



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

Submitted Date: Easygrants ID: 5507	
Funding Opportunity: Sustainable Broadband Adoption	Applicant Organization: ZERODIVIDE
Task: Submit Due Diligence - SBA Applications	Applicant Name: Ms. Tessie Guillermo

Uploads

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

Upload Name
Round 2 SBA Due Diligence Documentation
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DISCLOSURE OF LOBBYING ACTIVITIES

Approved by OMB

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0348-0046

(See reverse for public burden disclosure.)

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4. Name and Address of Reporting Entity: <input checked="" type="checkbox"/> Prime <input type="checkbox"/> Subawardee Tier _____, if known: ZERO DIVIDE 425 BUSH STREET, SUITE 300 SAN FRANCISCO, CA 94108 Congressional District, if known: 4c	5. If Reporting Entity in No. 4 is a Subawardee, Enter Name and Address of Prime: <div style="text-align: center; font-size: 2em;">N/A</div> Congressional District, if known:	
6. Federal Department/Agency: U.S. DEP'T OF COMMERCE, NTIA (NATIONAL TELECOM AND INFO ADMIN)	7. Federal Program Name/Description: BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM APPLICATION #5507 CFDA Number, if applicable: _____	
8. Federal Action Number, if known: <div style="text-align: center; font-size: 1.5em;">N/A</div>	9. Award Amount, if known: \$ <div style="text-align: center; font-size: 1.5em;">N/A</div>	
10. a. Name and Address of Lobbying Registrant (if individual, last name, first name, MI): <div style="text-align: center; font-size: 1.5em;">N/A</div>	b. Individuals Performing Services (including address if different from No. 10a) (last name, first name, MI): <div style="text-align: center; font-size: 1.5em;">N/A</div>	
11. Information requested through this form is authorized by title 31 U.S.C. section 1352. This disclosure of lobbying activities is a material representation of fact upon which reliance was placed by the tier above when this transaction was made or entered into. This disclosure is required pursuant to 31 U.S.C. 1352. This information will be available for public inspection. Any person who fails to file the required disclosure shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.	Signature: <u>Tessie Guillermo</u> Print Name: <u>Tessie Guillermo</u> Title: <u>President and CEO</u> Telephone No.: <u>415-773-0388</u> Date: <u>6/4/10</u>	
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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:

In 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.

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

ZERODIVIDE

BDP5507 / TRIBAL DIGITAL VILLAGE BROADBAND ADOPTION PROGRAM

NAME OF APPLICANT

AWARD NUMBER AND/OR PROJECT NAME

TESSIE GUILLERMO, PRESIDENT AND CEO

PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE

SIGNATURE

Tessie Guillermo

DATE

JUNE 4, 2010
6/4/10

CERTIFICATION REGARDING LOBBYING

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LOBBYING

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ZERODIVIDE ^{BTOP} / TRIBAL DIGITAL VILLAGE
5507 / BROADBAND ADOPTION PROGRAM

NAME OF APPLICANT

AWARD NUMBER AND/OR PROJECT NAME

TESSIE GULLERMO, PRESIDENT AND CEO

PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE

SIGNATURE

DATE

Tessie Gullermo

JUNE 4, 2010

6/4/10

Supplemental Information Requests
Broadband Technology Opportunities Program
Application #5507
Tribal Digital Village Broadband Adoption Program
Submitted By: ZeroDivide

General

Application

- *Please carefully review all of the information provided in your original application. Are you aware of any errors in the information provided or important changes since the application was submitted? If so, please provide revised information.*

Since our original submission, TDV has wired more than 150 tribal homes for wireless broadband access, made possible by funding from ZeroDivide. These homes are located on the Pala, Rincon and Pauma reservations. TDV and ZeroDivide have been working in partnership to expand TDV's tribally run ISP to rural homes throughout the region. A total of 200 homes will be connected via this service by mid-July 2010.

On page 29 of the application under Adoption Metrics, Total New Home Subscribers, we initially submitted the figure of 4,000. That figure is actually the total number of new broadband users in the home. The correct number of new household accounts is 2,000.

Tribal

- *Although there is a letter from the Southern California Tribal Chairmen's Association, is this sufficient to ensure participation and full cooperation of each of the designated tribes?*

Yes, the letter from the Southern California Tribal Chairmen's Association (SCTCA) is sufficient to assure full participation and cooperation. The Southern California Tribal Chairmen's Association (SCTCA) is a multi-service non-profit corporation established in 1972 for a consortium of 19 Federally recognized Indian tribes in Southern California. SCTCA's board of directors is comprised of tribal chairpersons from each of its member Tribes. The SCTCA's elected chairperson, Robert Smith, is authorized to sign all legal documents and enter into contractual agreements on behalf of the SCTCA member tribes.

Currently, SCTCA coordinates and administers numerous federal and local grants/programs for its member tribes. These include: Tribal Temporary Assistance to Needy Families (TANF), Energy Efficiency Block Grants, Food Commodities Program, and Low Income Home Energy Assistance Program (LIHEAP).

The SCTCA member tribes came together to create the Tribal Digital Village (TDV) and have maintained a strong history of participation in TDV's programs and services. TDV provides the broadband network support for SCTCA member tribes and it coordinates and cooperates with the tribes on a regular basis. In addition, TDV staff communicates regularly with the SCTCA board of directors on TDV programs and services.

Administrative

Match and Indirect Costs

- *Since your organization is claiming indirect costs, please provide a copy of your negotiated indirect cost rate agreement (NICRA). If you have not obtained a NICRA, you will have 90 days from date of award to obtain one.*

ZeroDivide will obtain a NICRA and provide a copy to NTIA within 90 days of any award being granted.

Benefits

SBA

- *How did you arrive at the estimated number of expected users per week? How does this differ from “subscribers”? Please explain the link between the project’s major activities and the projected increase in broadband subscribership. How did you calculate the expected number of subscribers generated and the expected take rate?*

Our application does not address an estimated number of users per week, as this is not required of SBA applications. As our program will be rolling out to numerous locations over a three year period, we have aggregated a total number of users who will be reached by the end of the project. SCTCA tribal areas consist of 8,900 tribal members. At this time, there is no verifiable baseline data of home and business/institutional subscribers. There is, however, a baseline broadband usage of 17% (1,500 people) who use broadband in public computing centers or outside the home. These broadband users have access through the workplace, community anchor institutions, and/ or other community centers, libraries, etc. that TDV has already networked to their current wireless ISP.

As of the submission of our original proposal, only 77 tribal homes had subscribership access to broadband through TDV’s ISP (22 in Mesa Grande, 55 in Pala and Rincon). There are a total of 2700 tribal homes in the service area (based on statistics provided by the individual tribes). According to the FCC, <http://www.pewinternet.org/Commentary/2010/February/FCC-Broadband-Adoption-and-Use-in-America.aspx> approximately 78% of adults in the U.S. use broadband. Given TDV’s target population of 8,900 tribal members, a realistic goal for this project would be to bring adoption rates more closely in line with national averages. 2,000 new home subscribers, based on an average of two users per household, will yield 4,000 new household users as projected by TDV, plus an additional 50 new business subscribers and 750 new users outside the home. Over the grant reporting period, TDV estimates an increase in adoption rates from their current levels to a figure which more closely correlates to the national average. TDV anticipates that most of the 1,500 current users at public centers will transition to home users. (1,500 current users + 4,000 new home users + 50 new business users + 750 users outside of the home = 6,300 users, or 70% of TDV target population.)

- *Specify populations to receive 1,000 hours of training/education. How was it determined that 3 hours per person is sufficient? Please distinguish between this training and the on-line courses/training being offered.*

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Our initial proposal did not make mention of 1,000 hours of training. Rather, we projected that 1,000 people will be trained, as mentioned in Section I.

The specific populations to be served by our training and education program will be the 8,900 tribal members living on the 19 rural reservations covered by SCTCA. Additionally, our awareness and training programs will also target the 2,000 tribal and non-tribal members who live in the areas adjacent to the 19 STCA reservations. We anticipate that at least 1000 members of this population will take advantage of one or more of the broadband training programs that will be offered in their region.

Three hours of training per person is not intended to be a sufficient amount of training per individual, but rather a baseline amount of training that an individual will receive if they attend just one of the proposed basic introduction to broadband training classes. It is projected that community members will take numerous training classes in more advanced subject specific matters as they are offered, each class being two to three hours in length. Cumulatively, this will greatly exceed the three hour minimum training time per individual noted in the application. It is expected that, on average, each participant will receive between 5.7 and 7.7 hours of training. Please refer to the attached table, "Classes and Training," at the end of this document.

The vast majority of trainings will be held in-person at various reservation locales in order to be geographically accessible to the greatest number of participants. Online training classes will be relegated to much more subject-specific topics, including vocational training programs. For example, this will include the WAM recording studio management online training program. These classes will be held in Pala at the TDV recording studio.

- *What percentage of the population currently has access to broadband?*

There are currently 1,500 transient users of broadband in community centers and other community anchor institutions across SCTCA's region. This amounts to 17% of the total population (8,900 total population).

Additionally, due to TDV's recent efforts to roll out broadband service to the tribal homes, 156 homes have been connected to date. This amounts to 5.7% of the homes in the rural SCTCA area (2,700 total homes).

Outreach

- *Will tribal personnel always interact with ZeroDivide by travelling to the latter's headquarters, or will any ZeroDivide personnel remain resident at tribal sites over the course of the project? If so, for how long and what is the expected frequency of ZeroDivide site travel?*

We plan to utilize several methods to assure collaboration between ZeroDivide and TDV's staff over the course of the project. ZeroDivide's staff will not remain in residence at the tribal sites, but will travel to tribal locations at least twice a year to participate in outreach activities, trainings, and provide program support to TDV staff. We anticipate the duration of these visits will be between three to five days. We also plan for TDV's staff to attend trainings in San Francisco at least once a year to support evaluation and documentation activities. In between these face-to-face meetings, we

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expect to utilize phone and video conferencing tools such as Skype to facilitate collaboration and joint execution of the program. ZeroDivide and TDV will also maximize the use of these virtual, real-time, web-based tools to implement the details of this project. For example, through the use of remote telecommunications tools, ZeroDivide staff will play an active role in co-creating the training curriculum. Additionally, ZeroDivide and TDV's staff will utilize web-based project management software to transmit project information gathered during each class and throughout the period of all community outreach efforts. This information will then be jointly analyzed and streamed to the remote project locations.

- *Has ZeroDivide worked with tribal communities before? If so please provide details on the type(s) of project(s) and how ZeroDivide addressed the issue of outreach to the targeted population.*

Yes, ZeroDivide has worked with tribal communities in 18 technology adoption projects that impact tribes and Native American communities located in over 10 counties in California. A complete list of those projects with brief descriptions and outreach methods is attached. Our approach in working with tribal communities is to partner directly with the tribes or Native American nonprofit organizations which serve tribal communities. This partnership model is essential to assure appropriate outreach methods and program implementation for specific tribes as well as to the larger Native American Community. For example, in our project with the Advocates for Indigenous California Languages, outreach through tribal elders was essential to gain acceptance (and approval) of recording and disseminating tribal languages. The use of convenings is another common methodology we employ because we recognize the importance of face-to-face contact and building trust. In our program with the Humboldt Area Foundation, which supported six tribal projects, convenings were used as an effective method of outreach. In addition, the convenings purposefully included a workshop component so that there would be a value-add for participants in the outreach sessions. In other projects, we have found that methods such as flyers and posters at strategic locations on the reservation, like tribal offices and community buildings, were the most effective forms of outreach. [*Please see chart entitled ZeroDivide Work History with Tribal Communities at end of this document]

- *Regarding outreach and awareness activities, please provide an explanation why the tribes, as partners whose members will receive broadband services and in many cases free computers, will need to sell their tribal address lists to ZeroDivide? Has ZeroDivide attempted to obtain the lists and been informed that the lists would only available for purchase?*

When applicable, we will work with TDV to get tribal member contact information from the individual tribes. However, we have found that tribal enrolment and address information is not easily accessible from many of the tribes. Due to confidentiality concerns, many of the SCTCA tribes do not allow member contact information to be removed from tribal headquarters in any electronic format. This is due to the confidential nature of tribal enrolment related to tribal gaming as well as for general privacy concerns. Many of the tribes have offered to make the data available to TDV, but only in printed form which cannot be taken out of the tribal office. This means TDV would have to manually copy each name and address. In addition, these lists are not sorted by zip code. TDV has found great success in gathering resident information based on zip codes from independent direct mailers for past marketing campaigns. Lists purchased from direct mailing houses are also cost effective because they are sorted and formatted for easy mailing, and include

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other residents living near the reservations, who are also included in our target population. TDV will pursue updated contact lists via this route for their current broadband awareness campaign efforts.

- *Provide a detailed timeframe/implementation schedule against which proposed outreach activities in each tribal location will occur.*

** Please see chart entitled Extended Timeline for Outreach Activities at the end of this document.

- *Regarding measuring impact for outreach and awareness activities, please describe detailed information about specific measurement steps, their timing, and the type of data to be gathered.*

Measuring Outreach and Awareness Campaign Impact

Measurement Step	Data	Timeframe
Track inquiries to TDV office on broadband service & broadband adoption activities	<ul style="list-style-type: none"> • Number of inquiries to TDV office about residential broadband services • Number of inquiries to TDV office about training programs • Number of inquires about options for free or low cost computers • Which tribe the individual is from (or if a nearby resident and not a tribal member) • How they learned about TDV broadband services/program 	Quarterly throughout entire project
Track new subscribers to TDV residential broadband services	<ul style="list-style-type: none"> • Number of new subscribers to TDV residential broadband services 	Quarterly throughout entire project
Survey new subscribers	<ul style="list-style-type: none"> • How they learned about TDV broadband services/programs 	Ongoing as they sign-up through entire project
Establish baseline of users at community anchor institutions	<ul style="list-style-type: none"> • Current number of users at community anchor institutions (per week/per month) 	Q1
Survey users of community anchor institutions	<ul style="list-style-type: none"> • Demographic Data including tribal membership • Do they have BB at home or have access to BB through another source • Do they know about TDV broadband program & services, if so how they heard about it 	Quarterly throughout entire project
New broadband users at community anchor institutions	<ul style="list-style-type: none"> • Number of new users at community anchor institutions 	Quarterly throughout entire project
Survey of participants at community outreach meetings	<ul style="list-style-type: none"> • Demographic Data including tribal membership • How they learned about outreach meetings • Do they already know about TDV broadband program & services, if so how 	Year 1 Q1: Pala, Rincon, Pauma Q2: Pauma, San Pasqual Q3: Santa Ysabel, Los Coyotes Q4: Campo, La Posta,

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	they heard about them	Manzanita Year 2 Q1: La Jolla, Cuyapaipé/ Ewiiapaayp & Inaja- Cosmit Q2: Jamul, Barona Q3: Sycuan, Viejas
Track by class participants in training classes	<ul style="list-style-type: none"> Number of participants 	Quarterly throughout entire project
Online survey conducted at training classes	<ul style="list-style-type: none"> Demographic data including tribal membership How they learned about training Do they know about TDV residential broadband service, and if so, how did they hear about it 	Quarterly throughout entire project
Quarterly review and analysis of data on outreach and awareness to determine success of activities and inform possible adjustments to future outreach and awareness activities		Quarterly throughout entire project

Training

- *What is the rationale for stating that increased access to broadband and computers will lead to a rise in employment among tribal members? Are there specific educational/training programs that will focus on job skill development in contrast to pointing internet users to websites with job announcements?*

Job creation and access to greater employment opportunities will be a prime focus of our Broadband Awareness and Adoption Campaign. With an increased technology skill set, tribal members will have more valuable employment and income earning potential and gain greater access to community service providers. Broadband access will bring valuable online vocational training resources to members of the community, and our adoption campaign will encourage individuals to pursue these resources, including Lynda.com, Plato and Cyber High (youth educational resources). Additionally, the training classes offered by TDV will help individuals develop computer skills in internet/broadband use, word processing, spreadsheet use, on-line banking, and other skills. With these abilities, members will be able to successfully navigate the technology environments found in most places of employment and increase their employability.

All of the classes will promote higher skill development for the participants in each respective discipline. Taken in sequence, the classes are designed to increase the overall technology skill sets of the tribal members. Employers often require these additional skills, and without them, a person is likely to remain unemployed.

Vocation-specific trainings will be offered in digital media creation, including cultural preservation documentation, through the ZeroDivide/BAVC digital storytelling curriculum that will be offered in two to three intensive workshop sessions. Learning digital media creation will provide residents with

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valuable skills to pursue occupational opportunities. These skills include: website creation, video documentation, media production skills, cultural preservation, etc.

Audio recording arts training will be offered at the TDV recording studio located on the Pala Reservation and will utilize Women’s Audio Mission’s (WAM) online vocational training resources. ZeroDivide will make 10 or more memberships available to tribal members to access these services. Audio recording classes will be led by Paul Miranda, a local tribal member who has expertise in recording technologies and cultural preservation. These beneficial programs become possible only when broadband access is made available to rural tribal communities.

TDV will also enhance its existing Shadow Project program. This program allows youth to shadow TDV staff in operating the ISP network deployment and maintenance. Youth will learn the aspects of managing a wireless online communications services provider, including; managing network communications, equipment maintenance and installation, setting-up in-home broadband accounts, responding to in-home service requests, networking radio towers and utilizing solar powered technologies to operate the radio towers. These skills will allow youth to pursue vocational opportunities with other communications and ISP providers in regions outside of the rural tribal areas. This program will not be possible unless the tribal communities have access to TDV’s wireless ISP service.

As part of our broadband awareness and adoption program, we will provide numerous regional training classes that demonstrate e-commerce. These classes will include online banking, selling, and purchasing of goods/services. This will open opportunities for tribal members to sell culturally relevant products and services to a greater market. It will also allow local tribally owned business to open their services to a greater remote population, thus increasing income earning potential for both individuals and businesses.

- *Please list all training classes that will require computer workstations, state the proposed number of workstations available for training classes, and state the proposed number of students per class.*

Below is a chart that shows the proposed classes, with the proposed number of students and workstations available. There are 30 potential sites throughout the reservations where the training classes will take place (see Community Anchor Institutions Detail attachment in our original application). The classes, times and locations will rotate so that all tribal members will have access to them. Larger classes will be held primarily at one of these anchor institution locations: Pala Learning Center/Library, Rincon Indian Education Center/Library, San Pasqual Education Center/Library and The Barona Museum.

Training Chart for Broadband Awareness and Adoption

Classes and Training- TDV/ ZeroDivide staff and independent Consultants

Name of Class	# of hours per class	# of classes given over 2 years	# of people per class	# of work stations in class location
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Basic Computer and Broadband skills- This class will cover all beginning skills including internet/ broadband, file structures, computer vocabulary, word processing, and spreadsheet navigation.	3	20	25 to 30	15 to 20
Basic Computer and Broadband skills for Seniors- This class will include all the information in the Basic Computer class. It will move at rate comfortable for seniors and include native speakers to translate when needed.	3	5	10 to 15	15 to 20
Basic Computer for the Disabled- This class will cover all the basic computer components and will use adaptive/ assistive technology to accommodate the disabled.	3	5	5	5
Job Forums- Learn all aspects of how to build your career on-line. This includes instruction on how to conduct on-line job searches, on-line resume submissions, participate in on-line job forums with job placement agencies, and other on-line skills. There will also be a resume listing service where participants can post their resumes online for employers to see.	3	6	15 to 20	7 to 10
On-line Banking & Personal Finance- This class will lead participants through the best practices of safe on-line banking, types of transactions, on-line account management, on-line security, and PayPal type payment process.	3	6	15 to 20	7 to 10
Telephony- Learn to use free internet-based, high-speed telephone and other services. This class will cover Voice-over IP services. Skype, and other broadband based tools.	3	6	15 to 20	7 to 10
Home Entertainment- Learn about on-line subscription services and streaming content directly to your home. This includes on demand video, gaming platforms, X- Box live, and Ps3 online.	3	6	15 to 20	7 to 10
Your Community On-line- Learn how to get access to tribal and governmental resources, health care, and alternative health care, community created content, and find resources for extended	3	6	15 to 20	7 to 10

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learning.				
Your On-line Business- Build a global custom base by setting up your business on-line. See how Native American artists and craftspeople can sell their work on-line. Learn the power of e-commerce and the use of on-line auctions.	3	6	15 to 20	7 to 10

Shadow Project

Shadow Project- job training and career building program- Year long program trains youth in wireless broadband deployment, network maintenance and design, along with other skills	4	50	10 to 15	10 to 15
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Classes run in conjunction with the consultant, Bay Area Video Coalition (BAVC)

Digital and Social Media- This classes teaches digital content creation, on-line content storage (i.e. cloud computing), content distribution, and user agreements	8	3	15 to 20	7 to 10
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Viability

Timeline

- *Very briefly, please describe 2-3 risks that you have identified that might delay the beginning of the project or prevent its timely completion. Also, please describe your plan to mitigate these risks.*

TDV has also applied for RUS/BIP funding to enhance its capacity to deliver broadband service to the targeted 2,000 tribal homes. Should there be a delay in this funding, or should it not come through, this will set back our timeline slightly to deliver our training programs. We have targeted our training locations based on TDV’s proposed RUS project home broadband regional roll-out schedule. Should this not come through, we will still move forward with our Awareness and Adoption campaign, although it may take place at a somewhat slower pace.

Working with 19 tribes, it is possible that local political climates could change. New Tribal Chairpersons could be elected over the course of the project and it may become necessary to re-introduce the Awareness and Adoption campaign to new leaders and secure their buy-in and assistance in our efforts. However, we believe that we have strong enough general community

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support for this project that this will not pose a major threat to the progress of our work. In addition, we have experienced changes in tribal leadership in the past and have always been able to establish strong relationships with new tribal chairs.

One great concern is that the Broadband Awareness and Adoption campaign will be too successful and it will be difficult to keep up with the up-front community demand for services and trainings. TDV and ZeroDivide will be busy rolling out service to 2,000 tribal homes and providing training. Community members will need to understand that not everyone is going to get broadband services instantaneously. There is at least a one and a half year roll-out process. Choosing which communities to service first will be an arbitrary process that could generate challenges. We plan to mitigate this risk by being prepared to offer more trainings and services at the end of the project so that those who are the last to have their homes wired will not miss out on the benefit or subject matter of earlier scheduled training classes.

Organizational Capacity

- *Who will be monitoring daily use of the computer centers? How many staff will typically be available for user assistance at a site?*

Each of the 19 tribes of SCTCA has a community computer center that is open daily to the public. TDV manages the network connection to each center, and each tribe is responsible for staffing for each center. Most tribes have one instructor and one IT person present at each computing facility during operating hours.

When we hold broadband training classes at these centers, we will have a minimum of three staff present for each session. This will include one main trainer (either TDV staff or a contracted instructor) along with at least two additional TDV / ZeroDivide staff available to assist with participant needs.

Budget and Sustainability

Budget Reasonableness

- *Please provide additional budget detail for the following cost categories. Please indicate which costs are covered by matching funds (in-kind or cash) or federal funds.*
 - **Contractual:**
 - *Describe the specific work activities that will be done by the contractor.*
 - *How were the rates determined?*

Contractual items covered by federal funds

The three contractual line items below support the public awareness campaign described on page 32 of the application:

- Marketing Awareness Campaign: \$8,500 for design, printing and postage for two (2) mailings to 5,000 homes by Tribal Print Source, a for-profit business within the Southern California Tribal Chairmen's Association that provides marketing services and printing services. Tribal Print Source

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also provides employment for local tribal members and job training opportunities to Tribal TANF participants.

- Website Design: \$4,500 for restructuring of the TDV website to accommodate increased access to site by tribal members. Cost is based upon estimates by web design firms Collaborum and Nimble Toad for interface redesign of landing page plus layout of approx. 20 additional pages.
- Tribal P.E.A.C.E. online repository: \$4,000 to update tribal video sharing website (essentially a YouTube for tribal members), based upon estimates provided by web design firms Collaborum and Nimble Toad, to include setting database behind improved GUI and incorporating improved video streaming capabilities.

Additional contractual line items covered by federal funds

- Broadband Guest Trainer Stipend: \$9,000 total stipend allocation, assumes a stipend of \$250 for guest trainers/speakers at 36 training sessions.
- Women's Audio Mission: \$900 to enrol 10 tribal members in Women's Audio Mission remote online training (10 memberships @ \$90.00). Using these memberships, tribal members will access WAM's online video training modules to "self-learn" recording and studio techniques.

Contractual items covered by matching funds

- Bay Area Video Coalition: \$45,000 for digital media curriculum design and implementation, which includes:
 - Three (3) BAVC staff members will travel to TDV for in-person program development consultation with TDV participants
 - Three-day train-the-trainers program will be held at TDV, facilitated by two BAVC digital storytelling trainers and a youth BAVC digital storytelling trainer
 - BAVC staff will offer technology consultation/recommendations to the participating community members
 - Participants will complete digital storytelling & youth media curriculum
 - BAVC will provide the organizations with digital storytelling starter kits including user guides and distribution toolkits
 - BAVC will provide technical assistance and support to the organization as they produce and finalize digital stories

Other:

- *Please provide more detail for "Pre-award expense" line item in the amount of \$11,700.*

Includes direct cost associated with preparation and submission of contact proposal and application. Components include outside contractor/writer (\$1,900) and staff time dedicated to the effort (\$9,800). FTE = .05 (135 hours @ \$52/fully loaded rate)

- Please see the attached spreadsheet with the specific line items of these categories that are in question.

Sustainability

- *The applicant shows negative revenue in 2008 and negative "Change in Net Assets" in all 3 years. How will this effect sustainability of the grant funding when received?*

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From inception over 10 years ago, ZD has pursued an “asset draw down” strategy as part of its original charter and mission. As the organization successfully moved to serve communities and draw down funds over the years, the result has been a decrease in net assets and is reflected in historical financial statements.

In 2008, ZeroDivide modified our tax status from a 509 (a)(1) foundation to a 501(c)(3) organization to signify the adoption of a new strategy to provide more services and reach more underserved communities. With that, ZD has developed a new path toward long-term sustainability and a strategy to scale-up and grow net assets and serve more communities over time.

Attachments

Outreach–ZeroDivide Work History with Tribal Communities

Has ZeroDivide worked with tribal communities before? If so please provide details on the type(s) of project(s) and how ZeroDivide addressed the issue of outreach to the targeted population.

Partner/Organizational	Start Date	Description	Geographic Area	Outreach Methods
Advocates for Indigenous California Language Survival	3/15/05	Preservation, documentation and dissemination of indigenous California tribal languages and culture through expansion of its Master-Apprentice program.	Statewide	Recruitment through tribal elders
American Indian Film Institute	8/1/00	Tribal Touring Program of the American Indian Film Festival which brings the film festival to remote tribal and rural communities and by providing reservation youth with first-hand media production experience, over two years.	San Francisco County	Utilized assistance from gaming marketing dept, coordination of announcements/flyers with tribal orgs & schools. Workshop with students prior to film screenings
California Indian Legal Services	6/1/03	To make culturally relevant legal information available online, pilot an online Legal Diagnostic tool that assists in identifying unresolved legal issues and accessing Indian-friendly legal resources, and offer workshops and training to enhance underserved tribal communities' ability to access effective legal services, with a focus on web-based tools, over two years.	Statewide	Partnership with legal org nationwide serving Native Americans, outreach through tribal TANF programs and offices
Heads on Fire	5/2/05	To support a collaboration between Heads on Fire, the San Pasqual Band of Indians, and other Native American communities that engages local Indian and non- Indian youth in jointly produced digital storytelling, media training and civic engagement.	San Diego County	Meetings with tribal youth at community center
Humboldt Area Foundation	12/15/03	To establish the Native Cultures Fund Community Technology Initiative to build community technology capacity in rural Native American communities in Northern and Central California, over 18 months.	Humboldt County	Convenings/Workshops Mailings Coordination with tribes
Indian Cultural Organization	8/1/00	To integrate technology into the education of Native American children, teachers, and parents in Shasta and Butte Counties, over two years.	Shasta County	Outreach through community presentations, and through tribal schools and other schools serving tribal populations
Indian Health Council	6/1/03	To create a Technical Learning Theatre to address the healthcare and community needs of nine Native American tribes, over two years.	San Diego County	Community survey, newsletter, mailing to tribal residents, through health clinics

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Kawaiisu Language and Cultural Center	12/1/08	To conduct a series of workshops that bring together two California Indian culture bearers and their apprentices to learn traditional practices and then create multimedia documentation and teaching materials of those same practices.	Kern County	Outreach through Tribal family members and elders
National Indian Justice Center	6/1/05	To launch the 'Living History Outreach Project' that utilizes multimedia and video conferencing to create educational resources for schoolteachers and students in California and links reservation-based Indian students with non-Indian students on virtual field trips.	Sonoma County	Partnership with tribes, schools, afterschool programs serving tribal youth
Original Voices/ KEET-TV	6/1/02	To record the cultural legacy of Northern California's indigenous peoples by capturing and publishing interviews with elders while instructing Native American youth in video and Internet technology usage.	Humboldt County	Radio
Owens Valley Career Development Center	5/16/05	To use technology to increase language use and awareness in Native American communities about endangered languages through documentation, training, and networking.	Inyo County	Outreach through tribal members, mostly word of mouth and at community gatherings
Robinson Rancheria Education Department	8/1/00	To introduce tribal members to computers and provide employment skills training and cultural history lessons, over two years.	Lake County	Announcements (flyers, newsletters) at, tribal schools, employment offices, small businesses and other tribal organizations.
Round Valley Indian Health Center	11/1/01	To improve access to health information through the Telehealth component of its overall technology initiative, by installing kiosks in two community locations that will provide access to the center's health website, over two years.	Mendocino County	Outreach at local clinics and social service offices, and via website
Shascade Community Services	12/1/02	A four-agency collaborative to promote the full and equal access to advanced telecommunications by Seniors, Native Americans, and other persons with disabilities in underserved rural areas of Northern California, thereby increasing their full inclusion and integration into their communities, over two years.	Shasta County	Partnership with tribal health clinics and schools, disability orgs Outreach meetings
Southern California Tribal Chairmen's Association	6/1/05	To deploy a public service wireless network that uses innovative open source mesh networking equipment to provide broadband Internet access to residents on a rural San Diego Indian reservation to connect the community with higher education	San Diego County	Community meeting, door-to-door

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		institutions.		
Southern California Tribal Chairmen's Association	4/15/09	To develop and implement the business related practices associated with becoming an Internet Service Provider (ISP). This ISP will connect Tribal community members by bringing the Internet into the Tribal home. The goal of this enterprise is to generate revenue by providing broadband internet in the rural Tribal communities that currently do not have service.	San Diego County	Community liaison with each tribe, convenging & trainings
Suscol Intertribal Council	8/1/00	To introduce Native Americans from the reservation and the region to technology and provide training and mentorship opportunities for youth, over two years.	Napa County	Community gatherings, flyers at community/tribal orgs
United Indian Nations, Inc	6/1/02	To provide vocational computer skills training, job readiness training, English and Math classes to Native American youth and adults, encouraging leadership and success, over two years.	Alameda County	Flyers to tribal orgs, newsletters, partnership with other tribal orgs

Extended Timeline for Outreach Activities

*** Provide a detailed timeframe/implementation schedule against which proposed outreach activities in each tribal location will occur.*

Our awareness campaign efforts will coincide with TDV’s ISP roll-out of home internet access availability and will target the impacted tribal reservations simultaneously.

Year 1

Q 1

Phase One of Broadband Awareness & Adoption Campaign: *Pala, Rincon and Pauma Reservations*

- Design and produce flyers at Tribal Training Print Source in Pala. The flyers will notify residents that a home wireless broadband network is available and provide a schedule of training classes in their local area.
- Acquire mailing lists for the communities involved in the Awareness & Adoption Campaign.
- Mail flyers to the tribal homes in the areas where ISP connections are currently being deployed (Pala, Rincon and Pauma Reservations).
- Place door hanging flyers on homes in the areas where ISP service is being established.

PCC/SBA Supplemental Information Request (SIR) Questions

- Create online survey data collection tool for use at training programs. It will collect participants' current broadband knowledge, current access to, and use of the internet.
- The first Broadband Awareness & Adoption Program meeting will be held at an anchor institution on the Pala, Rincon, and / or Pauma Reservations. These three communities are currently involved in the rollout of ISP services to their member's homes.
- During the meeting, community members will be notified that highspeed broadband home access services are available to them. They will also be given the schedule of free training classes where they can learn to access on-line banking, job training/placement, education resources, home entertainment, and others internet skills.
- Additionally, an online survey will be utilized to collect information on participants' previous internet experience, current internet access, and how they found out about the meeting.
- Hold two basic broadband training classes at participating reservations. Advertise these classes through print means and email blasts to existing community contact lists.

Q 2

Phase Two of Broadband Awareness & Adoption Campaign: *Pauma and San Pasqual Reservations*

- Acquire mailing lists for the communities involved in the Awareness & Adoption Campaign.
- Continue poster campaign advertising local broadband availability and trainings at local Community Anchor Institutions including Indian Health Services locations.
- Begin poster campaign advertising local broadband availability and trainings at local Community Anchor Institutions including Indian Health Services locations. It is estimated that at least 60% of the local tribal population utilizes the Indian Health Services locations.
- Mail flyers to the tribal homes in the areas where ISP connections are currently being deployed (Pauma and San Pasqual Reservations).
- Place door hanging flyers on homes in the areas where ISP service is being established.
- The second Broadband Awareness & Adoption Program meeting will be held at an anchor institution on the Pauma or San Pasqual Reservations.
- During the meeting, community members will be notified that highspeed broadband home access services are available to them. They will also be given the schedule of free training classes where they can learn to access on-line banking, job training/placement, education resources, home entertainment, and others internet skills.
- Utilize an online survey to collect information on participants' previous internet experience, current internet access, and how they found out about the meeting.

PCC/SBA Supplemental Information Request (SIR) Questions

- Purchase and begin computer equipment upgrade at four tribal community anchor institutions (Pala Learning Center/Library, Rincon Indian Education Center/Library, San Pasqual Education Center/Library and The Barona Museum).
- Initiate partnership with San Diego Futures Foundation for refurbished computer donations for tribal homes.
- Hold basic and advanced broadband classes in regions where home connections have been previously established. Advertise these classes through print means and email blasts to community members whose email addresses have been collected at previous classes.

Q 3

Phase Three of Broadband Awareness & Adoption Campaign: *Santa Ysabel and Los Coyotes Reservations*

- Acquire mailing lists for the communities involved in the Awareness & Adoption Campaign.
- Continue poster campaign advertising local broadband availability and trainings at local Community Anchor Institutions including Indian Health Services locations.
- Mail flyers to the tribal homes in the areas where ISP connections are currently being deployed (Santa Ysabel and Los Coyotes Reservations).
- Place door hanging flyers on homes in the areas where ISP service is being established.
- The third Broadband Awareness & Adoption Program meeting will be held at an anchor institution on the Santa Ysabel or Los Coyotes Reservations.
- During the meeting, community members will be notified that highspeed broadband home access services are available to them. They will also be given the schedule of free training classes where they can learn to access on-line banking, job training/placement, education resources, home entertainment, and others internet skills.
- Utilize an online survey to collect information on participants' previous internet experience, current internet access, and how they found out about the meeting.
- Initiate the first ZD/BAVC Digital Media training session to be held at Rez Valley Studios.
- Introduce all tribal communities to Women's Audio Mission (WAM) online audio vocational training memberships.
- Work with contracted companies to display the availability of online resources for video storage and distribution.

PCC/SBA Supplemental Information Request (SIR) Questions

- Hold basic and advanced broadband classes in regions where home connections have been previously established. Advertise these classes through print means and email blasts to community members whose email addresses have been collected at previous classes.
- Continue computer equipment upgrade at four tribal community anchor institutions.

Q 4

Phase Four of Broadband Awareness & Adoption Campaign: *Campo, La Posta and Manzanita Reservations*

- Acquire mailing lists for the communities involved in the Awareness & Adoption Campaign.
- Continue poster campaign advertising local broadband availability and trainings at local Community Anchor Institutions including Indian Health Services locations.
- Mail flyers to the tribal homes in the areas where ISP connections are currently being deployed (Campo, La Posta and Manzanita Reservations)
- Place door hanging flyers on homes in the areas where ISP service is being established.
- The fourth Broadband Awareness & Adoption Program meeting will be held at an anchor institution on the Campo, La Posta or Manzanita Reservations.
- During the meeting, community members will be notified that highspeed broadband home access services are available to them. They will also be given the schedule of free training classes where they can learn to access on-line banking, job training/placement, education resources, home entertainment, and others internet skills.
- Utilize an online survey to collect information on participants' previous internet experience, current internet access, and how they found out about the meeting.
- Hold basic and advanced broadband classes in regions where home connections have been previously established. Advertise these classes through print means and email blasts to community members whose email addresses have been collected at previous classes.
- Complete computer equipment upgrade at four tribal community anchor institutions.

Year 2

Q 1

Phase Five of Broadband Awareness & Adoption Campaign: *La Jolla, Cuyapaipe/Ewiiaapaayp and Inaja-Cosmit Reservations*

- Acquire mailing lists for the communities involved in the Awareness & Adoption Campaign.

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- Continue poster campaign advertising local broadband availability and trainings at local Community Anchor Institutions including Indian Health Services locations.
- Mail flyers to the tribal homes in the areas where ISP connections are currently being deployed (La Jolla, Cuyapaipe/Ewiiapaayp and Inaja-Cosmit Reservations).
- Place door hanging flyers on homes in the areas where ISP service is being established.
- The fifth Broadband Awareness & Adoption Program meeting will be held at an anchor institution on the La Jolla, Cuyapaipe/Ewiiapaayp or Inaja-Cosmit Reservations.
- During the meeting, community members will be notified that highspeed broadband home access services are available to them. They will also be given the schedule of free training classes where they can learn to access on-line banking, job training/placement, education resources, home entertainment, and others internet skills.
- Utilize an online survey to collect information on participants' previous internet experience, current internet access, and how they found out about the meeting.
- Hold basic and advanced broadband classes in regions where home connections have been previously established. Advertise these classes through print means and email blasts to community members whose email addresses have been collected at previous classes.

Q 2

Phase Six of Broadband Awareness & Adoption Campaign: *Jamul and Barona Reservations*

- Acquire mailing lists for the communities involved in the Awareness & Adoption Campaign.
- Continue poster campaign advertising local broadband availability and trainings at local Community Anchor Institutions including Indian Health Services locations.
- Mail flyers to the tribal homes in the areas where ISP connections are currently being deployed (Jamul and Barona Reservations).
- Place door hanging flyers on homes in the areas where ISP service is being established.
- The sixth Broadband Awareness & Adoption Program meeting will be held at an anchor institution on the Jamul or Barona Reservations.
- During the meeting, community members will be notified that highspeed broadband home access services are available to them. They will also be given the schedule of free training classes where they can learn to access on-line banking, job training/placement, education resources, home entertainment, and others internet skills.
- Utilize an online survey to collect information on participants' previous internet experience, current internet access, and how they found out about the meeting.

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- Hold basic and advanced broadband classes in regions where home connections have been previously established. Advertise these classes through print means and email blasts to community members whose email addresses have been collected at previous classes.

Q 3

Phase Seven of Broadband Awareness & Adoption Campaign: *Sycuan and Viejas Reservations*

- Acquire mailing lists for the communities involved in the Awareness & Adoption Campaign.
- Continue poster campaign advertising local broadband availability and trainings at local Community Anchor Institutions including Indian Health Services locations.
- Mail flyers to the tribal homes in the areas where ISP connections are currently being deployed (Sycuan and Viejas Reservations).
- Place door hanging flyers on homes in the areas where ISP service is being established.
- The seventh Broadband Awareness & Adoption Program meeting will be held at an anchor institution on the Sycuan or Viejas Reservations.
- During the meeting, community members will be notified that highspeed broadband home access services are available to them. They will also be given the schedule of free training classes where they can learn to access on-line banking, job training/placement, education resources, home entertainment, and others internet skills.
- Utilize an online survey to collect information on participants' previous internet experience, current internet access, and how they found out about the meeting.
- Second ZD/BAVC Digital Media training session to be held at Rez Valley Studios.
- Hold basic and advanced broadband classes in regions where home connections have been previously established. Advertise these classes through print means and email blasts to community members whose email addresses have been collected at previous classes.

Q 4

- Complete roll-out of home broadband access to all available and requesting homes throughout the tribal regions. Continue to advertise that broadband services are available to area homes. TDV will keep and track regional data for homes they have supplied broadband access to and the homes that have not requested service. TDV will continue to advertise to these non-serviced homes.
- Hold basic and advanced broadband classes in regions where home connections have been previously established. Advertise these classes through print means and email blasts to community members whose email addresses have been collected at previous classes.

Year 3

PCC/SBA Supplemental Information Request (SIR) Questions

- Continue to hold basic and advanced broadband classes on varying subjects throughout SCTCA reservations. Advertise these classes through print means and email blasts to community members whose email addresses have been collected at previous classes.
- Continue to advertise that broadband services are available to area homes. TDV will keep and track regional data for homes they have supplied broadband access to and the homes that have not requested service. TDV will continue to advertise to these non-serviced homes.
- Third ZD/BAVC Digital Media training session to be held at Rez Valley Studios.

5507 ZERO DIVIDE

PERSONNEL	Position	Federal Support	Matching Support	Total	# of Positions	Salary	% Time Spent on Project	Quarters Employed	Total		SIR QUESTIONS
	Chief Community Investment Officer - ZeroDivide	\$ 49,929		\$ 49,929	1.00	\$ 130,000	15%	10.00	\$ 49,929		
	Sr. Community Investment Officer - ZeroDivide	\$ 54,065	\$ 5,850	\$ 59,915	1.00	\$ 78,000	30%	10.00	\$ 59,915		
	Technology Manager - ZeroDivide	\$ 20,967	\$ 20,000	\$ 40,967	1.00	\$ 80,000	20%	10.00	\$ 40,967		
	Director of Partnerships - ZeroDivide	\$ 514	\$ 21,250		1.00	\$ 85,000	10%	10.00	\$ 21,764		
	Director of Technology - TDV	\$ 20,054		\$ 20,054	1.00	\$ 97,905	8%	10.00	\$ 20,054		
	Asst. Dir. Network Admin TDV	\$ 59,648		\$ 59,648	1.00	\$ 58,240	40%	10.00	\$ 59,648		
	Asst. Dir. IT - TDV	\$ 1,491		\$ 1,491	1.00	\$ 58,240	1%	10.00	\$ 1,491		
	Studio Online Content Trainer - TDV	\$ 133,143		\$ 133,143	1.00	\$ 52,000	100%	10.00	\$ 133,143		
	Administrative Logistics Mgr - TDV	\$ 123,823		\$ 123,823	1.00	\$ 48,360	100%	10.00	\$ 123,823		
Subtotal		\$ 463,634	\$ 47,100	\$ 510,734							
FRINGE	Position	Federal Support	Matching Support	Total	# of Positions	Salary	% Time Spent on Project	Quarters Employed	Fringe Rate	Total	
	Chief Community Investment Officer - ZeroDivide	\$ 12,482		\$ 12,482	1.00	\$ 130,000	15%	10	\$ 0	12482	
	Sr. Community Investment Officer - ZeroDivide	\$ 13,517	\$ 1,462	\$ 14,979	\$1.00	\$ 78,000	30%	10	\$ 0	14979	
	Technology Manager - ZeroDivide	\$ 5,242	\$ 5,000	\$ 10,242	\$1.00	\$ 80,000	20%	10	\$ 0	10242	
	Director of Partnerships - ZeroDivide	\$ 5,441		\$ 5,441	1	\$ 85,000	10%	10	\$ 0	5441	
	Director of Technology - TDV	\$ 5,014		\$ 5,014	1	\$ 97,905	8%	10	\$ 0	5014	
	Asst. Dir. Network Admin TDV	\$ 14,912		\$ 14,912	1	\$ 58,240	40%	10	\$ 0	14912	
	Asst. Dir. IT - TDV	\$ 373		\$ 373	1	\$ 58,240	1%	10	\$ 0	373	
	Studio Online Content Trainer - TDV	\$ 33,286		\$ 33,286	1	\$ 52,000	100%	10	\$ 0	33286	
	Administrative Logistics Mgr - TDV	\$ 30,956		\$ 30,956	1	\$ 48,360	100%	10	\$ 0	30956	
Subtotal		\$ 121,223	\$ 6,462	\$ 127,685							
TRAVEL	Purpose of Trip	Federal Support	Matching Support	Total	# of Trips	Cost per Trip	Total				
	ZD Travel to TDV (Airfare \$350, lodging \$175, per diem \$150, local travel \$150) for capacity building work, trainings and due diligence		\$ 1,650	\$ 1,650	2	\$ 825	\$ 1,650				
	TDV travel to ZD (Airfare \$350, lodging \$175, per diem \$150, local travel \$150) for participation joint training and documentation	\$ 1,650		\$ 1,650	2	\$ 825	\$ 1,650				
	Local Transportation to training sites (average RT mileage: 150 x \$.50/mile x 31 sites)	\$ 4,650		\$ 4,650	2	\$ 2,325	\$ 4,650				
Subtotal		\$ 6,300	\$ 1,650	\$ 7,950							
EQUIPMENT	Equipment Description	Federal Support	Matching Support	Total	#Units	Unit Cost	Total				
Applicant Equipment	Sony VAIO VPCF11 Intel Core i7 Notebook PC	\$ 1,100		\$ 1,100	1	\$ 1,100	\$ 1,100				
Applicant Equipment	Epson PowerLite 1725 Multimedia Projector	\$ 1,200		\$ 1,200	1	\$ 1,200	\$ 1,200				
Applicant Equipment	Buhl Industries TPS-T60 Mobile Screen	\$ 200		\$ 200	1	\$ 200	\$ 200				
Applicant Equipment	Sony VAIO VPCF11 Intel Core i7 Notebook PC	\$ 1,100		\$ 1,100	1	\$ 1,100	\$ 1,100				
Applicant Equipment	Viewsonic Pro8100 LCD Projector	\$ 1,350		\$ 1,350	1	\$ 1,350	\$ 1,350				

Explanation of Indirect Charges	<p>Indirect costs are calculated via the Simple Method from OMB Circular A-122 "Cost Principles for Non-Profit Organizations" at a rate of 26.8%. Indirect costs include depreciation on buildings and equipment, the costs of operating and maintaining facilities, and general administration and general expenses. Excludes contract and sub-recipient amounts over \$25,000.</p>															
Additional Budget Notes	<p>Personnel salaries includes annual 2.5% adjustment for inflation.</p>															