1955, as amended (42 U.S.C. §§7401 et seq.); (g) protection of underground sources of drinking water under the Safe Drinking Water Act of 1974, as amended (P.L. 93-523); and, (h) protection of endangered species under the Endangered Species Act of 1973, as amended (P.L. 93-205).
12. Will comply with the Wild and Scenic Rivers Act of 1968 (16 U.S.C. §§1271 et seq.) related to protecting components or potential components of the national wild and scenic rivers system.
13. Will assist the awarding agency in assuring compliance with Section 106 of the National Historic Preservation Act of 1966, as amended (16 U.S.C. §470), EO 11593 (identification and protection of historic properties), and the Archaeological and Historic Preservation Act of 1974 (16 U.S.C. §§469a-1 et seq.).
14. Will comply with P.L. 93-348 regarding the protection of human subjects involved in research, development, and related activities supported by this award of assistance.
15. Will comply with the Laboratory Animal Welfare Act of 1966 (P.L. 89-544, as amended, 7 U.S.C. §§2131 et seq.) pertaining to the care, handling, and treatment of warm blooded animals held for research, teaching, or other activities supported by this award of assistance.
16. Will comply with the Lead-Based Paint Poisoning Prevention Act (42 U.S.C. §§4801 et seq.) which prohibits the use of lead-based paint in construction or rehabilitation of residence structures.
17. Will cause to be performed the required financial and compliance audits in accordance with the Single Audit Act Amendments of 1996 and OMB Circular No. A-133, "Audits of States, Local Governments, and Non-Profit Organizations."
18. Will comply with all applicable requirements of all other Federal laws, executive orders, regulations, and policies governing this program.

SIGNATURE OF AUTHORIZED CERTIFYING OFFICIAL 	TITLE Senior Vice President
APPLICANT ORGANIZATION California Emerging Technology Fund	DATE SUBMITTED August 7, 2009

Certification Requirements for BTOP

U.S. Department of Commerce
Broadband Technology Opportunities Program

I certify that I am the duly authorized representative of the applicant organization, and that I have been authorized to submit the attached application on its behalf. A copy of the applicant organization's authorization for me to submit this application as its official representative is on file in the applicant's office, and I am identified as the applicant organization's Authorized Organization Representative (AOR) in the Central Contractor Registration database. By signing this certification, I certify that the statements contained in the application are true, complete, and accurate to the best of my knowledge, and that if an award is made, the applicant organization will comply with all applicable award terms and conditions.

August 6, 2009
(Date)


(Authorized Representative's Signature)

Susan E. Walters
Name:

Senior Vice President
Title:

CERTIFICATION REGARDING LOBBYING

Applicants should also review the instructions for certification included in the regulations before completing this form. Signature on this form provides for compliance with certification requirements under 15 CFR Part 28, "New Restrictions on Lobbying." The certifications shall be treated as a material representation of fact upon which reliance will be placed when the Department of Commerce determines to award the covered transaction, grant, or cooperative agreement.

LOBBYING

As required by Section 1352, Title 31 of the U.S. Code, and implemented at 15 CFR Part 28, for persons entering into a grant, cooperative agreement or contract over \$100,000 or a loan or loan guarantee over \$150,000 as defined at 15 CFR Part 28, Sections 28.105 and 28.110, the applicant certifies that to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into.

Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

Statement for Loan Guarantees and Loan Insurance

The undersigned states, to the best of his or her knowledge and belief, that:

If any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

As the duly authorized representative of the applicant, I hereby certify that the applicant will comply with the above applicable certification.

NAME OF APPLICANT
California Emerging Technology Fund

AWARD NUMBER AND/OR PROJECT NAME

PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE
Susan E. Walters Senior Vice President

SIGNATURE


DATE
August 6, 2009

**CERTIFICATION REGARDING LOBBYING
LOWER TIER COVERED TRANSACTIONS.**

Applicants should review the instructions for certification included in the regulations before completing this form. Signature on this form provides for compliance with certification requirements under 15 CFR Part 28, "New Restrictions on Lobbying."

LOBBYING As required by Section 1352, Title 31 of the U.S. Code, and implemented at 15 CFR Part 28, for persons entering into a grant, cooperative agreement or contract over \$100,000 or a loan or loan guarantee over \$150,000 as defined at 15 CFR Part 28, Sections 28.105 and 28.110, the applicant certifies that to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

Statement for Loan Guarantees and Loan Insurance The undersigned states, to the best of his or her knowledge and belief, that:

If any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

As the duly authorized representative of the applicant, I hereby certify that the applicant will comply with the above applicable certification.

NAME OF APPLICANT

AWARD NUMBER AND/OR PROJECT NAME

Susan E. Walters Senior Vice President

PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE

Susan E. Walters

August 7, 2009

SIGNATURE

DATE

ASSURANCES - NON-CONSTRUCTION PROGRAMS

Public reporting burden for this collection of information is estimated to average 15 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0040), Washington, DC 20503.


PLEASE DO NOT RETURN YOUR COMPLETED FORM TO THE OFFICE OF MANAGEMENT AND BUDGET. SEND IT TO THE ADDRESS PROVIDED BY THE SPONSORING AGENCY.

NOTE: Certain of these assurances may not be applicable to your project or program. If you have questions, please contact the awarding agency. Further, certain Federal awarding agencies may require applicants to certify to additional assurances. If such is the case, you will be notified.

As the duly authorized representative of the applicant, I certify that the applicant:

1. Has the legal authority to apply for Federal assistance and the institutional, managerial and financial capability (including funds sufficient to pay the non-Federal share of project cost) to ensure proper planning, management and completion of the project described in this application.
2. Will give the awarding agency, the Comptroller General of the United States and, if appropriate, the State, through any authorized representative, access to and the right to examine all records, books, papers, or documents related to the award; and will establish a proper accounting system in accordance with generally accepted accounting standards or agency directives.
3. Will establish safeguards to prohibit employees from using their positions for a purpose that constitutes or presents the appearance of personal or organizational conflict of interest, or personal gain.
4. Will initiate and complete the work within the applicable time frame after receipt of approval of the awarding agency.
5. Will comply with the Intergovernmental Personnel Act of 1970 (42 U.S.C. §§4728-4763) relating to prescribed standards for merit systems for programs funded under one of the 19 statutes or regulations specified in Appendix A of OPM's Standards for a Merit System of Personnel Administration (5 C.F.R. 900, Subpart F).
6. Will comply with all Federal statutes relating to nondiscrimination. These include but are not limited to: (a) Title VI of the Civil Rights Act of 1964 (P.L. 88-352) which prohibits discrimination on the basis of race, color or national origin; (b) Title IX of the Education Amendments of 1972, as amended (20 U.S.C. §§1681-1683, and 1685-1686), which prohibits discrimination on the basis of sex; (c) Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. §794), which prohibits discrimination on the basis of handicaps; (d) the Age Discrimination Act of 1975, as amended (42 U.S.C. §§6101-6107), which prohibits discrimination on the basis of age; (e) the Drug Abuse Office and Treatment Act of 1972 (P.L. 92-255), as amended, relating to nondiscrimination on the basis of drug abuse; (f) the Comprehensive Alcohol Abuse and Alcoholism Prevention, Treatment and Rehabilitation Act of 1970 (P.L. 91-616), as amended, relating to nondiscrimination on the basis of alcohol abuse or alcoholism; (g) §§523 and 527 of the Public Health Service Act of 1912 (42 U.S.C. §§290 dd-3 and 290 ee-3), as amended, relating to confidentiality of alcohol and drug abuse patient records; (h) Title VIII of the Civil Rights Act of 1968 (42 U.S.C. §§3601 et seq.), as amended, relating to nondiscrimination in the sale, rental or financing of housing; (i) any other nondiscrimination provisions in the specific statute(s) under which application for Federal assistance is being made; and, (j) the requirements of any other nondiscrimination statute(s) which may apply to the application.
7. Will comply, or has already complied, with the requirements of Titles II and III of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (P.L. 91-646) which provide for fair and equitable treatment of persons displaced or whose property is acquired as a result of Federal or federally-assisted programs. These requirements apply to all interests in real property acquired for project purposes regardless of Federal participation in purchases.
8. Will comply, as applicable, with provisions of the Hatch Act (5 U.S.C. §§1501-1508 and 7324-7328) which limit the political activities of employees whose principal employment activities are funded in whole or in part with Federal funds.

9. Will comply, as applicable, with the provisions of the Davis-Bacon Act (40 U.S.C. §§276a to 276a-7), the Copeland Act (40 U.S.C. §276c and 18 U.S.C. §874), and the Contract Work Hours and Safety Standards Act (40 U.S.C. §§327-333), regarding labor standards for federally-assisted construction subagreements.
10. Will comply, if applicable, with flood insurance purchase requirements of Section 102(a) of the Flood Disaster Protection Act of 1973 (P.L. 93-234) which requires recipients in a special flood hazard area to participate in the program and to purchase flood insurance if the total cost of insurable construction and acquisition is \$10,000 or more.
11. Will comply with environmental standards which may be prescribed pursuant to the following: (a) institution of environmental quality control measures under the National Environmental Policy Act of 1969 (P.L. 91-190) and Executive Order (EO) 11514; (b) notification of violating facilities pursuant to EO 11738; (c) protection of wetlands pursuant to EO 11990; (d) evaluation of flood hazards in floodplains in accordance with EO 11988; (e) assurance of project consistency with the approved State management program developed under the Coastal Zone Management Act of 1972 (16 U.S.C. §§1451 et seq.); (f) conformity of Federal actions to State (Clean Air) Implementation Plans under Section 176(c) of the Clean Air Act of 1955, as amended (42 U.S.C. §§7401 et seq.); (g) protection of underground sources of drinking water under the Safe Drinking Water Act of 1974, as amended (P.L. 93-523); and, (h) protection of endangered species under the Endangered Species Act of 1973, as amended (P.L. 93-205).
12. Will comply with the Wild and Scenic Rivers Act of 1968 (16 U.S.C. §§1271 et seq.) related to protecting components or potential components of the national wild and scenic rivers system.
13. Will assist the awarding agency in assuring compliance with Section 106 of the National Historic Preservation Act of 1966, as amended (16 U.S.C. §470), EO 11593 (identification and protection of historic properties), and the Archaeological and Historic Preservation Act of 1974 (16 U.S.C. §§469a-1 et seq.).
14. Will comply with P.L. 93-348 regarding the protection of human subjects involved in research, development, and related activities supported by this award of assistance.
15. Will comply with the Laboratory Animal Welfare Act of 1966 (P.L. 89-544, as amended, 7 U.S.C. §§2131 et seq.) pertaining to the care, handling, and treatment of warm blooded animals held for research, teaching, or other activities supported by this award of assistance.
16. Will comply with the Lead-Based Paint Poisoning Prevention Act (42 U.S.C. §§4801 et seq.) which prohibits the use of lead-based paint in construction or rehabilitation of residence structures.
17. Will cause to be performed the required financial and compliance audits in accordance with the Single Audit Act Amendments of 1996 and OMB Circular No. A-133, "Audits of States, Local Governments, and Non-Profit Organizations."
18. Will comply with all applicable requirements of all other Federal laws, executive orders, regulations, and policies governing this program.

SIGNATURE OF AUTHORIZED CERTIFYING OFFICIAL 	TITLE Senior Vice President
APPLICANT ORGANIZATION California Emerging Technology Fund	DATE SUBMITTED August 7, 2009



August 10, 2009

Lawrence E. Strickling
Assistant Secretary
National Telecommunications and Information Administration
U.S. Department of Commerce
Washington, D.C. 20230

Re: *California Emerging Technology Fund*

Dear Assistant Secretary Strickling:

We are special counsel for California Emerging Technology Fund, (the "Applicant.") In such capacity, we acted as counsel to the Applicant in connection with its ability to apply to the Broadband Technology Opportunities Program and in the review of the grant agreement, as referenced in the Notice of Funds Availability.

We are of the opinion that:

- (a) the Applicant is a duly organized and existing Nonprofit Public Benefit Corporation under the laws of the State of California.
- (b) the Applicant has corporate power: (1) to execute and deliver the agreement; and (2) to perform all acts required to be done by it under said agreement.
- (c) no legal proceedings have been instituted or are pending against the Applicant, the outcome of which would adversely affect the Applicant's ability to perform the duties under the grant agreement, and there are no judgments against the Applicant which would adversely affect the Applicant's ability to perform its duties under the grant agreement.

This opinion is governed by, and shall be interpreted in accordance with, the Legal Opinion Principles of the American Bar Association.

Very truly yours,

Gabrielle Lessard
Legal Director

Final

SECTION A: BUDGET SUMMARY						
Grant Program Function or Activity (a)	Catalog of Federal Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	Total (g)
ARRA BTOP	11.557			\$ 7,251,295	\$ 2,109,377	\$ 9,360,672
2.						
3.						
4.						
5. Totals				\$ 7,251,295	\$ 2,109,377	\$ 9,360,672
SECTION B: BUDGET CATEGORIES						
6. Object Class Categories		GRANT PROGRAM, FUNCTION OR ACTIVITY				Total
		(1) ARRA BTOP	(2) Applicant Cash Match	(3)	(4)	
a. Personnel		\$ 105,656	\$ 26,414			\$ 132,070
b. Fringe Benefits		\$ 29,156	\$ 7,289			\$ 36,445
c. Travel		\$ 3,780	\$ 946			\$ 4,726
d. Equipment		\$ -	\$ -			\$ -
e. Supplies		\$ 40,425	\$ 10,106			\$ 50,531
f. Contractual		33,030	8,258			41,288
g. Construction		\$ -	\$ -			\$ -
h. Other	CETF	\$ 10,200	\$ 2,550			\$ 12,750
	2-1-1 California	\$ 1,600,000	\$ 460,000			
	Access Now	\$ 69,000	\$ 18,800			
	Center for Accessible T	\$ 527,960	\$ 131,990			
	Center to Promote Hea	\$ 1,499,999	\$ 461,167			
	Chicana Latina Founda	\$ 535,001	\$ 139,762			
	Dewey Square Group	\$ 1,200,000	\$ 345,000			
	Latino Community Fou	\$ 750,000	\$ 248,307			
	Radio Bilingue	\$ 800,000	\$ 237,016			
i. Total Direct (sum of 6a-6h)		7,204,207	2,097,605			9,301,812
j. Indirect charges		\$ 47,088	\$ 11,772			\$ 58,860
k. TOTALS (sum of 6l-6j)		\$ 7,251,295	\$ 2,109,377			\$ 9,360,672
7. Program Income						

SECTION C: NON-FEDERAL RESOURCES					
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) TOTALS	
ARRA BTOP	\$979,476	\$0	\$1,129,901	\$ 2,109,377	
9.					
10.					
11.					
12. TOTAL (sum of lines 8-11)	\$979,476	\$0	\$1,129,901	\$2,109,377	
SECTION D: FORECASTED CASH NEEDS					
	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
13. Federal	4,834,054	1,574,389	1,100,822	1,100,822	1,058,022
14. Non-Federal	1,403,736	510,790	299,312	299,312	294,322
15. Total (sum of lines 8-11)	6,237,790	\$2,085,179	\$1,400,134	\$1,400,134	\$1,352,344
SECTION E: BUDGET ESTIMATES OF FEDERAL FUNDS NEEDED TO BALANCE PROJECT					
(a) Grant Program	FUTURE FUNDING PERIODS				
	(b) First	(c) Second	(d) Third	(e) Fourth	
ARRA BTOP	\$2,417,241				
17.					
18.					
19.					
20.	\$ 2,417,241	\$ -	\$ -	\$ -	
SECTION F: OTHER BUDGET INFORMATION					
21. Direct Charges: NA	22. Indirect Charges: Fixed, on a base of				
23. Remarks:					

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)
ARRA BTOP	11.557			\$ 7,251,296	\$ 2,109,376	\$ 9,360,672
2.						
3.						
4.						
5. Totals				\$ 7,251,296	\$ 2,109,376	\$ 9,360,672
SECTION B: BUDGET CATEGORIES						
6. Object Class Categories		GRANT PROGRAM, FUNCTION OR ACTIVITY				Total
		(1) ARRA BTOP	(2) Applicant Cash Match	(3)	(4)	
a. Personnel		\$ 105,657	\$ 26,414			\$ 132,071
b. Fringe Benefits		\$ 29,156	\$ 7,289			\$ 36,445
c. Travel		\$ 3,780	\$ 945			\$ 4,725
d. Equipment		\$ -	\$ -			\$ -
e. Supplies		\$ 40,425	\$ 10,106			\$ 50,531
f. Contractual		33,030	8,258			41,288
g. Construction		\$ -	\$ -			\$ -
h. Other	CETF	\$ 10,200	\$ 2,550			\$ 12,750
	2-1-1 California	\$ 1,600,000	\$ 460,000			
	Access Now	\$ 69,000	\$ 18,800			
	Center for Accessible Techn	\$ 527,960	\$ 131,990			
	Center to Promote Health C	\$ 1,499,999	\$ 461,167			
	Chicana Latina Foundation	\$ 535,001	\$ 139,762			
	Dewey Square Group	\$ 1,200,000	\$ 345,000			
	Latino Community Foundati	\$ 750,000	\$ 248,307			
	Radio Bilingue	\$ 800,000	\$ 237,016			
i. Total Direct (sum of 6a-6h)		7,204,208	2,097,604			9,301,812

j. Indirect charges	\$ 47,088	\$ 11,772			\$ 58,860
k. TOTALS (sum of 6i-6j)	\$ 7,251,296	\$ 2,109,376			\$ 9,360,672
7. Program Income					

Authorized for Local Reproduction

Standard Form 424A (Rev. 7-97)
Prescribed by OMB Circular A-102

California Emerging Technology Fund

Easy Grants ID 308

SECTION C: NON-FEDERAL RESOURCES						
(a) Grant Program		(b) Applicant	(c) State	(d) Other Sources	(e) TOTALS	
	ARRA BTOP	\$979,476	\$0	\$1,129,901	\$ 2,109,377	
9.						
10.						
11.						
12.	TOTAL (sum of lines 8-11)	\$979,476	\$0	\$1,129,901	\$2,109,377	
SECTION D: FORECASTED CASH NEEDS						
		Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
13.	Federal	4,834,054	1,564,514	\$1,090,946	\$1,090,946	\$1,048,148
14.	Non-Federal	1,403,736	510,270	\$298,793	\$298,793	\$293,802
15.	Total (sum of lines 8-11)	6,237,790	\$2,074,784	\$1,389,739	\$1,389,739	\$1,341,950
SECTION E: BUDGET ESTIMATES OF FEDERAL FUNDS NEEDED TO BALANCE PROJECT						
(a) Grant Program		FUTURE FUNDING PERIODS				
		(b) First	(c) Second	(d) Third	(e) Fourth	
	ARRA BTOP	\$2,417,242.10				
17.						
18.						
19.						
20.		\$ 2,417,242	\$ -	\$ -	\$ -	
SECTION F: OTHER BUDGET INFORMATION						
21. Direct Charges:	NA	22. Indirect Charges:	Fixed, on a base of			
23. Remarks:						

