



Show me the money – Understanding School Funding Options

NECC - 2009



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About this presentation

- **Not legal advice**
- **Not Cisco interpretation of opportunities**
- **All publicly available information**

Agenda:

- Importance of alternate funding sources in the public sector
- Erate – a quick overview
- Stimulus and other grant opportunities
- How can Cisco help?
- Q&A



Why are erate and grants important?

- **Current budget situation**
- **Over 400 billion available in grants annually – not all technology focused**
- **Repeat year after year**
- **Matching priorities/ issues with specific funding opportunities:**
 - Adult education and job training
 - Rural schools
 - Safety and security
 - Student health and fitness
 - Innovative technology
 - Curriculum development
 - Information sharing between agencies and governments
 - Video surveillance



Erate – A quick review



What is Erate?

- Provides \$2.25 billion per year
- Regulated by FCC
- Overseen by USAC - Universal Service Administrative Company
- Administered by SLD - Schools and Libraries Division of USAC
- Cisco solutions fall under Priority Two – Internal Connections
 - Examples of priority two are:
 - network electronics: routers, switches
 - Telephony infrastructure: VOIP

General Erate Calendar

Application Planning

Fall	Technology Planning Procurement
Winter	Submit Application
Spring	Application Review
Summer	Services Start



Stimulus and What Does It Mean To You?

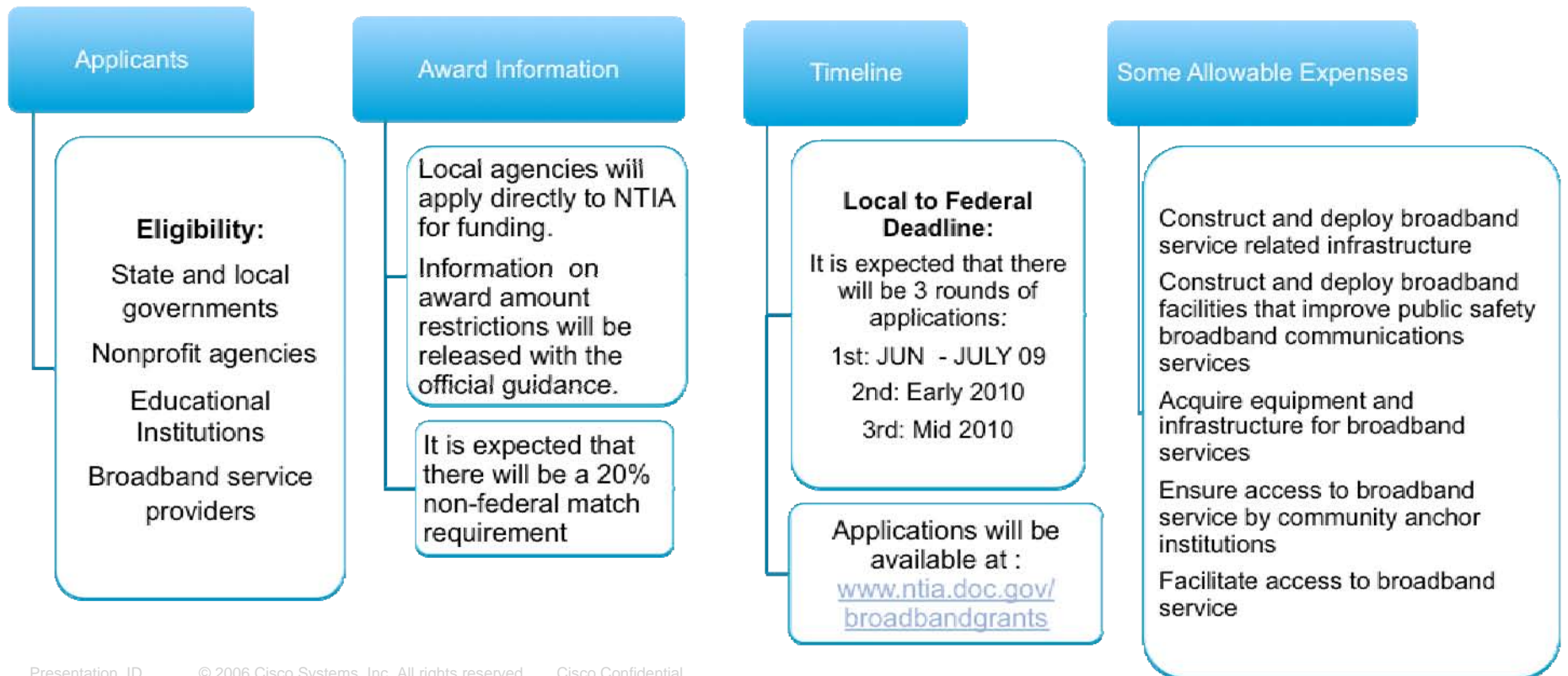


Broadband Technology Opportunity Program (BTOP) Infrastructure Component National Telecommunications and Information Administration (NTIA)

Grant Description: \$4.7 billion for NTIA competitive grants for the purposes of providing access to broadband service to citizens residing in unserved areas of the United States and providing broadband education, awareness, training, access, equipment.

Program Priorities:

(a) At least one award in each state; (b) Increased affordability; (c) Providing the greatest broadband speed possible to the greatest population of users; (d) Enhancing service for health care delivery & education; and (e) Benefiting disadvantaged small business concerns.

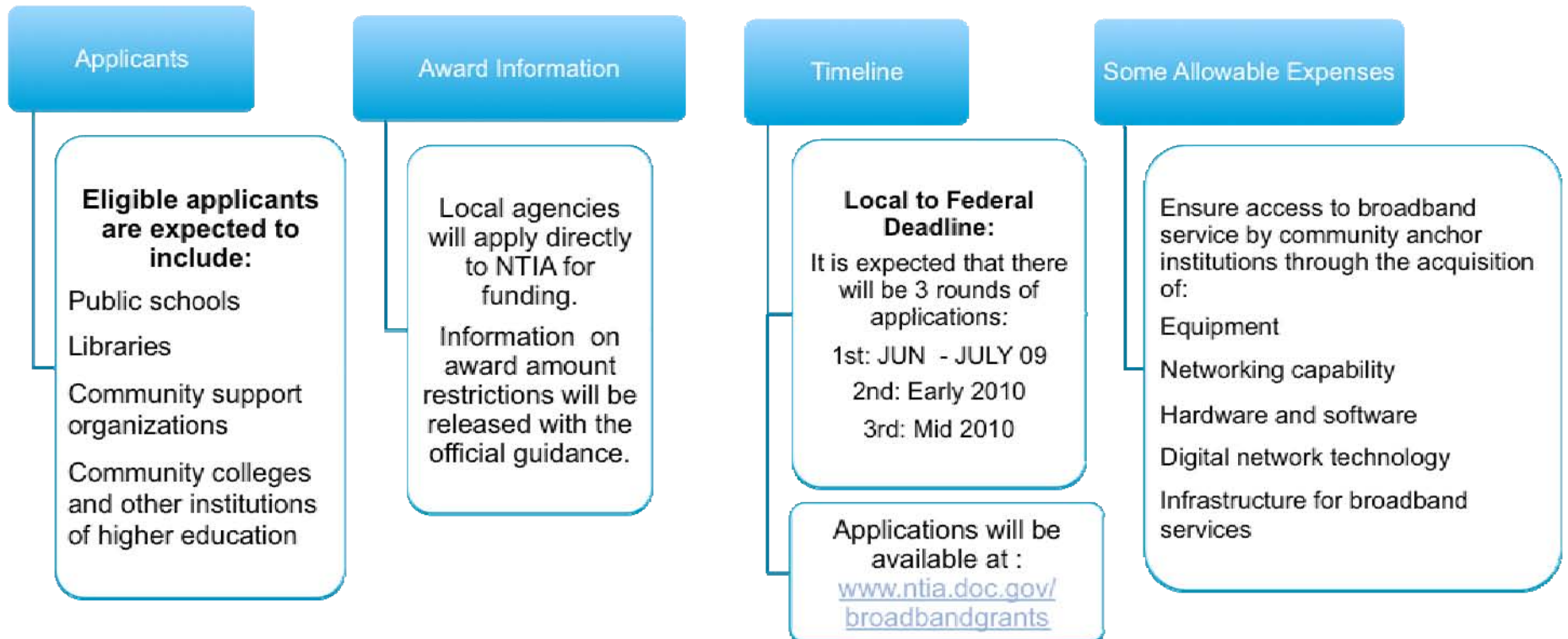


Broadband Technology Opportunity Program (BTOP) Public Computer Center Component National Telecommunications and Information Administration (NTIA)

Grant Description: Of the \$4.7 billion for NTIA competitive grants for the purposes of providing access to broadband service to citizens residing in unserved areas of the United States, at least \$200 million is designated for Public Computer Capacity grants.

Program Priorities:

Details of this program are currently under development by the NTIA. Based on ARRA, one of the program objectives is to provide broadband education, awareness, training, access, equipment, and support to schools, libraries, medical and healthcare providers, community colleges/institutions of higher education, and other community support organizations and entities to facilitate greater use of broadband service by or through these organizations.



Distance Learning, Telemedicine, & Broadband Program

Department of Agriculture, Rural Utilities Service

Grant Description: Competitive grant \$2.5 billion for grants, loans and loan guarantees for broadband infrastructure to deliver distance learning and telemedicine services.

Program Priorities:

At least 75% of areas to be served with these funds must be in a rural area without sufficient access to high speed broadband.

Applicants

Eligibility:

- incorporated organization or partnership;
- an Indian tribe or tribal organization;
- a state or local unit of government;
- a consortium;
- other legal entity, including a private corporation organized on a for profit or not-for profit basis

Award Information

Local agencies will apply directly to RUS for competitive grants. Information on award amount restrictions will be released with the official guidance. Potential Priority given to previously awarded RUS awardees

Timeline

Local to Federal Deadline:

It is expected that there will be 3 rounds of applications:

- 1st: JUN - JULY 09
- 2nd: Early 2010
- 3rd: Mid 2010

Some Allowable Expenses

Determination of allowable expenses is currently under development by RUS. It is estimated that some allowable expenses will include:

- Acquire equipment and infrastructure for broadband services
- Ensure access to broadband service by community anchor institutions
- Facilitate access to broadband service

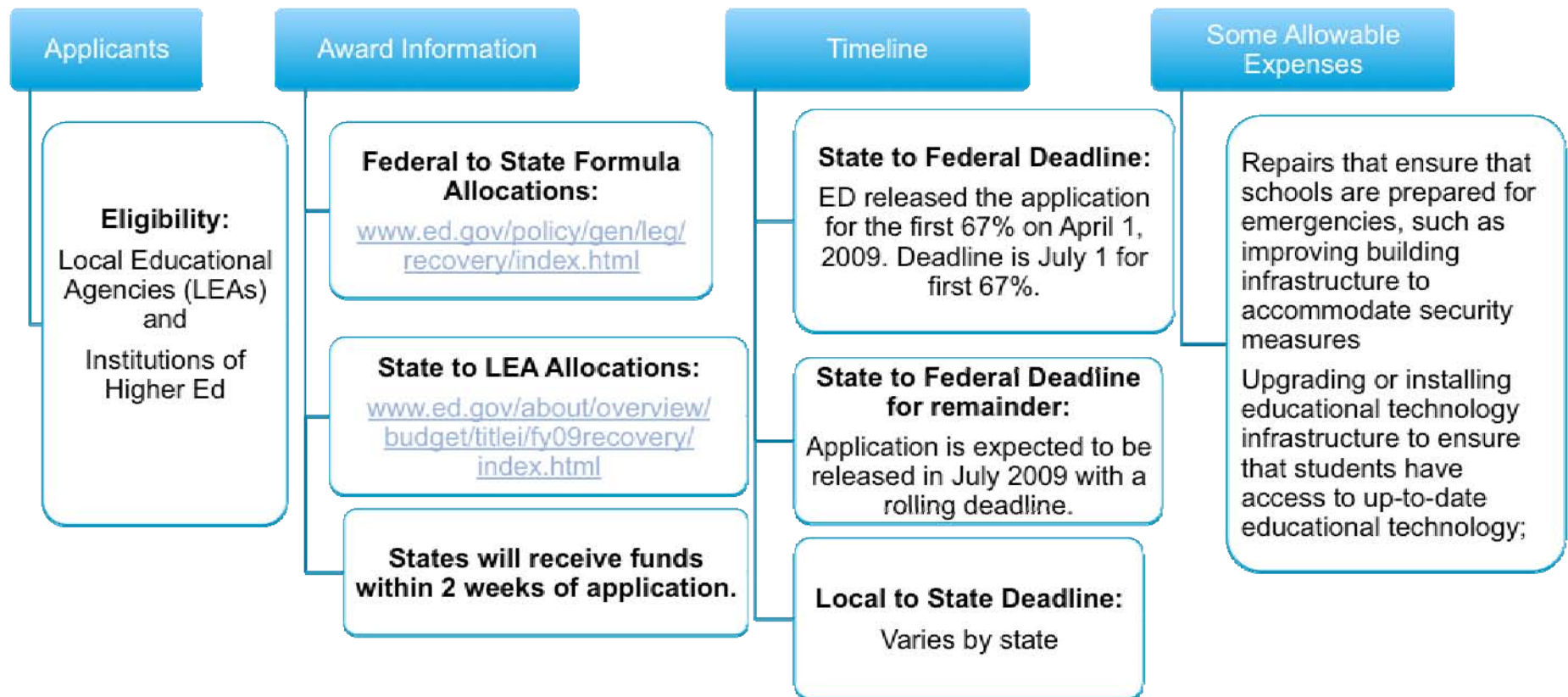
State Stabilization Funding for Education (SFSF)

Department of Education

Grant Description: Approximately \$8.8 billion of this funding is designated for the purpose of modernization, renovation, or repair of public school facilities.

Program Priorities:

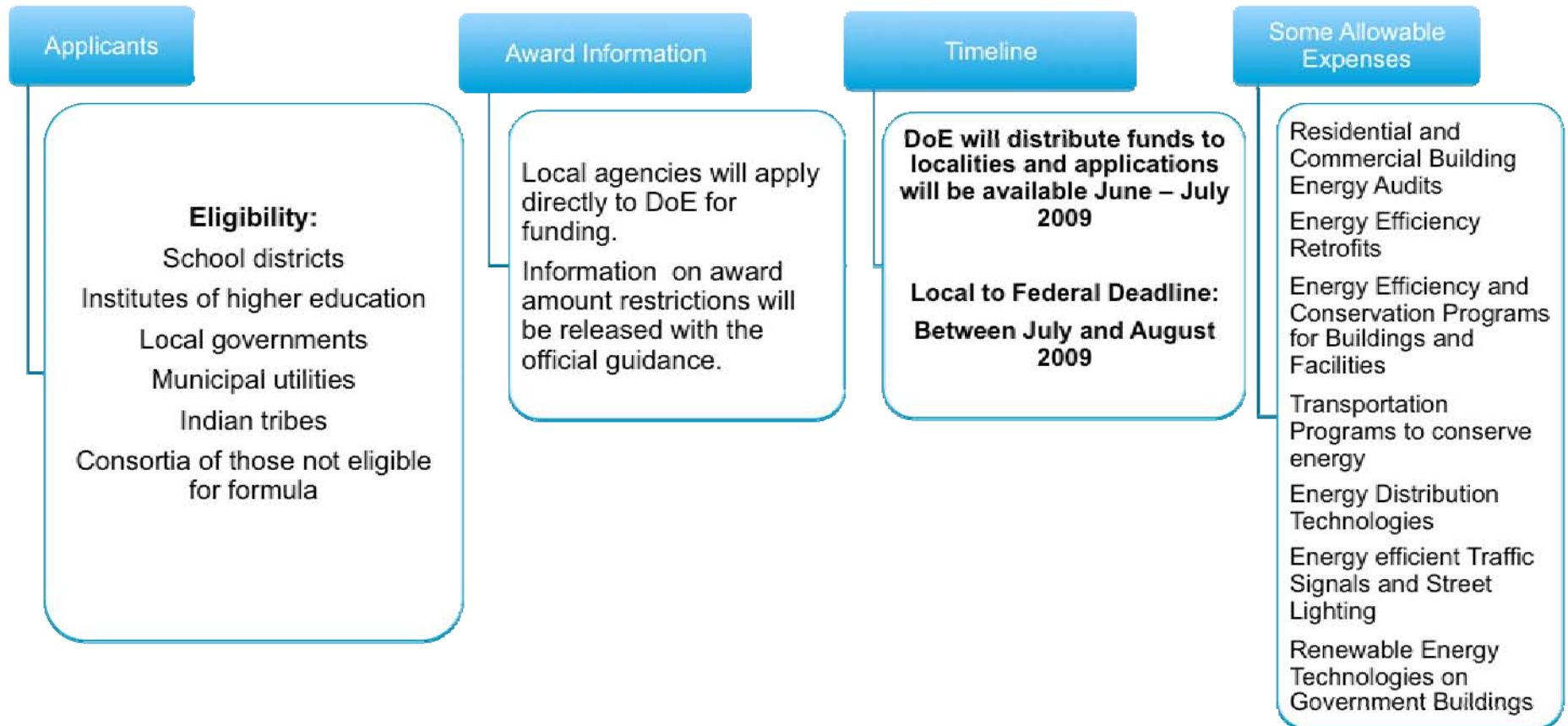
LEAs should consider using these funds for facilities for early childhood education and for the community and should create "green" buildings. IHEs may use program funds for the modernization, renovation, or repair of IHE facilities that are primarily used for instruction, research, or student housing.



Energy Efficiency and Conservation Block Grants- Competitive

Department of Energy

Grant Description: \$400 million for competitive grants for reducing fossil fuel emissions, reducing total energy use, and improving energy efficiency in the transportation and building sectors.



Community Facilities Program

Department of Agriculture, Rural Development

Grant Description: \$130 million in grants and loans to assist in the development of essential community facilities including for use in health care, public safety, education, Utilities, transportation, and other community and public services. A grant may be made in combination with other program financial assistance such as a direct or guaranteed loan, applicant contributions, or loans and grants from other sources.



Grants to States for Employment Training Activities

Department of Labor

Grant Description: \$1.8 billion will be distributed via formula to States for pass-through to local Workforce Investment Boards and One-Stop Career Centers to provide employment and training activities for adults, dislocated workers, and youth.

Program Priorities: Priority use of these funds is for services to recipients of public assistance and other low-income individuals.



Other Grant Opportunities – Non Stimulus

- COPS Secure Our Schools
- Readiness and Emergency Management for Schools
- Safe Schools/Health Students
- Edward Byrne Competitive



What To Do Now....



Keep in Mind....

- LOTS OF OPPORTUNITIES – THINK OUTSIDE THE BOX!

Be collaborative and think about the future

- UNDERSTAND THE PURPOSE OF THE GRANT, YOUR NEEDS AND YOUR BUSINESS DRIVERS!

Be sure the technology you propose supports the outcomes the grant is seeking to produce

- IT'S NEVER TOO LATE TO BEGIN BUILDING A TECHNOLOGY PLAN!

How Can Cisco Help?

- One on one information session to identify business drivers
- Deliver customized reports via third party consultant – The Grants Office
 - Match the right technology to the right grant
 - Provide details on grant and deadlines
 - Roadmap for grant processes
- Cisco program does not involve grant writing assistance – crosses legal and ethical boundaries



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