



**California Emerging Technology Fund  
Partnership with Charter Communications  
Request for Letters of Interest**

– August 2017 –

**Purpose and Background**

The purpose of this Request for Letters of Interest is to invite community-based organizations (CBOs) with a track record of performance and demonstrated capacity to achieve broadband adoptions among low-income households to apply for an Access Broadband Connect (ABC) grant. The grant funds are a result of the Memorandum of Understanding (MOU) between Charter Communications, Inc. (doing business as Spectrum in California) and the California Emerging Technology Fund (CETF) setting forth public benefits related to Charter's acquisition of Time Warner Cable Inc. (see summary attached). The required outcomes of the ABC grants are verifiable broadband subscriptions by low-income households in the Spectrum service territory.

As per the MOU with CETF, Charter committed to an aspirational goal of achieving 350,000 broadband adoptions among low-income California households over the next 5 years and is offering an affordable broadband rate of \$14.99 per month at 30 Mbps (megabits per second) download and 4 Mbps upload in their service territory (marketed as Spectrum Internet Assist). Charter also is providing funds to CETF to promote broadband deployment and adoption and to support digital inclusion initiatives such as School2Home. CETF is dedicating \$2 million in public benefit funds for ABC grants to CBOs over the next 2 years. While CETF will collaborate with Spectrum (California business name for Charter) and partners to promote the Spectrum Internet Assist program, ABC grant subscriptions will not be limited to the Spectrum offer—consumers will have a choice and grantees will be required to provide information about all affordable offers available in the area. Grant awards will be performance-based and payments will be based on \$120 per verified subscription facilitated by the grantee. Grantees will be responsible for: (a) outreach in-language and in-culture to priority low-income neighborhoods and populations; (b) basic digital literacy training and assistance in obtaining an affordable computing device; and (c) explanation of available affordable broadband offers and assistance in contacting the selected provider to sign up. Spectrum will promote their affordable offer through events, direct marketing, and advertising.

**Applicant Eligibility and Grant Criteria**

Eligible CBO applicants include 501(c)(3) non-profit community organizations, schools, libraries, local governments, and other public agencies with an established record of performance for measurable outcomes and demonstrated capacity to plan and manage strategic activity to achieve specific objectives. Although not a pre-requisite, it is preferable that applicants have experience in successfully achieving broadband adoptions by assisting low-income households in signing up for high-speed Internet home service. Priority consideration will be given to CBOs

focused in communities around School2Home schools (see below) with working relationships with the local school, city, and county governments and their human services agencies.

The following criteria will be used to evaluate the quality and viability of applications:

- Clarity in the description of relevant experience and capacity to reach low-income households in-language and in-culture to increase broadband adoptions.
- Established track record of performance in achieving quantified outcomes.
- Experience in working in target communities and established working relationships with school, city, and county governments and their human services agencies.
- Focus and quality of delineated strategies and activities to achieve broadband adoptions among low-income households.
- Reasonableness of work plan, timetable, and budget to achieve the proposed number of broadband adoptions.

Please note that while grants will be based on \$120 per verified subscription, past experience with qualified CBOs has indicated that it can require an investment of resources 2-4 times that amount to work with a low-income household to complete a subscription sign-up. Thus, it is critical that applicants incorporate broadband adoption strategies and activities into existing efforts that will leverage other resources. Further, it is anticipated that collaboration with Spectrum coupled with their marketing activities will complement and augment CBO outreach. The \$120 per verified subscription is the same basis on which CETF partner CBOs achieved more than 30,000 broadband adoptions during the last 3 years. CETF will monitor progress in achieving adoptions and reserves the right and obligation to make adjustments in the ABC grant program to achieve collective success.

Learn more about the Letter of Interest and how to submit an application in the attachment and here:

[http://www.cetfund.org/www.cetfund.org/Investments/Grant\\_Opportunities/2017\\_Grant\\_Opportunity](http://www.cetfund.org/www.cetfund.org/Investments/Grant_Opportunities/2017_Grant_Opportunity)

CETF will conduct briefing calls before and during each application period. We invite you join a call, submit an application, and share this information with others who may be interested.

### **Submission of Letters of Interest**

Interested CBOs are invited to submit a letter to CETF from Thursday, September 15, 2017 to Friday, September 29, 2017 at 5PM PST setting forth the following content:

- Statement of interest in an Access Broadband Connect grant with a brief explanation of how your organization's experience and capacity align with and will contribute to achieving broadband adoption to help close the Digital Divide.
- Description of the existing relationships your organization has with schools, cities, and/or counties in the Spectrum service territory.
- Identification of the priority low-income neighborhoods and/or populations in the communities around schools in the School2Home program that will be the focus of your outreach and digital literacy work.
- The number of new broadband adoptions for which you propose to accept responsibility to achieve (the number of households to be recruited, oriented and assisted with obtaining an affordable broadband subscription for high-speed Internet service).

- Delineation of key strategies and activities that you will implement to accomplish the number of proposed new broadband subscriptions along with a high-level work plan, timetable and budget (identify any match funding and/or other leveraged resources).

Letters of Interest may be submitted quarterly online during 4 application periods:

[https://www.cybergrants.com/pls/cybergrants/ao\\_login.login?x\\_gm\\_id=2692&x\\_proposal\\_type\\_id=41148](https://www.cybergrants.com/pls/cybergrants/ao_login.login?x_gm_id=2692&x_proposal_type_id=41148). **You must first register, then sign in to respond to the questions above. All**

**Letters of Interest must be submitted by 5PM PT by one of the 4 application deadlines:**

**September 29, 2017; January 26, 2018; April 27, 2018; and July 27, 2018.**

You are strongly advised to register and sign in well in advance of the deadline to submit the Letter of Interest. The online application will be available beginning September 15, 2017.

CETF will conduct two briefing conference calls/webinar each quarter to answer questions about the Letter of Interest application. One will be held before each application period and one will be held during each application period. CETF will post an FAQ for the Letters of Interest and update it as needed based on the conference call/webinar.

CETF will review and analyze the Letters of Interest and select prospective partners within 6 weeks. CETF will negotiate and complete Grant Agreements with CBOs agreeing to achieve new broadband adoptions that will have a 2 year-term for performance. The grantees will meet together with CETF and spectrum to launch the grant the month prior to when the grant begins. Grantees will be required to meet quarterly in Learning Communities to monitor progress and share experiences in achieving success. Expenses for travel to these gatherings will be reimbursed.

Below is the schedule for key dates, timeframes and deadlines for Letters of Interest.

<b>Informational Conference Calls/Webinars About the Letter of Interest and Grant</b>	<b>Letter of Interest Application Period (Open and Close Date; Close Date is by 5PM PT.)</b>	<b>Grant Awards Announced</b>	<b>First Learning Community Meeting (Reimbursed Expenses) 9:30AM – 4:00PM (Locations in Spectrum Service Territory)</b>	<b>Grant Begin Date</b>
<b>10AM PT</b> 1.712.432.3900 1559255# <b>Webinar Link</b> Check the Day Prior to Call				
Friday, September 8, 2017 <a href="https://www.anymeeting.com/926-984-439">https://www.anymeeting.com/926-984-439</a> Tuesday, September 26, 2017 <a href="https://www.anymeeting.com/115-619-593">https://www.anymeeting.com/115-619-593</a>	September 15-29, 2017	Friday, November 10, 2017	Thursday, December 7, 2017	January 1, 2018
Tuesday, January 9, 2018 Tuesday, January 16, 2018	January 12-26, 2018	Friday, February 23, 2018	Thursday, March 4, 2018	April 1, 2018
Tuesday, April 10, 2018 Tuesday, April 24, 2018	April 16-27, 2018	Friday, May 25, 2018	Thursday, June 7, 2018	July 1, 2018
Wednesday, July 11, 2018 Wednesday, July 18, 2018	July 27, 2018	Friday, August 24, 2018	Thursday, September 6, 2018	October 1, 2018

**School2Home Schools in the Spectrum\* Service Territory**  
(Surrounding Communities are Priorities for ABC Grants)

<b>District</b>	<b>School</b>
Inglewood Unified School District	Crozier Middle School
Los Angeles Unified School District	Robert Louis Stevenson Middle School Partner: Partnership for Los Angeles Schools
	John Muir Middle School Partner: LA's Promise
	James Madison Middle School Computer Science and Engineering Design Magnet Partner: Madison Stars, Inc.
	Edwin Markham Middle School Partner: Partnership for Los Angeles Schools
	Mark Twain Middle School
	San Fernando Institute of Applied Media Partner: Youth Policy Institute
	Joseph LeConte Middle School Partner: Youth Policy Institute
	Maclay Middle School Partner: Youth Policy Institute
	Christopher Columbus Middle School
	San Fernando Middle School
	Johnnie Cochran Middle School
	Virgil Middle School
	Robert E. Peary Middle School
	Chester W. Nimitz Middle School
	Monsenor Oscar Romero Charter Middle School
	Riverside Unified School District
Chemawa Middle School	
University Heights Middle School	
San Bernardino City Unified School District	Arrowview Middle School
	Curtis Middle School
	Del Vallejo Middle School
	Golden Valley Middle School
	Serrano Middle School

\*Charter Communications is doing business as Spectrum.



## **Charter-CETF Memorandum of Understanding Summary of Public Benefit Commitments by Charter Communications**

The following is a summary of the public benefit commitments by Charter Communications related to their acquisition of Time Warner Cable in California. These public benefits are set forth in the Memorandum of Understanding (MOU) between Charter and CETF and are incorporated into the CPUC decision approving the corporate consolidation. This summary is not intended to modify the requirements of the MOU.

### **Broadband Deployment**

#### Collaboration with CETF

- Collaborate with CETF to meet with local elected officials and stakeholders.
- Develop a plan (framework) no later than June 30, 2017.

#### 70,000 Unserved Households Passings in Service Territory

- Deploy in 5 Counties: Kern, Modoc, Monterey, San Bernardino, Tulare.
- Complete construction and provide service within 3 years.
- Serve at least 25% HHs that speak a language other than English.

#### 80,000 Additional Unserved Households

- Deploy in 8 Counties: Monterey, Tulare, Kern (including California City), Stanislaus, San Bernardino, Riverside, Imperial, Modoc.
- Complete construction and provide service within 4 years.
- Achieve 50% of deployment in communities where at least 25% HHs that speak a language other than English.

#### Public Hotspots

- Deploy 25,000 in 4 years.

#### Anchor Institutions

- Provide free broadband to 75 anchor institutions (1,875 users simultaneously).
- Collaborate to identify the 75 institutions by June 30, 2018 (in rural and low-income areas).

### **Broadband Adoption**

#### 350,000 New Low-Income Households Online in 5 Years

- Develop a mutually-agreed upon plan by June 30, 2017.
- Meet together and in collaboration with CBOs (May 25 and/or May 26).
- Develop a plan for Spectrum to report progress in enrolling eligible low-income households.

#### Affordable Broadband Offer

- Begin making available within 6 months and throughout California within 15 months.
- Work together to develop plan for notification of eligible low-income consumers (including input on ethnic and community media buys).