



# Bringing State and Federal Broadband Money to the San Gabriel Valley

May 4, 2022

# Today

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- Who: CCF, LA DEAL, SGV Leaders
- What: Rethinking Broadband
- How:
  - Funding and Partnership Opportunities for Cities and Local Agencies
  - CPUC Programs + \$\$: LATA, FFA, and more
  - Models that work for local governments
  - More partnership + funding opportunities
- Next up: help us help you!

# San Gabriel Valley COG

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- Involved in conversations to expand broadband services and close the digital divide with ISD and LA DEAL
- Keeps city managers, elected officials, and city staff informed of important broadband resources
- Open to assisting San Gabriel Valley cities such as leading and coordinating broadband strategic plans, supporting regional coordination, and implementing legislative advocacy efforts

# CCF Digital Equity Initiative

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CCF's mission is to **lead positive systemic change that strengthens Los Angeles communities.**

The **Digital Equity Initiative** is a multi-year project that will seed, grow, and support a digital equity movement in Los Angeles County with the knowledge and power to ensure **fast, reliable, and affordable broadband for all Angelenos.**

[calfund.org/digital-equity-initiative](https://calfund.org/digital-equity-initiative)



# LA DEAL

The Los Angeles Digital Equity Action League (LA DEAL) is the only **California Public Utilities Commission (CPUC) approved and funded Regional Broadband Consortium for L.A. County**. It is co-convened by LAEDC and UNITE-LA.

LA DEAL is responsible for a **collaborative community-driven process to assess and tackle the broadband gaps that exist in communities across the L.A. region**, and seeks to address broadband access in a systemic and equitable way through true community representation and a strong infrastructure of civic leaders representing business, education, nonprofits, and government, *so that underserved and disadvantaged people have equal access to affordable, reliable, and high-speed internet service, and the devices and training to optimize their use.*

[www.ladeal.org](http://www.ladeal.org)




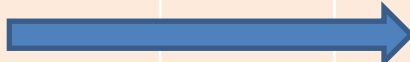









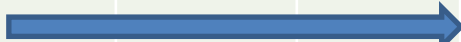





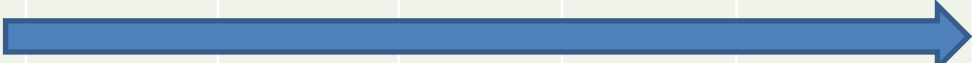
# The Opportunity: Think Differently About Broadband

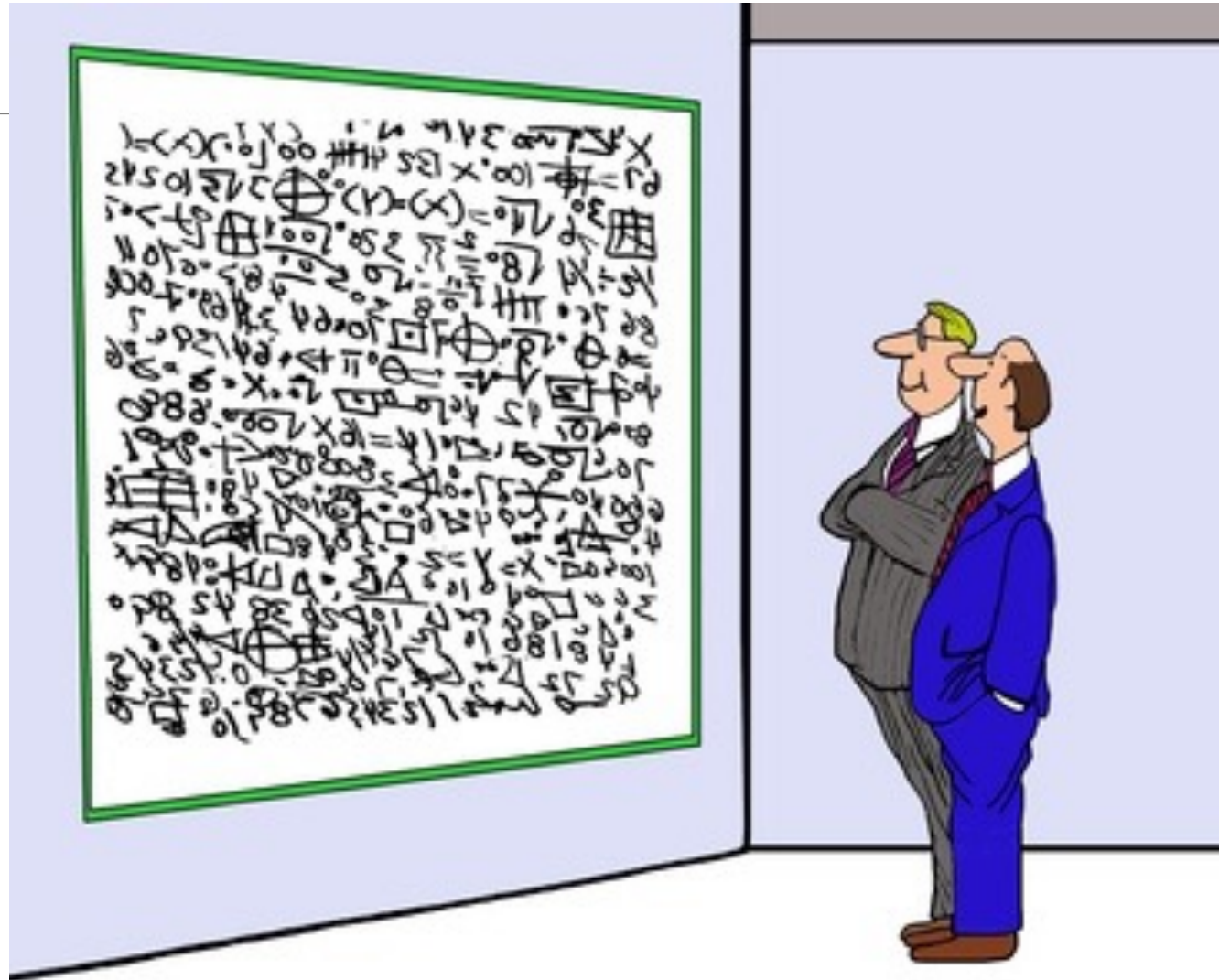
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A different bottom line beyond profit + shareholder returns:  
proactive role, new resources, new partners, new models

- Connect chronically unserved and underserved residents
- Accelerate smart cities/communities
- Workforce development
- Economic development
- Revenue streams to support digital inclusion and more
- Local resiliency + self-determination

# Why We're Here: \$\$ for Broadband

| Program   | Q2 2022 | Q3 2022   | Q4 2022   | Q1 2023   | Q2 2023   | Q3 2023 > > >   |
|---|---------|---|---|---|---|---|
|  <b>Digital Equity State Planning Grant</b><br>\$60M to States   planning through an “administering entity” – CA Broadband Council   |         |    |   |   |   |   |
|  <b>Digital Equity State Capacity Grant</b><br>\$1.44B to States   implementation of State Digital Equity Plans and digital inclusion activities                               |         |   |   |  |   |   |
|  <b>Digital Equity Competitive Grant Program</b><br>\$1.25B, inclusion + adoption activities**   |         |   |   |   |  |   |
|  <b>BEAD (Broadband Equity, Access, &amp; Deployment)</b><br>\$42.45B to States   unserved (25/3), underserved (100/20), anchor institutions (gig)   25% match   low-cost plan |         |   |   |   |  |  |
|  <b>Middle Mile Competitive Grant Program</b><br>\$1B   open-access   unserved areas   |         |   |   |   |  |   |
|  <b>CASF: Last Mile Programs</b><br>*Federal Funding Account   \$105M for projects in LA County<br>*Infrastructure Grant Account<br>*Public Housing                            |         |    |   |   |   |   |
|   |         |    |   |   |   |   |
|   |         |   |   |   |   |   |
|  <b>Broadband Loan Loss Reserve</b>  |         |  |  |   |   |   |
|  <b>Local Agency Technical Assistance (LATA) Grant Program</b>   |         |  |   |   |   |   |



**“When you put it like that, it makes complete sense.”**



# Points of Clarity

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- The NTIA, the Treasury Department and the CPUC (in implementing Treasury Department rules) has indicated preference for public (or publicly-led public/private) projects .
  - e.g. the Federal Account Rules for last mile dollars provide for up to 20 points (out of 130) for applications *“proposing to build a broadband network owned, operated by, or affiliated with local governments, non-profits, Tribe, and cooperatives.”*
- The NTIA and CPUC has indicated clear preference for “future proof” technology (fiber) for new builds
- The timelines for Federal Funding Account last mile dollars are very fast – encumbered by Dec 2024, built by Dec 2026

# Shedding Light on CPUC Programs



- LATA Grants
- Federal Funding Account Last Mile Grants
- Coming soon: Loan Loss Reserve
- Adoption, Consortia, & Infrastructure Broadband Grants

Michael Mullaney

Interim Communications and Transportation Advisor

California Public Utilities Commission President Alice Busching Reynolds

[Michael.Mullaney@cpuc.ca.gov](mailto:Michael.Mullaney@cpuc.ca.gov)

(916) 445-5071



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One Valley. One Voice.





# 2021 Broadband Investments Background on CPUC Responsibilities



## Last Mile Initiatives and Supporting Programs

### 1. Broadband Technical Assistance - \$50 million total\*\*

- Purpose: Help prepare local governments & Tribes for broadband infrastructure investments.

### 2. Loan Loss Reserve - \$750 million

- Purpose: enable local governments & nonprofits to secure financing for broadband infrastructure.

### 3. Federal Funding Account - \$ 2 billion

- Purpose: Funding for last-mile broadband infrastructure projects.

### 4. California Advanced Services Fund (CASF) ~up to \$150 million per year

- Purpose: assist with broadband infrastructure deployment & adoption in public housing, Tribes, & unserved areas.

\* May be increased pursuant to Public Utilities Code Section 281(d)(4)

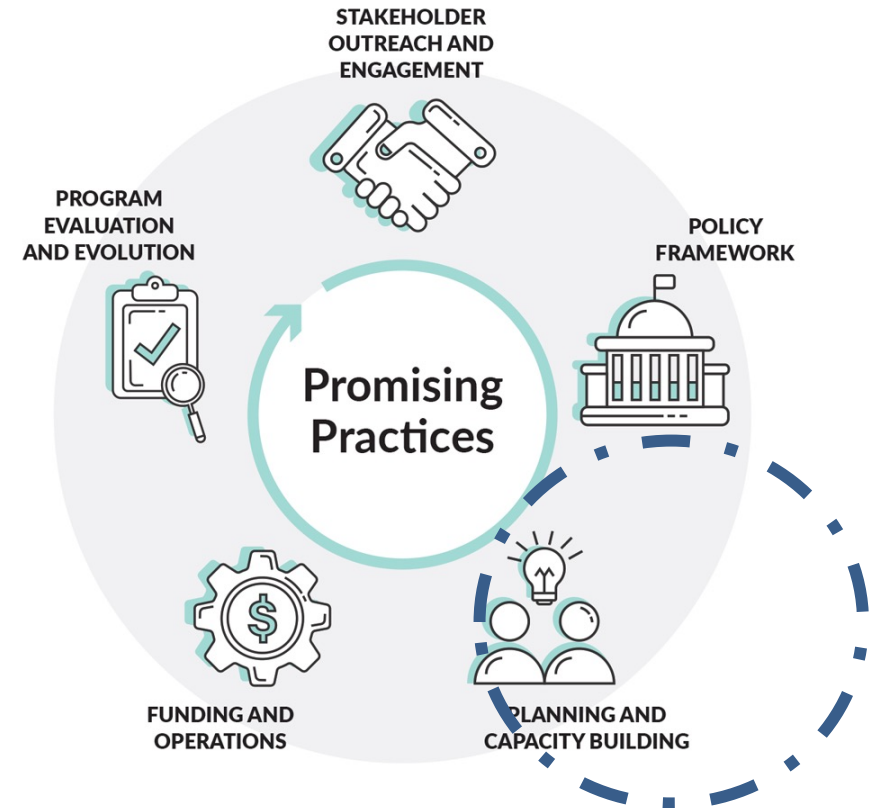
\*\* Included in \$2 billion Last-Mile Initiative

## Middle-Mile Locations

- Identify routes & priority areas using public process.
- Report mapping & analysis to the California Department of Technology for use in program implementation & project development.

# Local Agency Technical Assistance

- **\$50 million** for **technical assistance grants** to local agencies and Tribes.
- Funding can be used for public entity or consultant costs to create **Joint Powers Authorities** and other public organizations for costs to prepare to deploy broadband infrastructure and for **environmental permitting, engineering, and design** activities.
- **Timing** - Applications June-July 2022.
- **Actions** - identify your needs and prepare to apply May through July 2022.
- [More information](#)





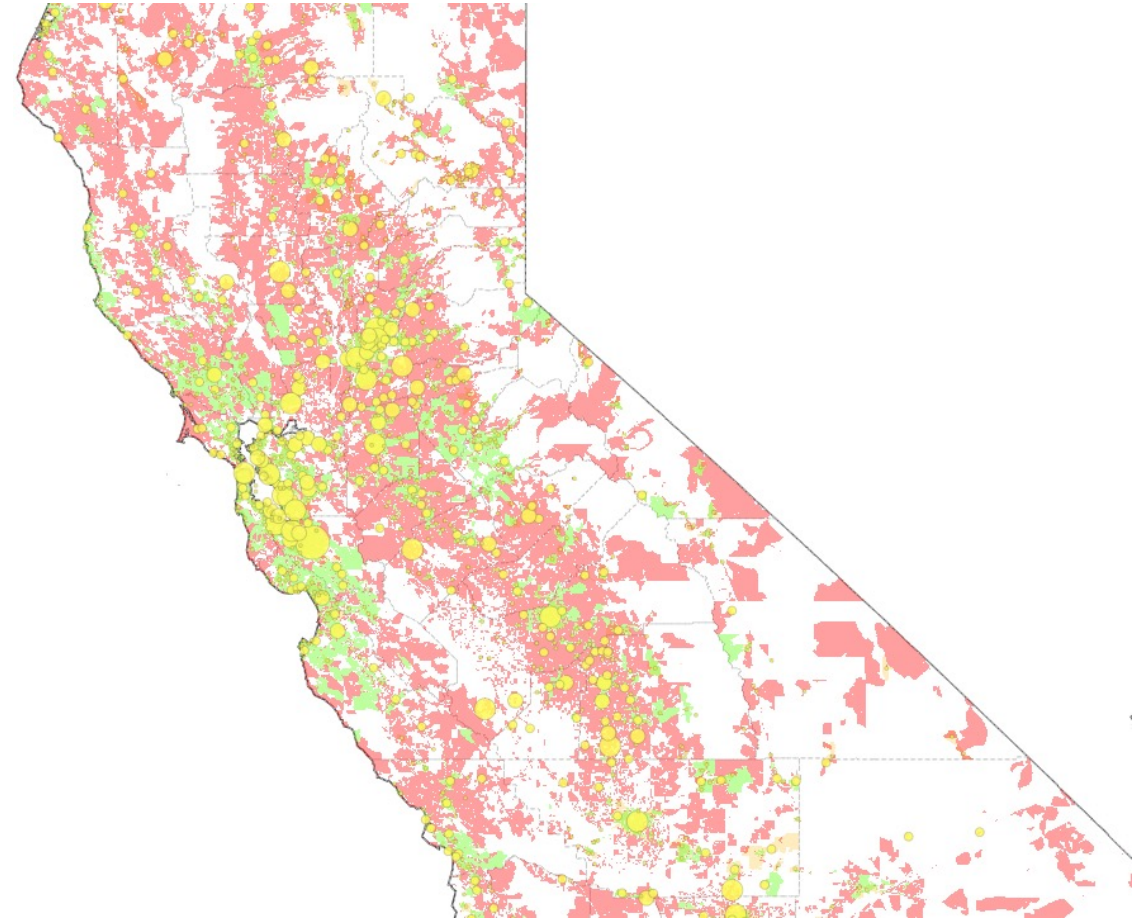
# Reimbursible Work Product *Examples*

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- Environmental, feasibility, and engineering design studies or reports;
- Needs assessments, market studies, broadband strategic plans, or business plans;
- Costs incurred in pursuit of forming a Joint Powers Authority for the purposes of the provision of broadband service to unserved and underserved communities;
- Consultant and community-based organization services secured to complete reimbursable work product.

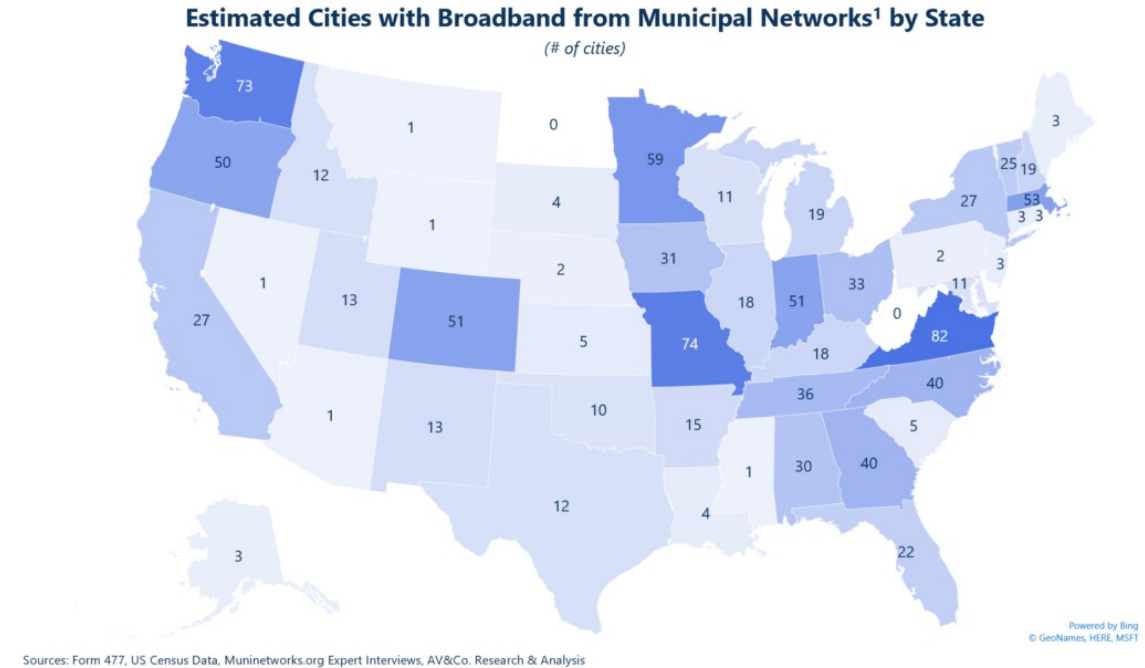
# Last Mile Federal Funding Account

- The new \$2 billion [Federal Funding Account](#) is for last-mile broadband infrastructure grants.
- These funds must be encumbered by the **2025** federal deadline, and spent (i.e., projects built) before **2027**.
- **Timing** – Targeting first application cycle in July 2022.
- **Action** – get ready to apply or to support those who will apply to provide service to your constituencies.



# Loan Loss Reserve Fund

- **\$750 million** Loan Loss Reserve Fund to support development of public broadband networks.
  - A form of **credit enhancement**, or a type of insurance, that helps lenders control for the risk that loans will not be repaid. This new funding will provide collateral to local governments for bond financing.
  - [The US Department of Energy operates a similar loan loss reserve program.](#)
- CPUC [Rulemaking 20-08-021](#)
- **Timing** – proposal for input by August 2022, comments and workshops to follow.
- **Actions** – engage in the implementation and consider becoming a party to the proceeding.



Source: [Altman Solon](#)

# Adoption, Consortia, & Infrastructure Broadband Grants

- Broadband Adoption, Consortia, and Infrastructure grants are supported by the [California Advanced Services Fund \(CASF\)](#) broadband grant program. Up to **\$150 million** a year funded by a surcharge on telephone bills
  - Broadband Adoption Grants
  - Broadband Consortia Grants
  - Broadband Infrastructure Grants
- **Timing** - updated rules for Adoption, Consortia, and Housing as soon as May 19; applications in June/July. Proposal on Infrastructure expected before end of second quarter 2022.
- **Action**
  - Engage on the implementation of the Broadband **Adoption, Consortia, and Public Housing** Program Updates in Rulemaking 20-08-021.
    - [Become a party](#) to the Rulemaking.
    - Join the mailing list for funding availability (email [CASF\\_Adoption@cpuc.ca.gov](mailto:CASF_Adoption@cpuc.ca.gov))
  - Watch the CASF budget allocation of amounts across the subaccounts (Adoption, Consortia, Infrastructure, and Public Housing)

# CPUC Broadband Survey for Local Governments

- Please participate in the CPUC Broadband Survey for Local Governments!
- The survey assesses each community's broadband assets, broadband needs, and interest in state grant programs.
- Survey responses will inform program development and outreach.
- **Survey Link:**  
<https://www.surveymonkey.com/r/X8WWRHX>





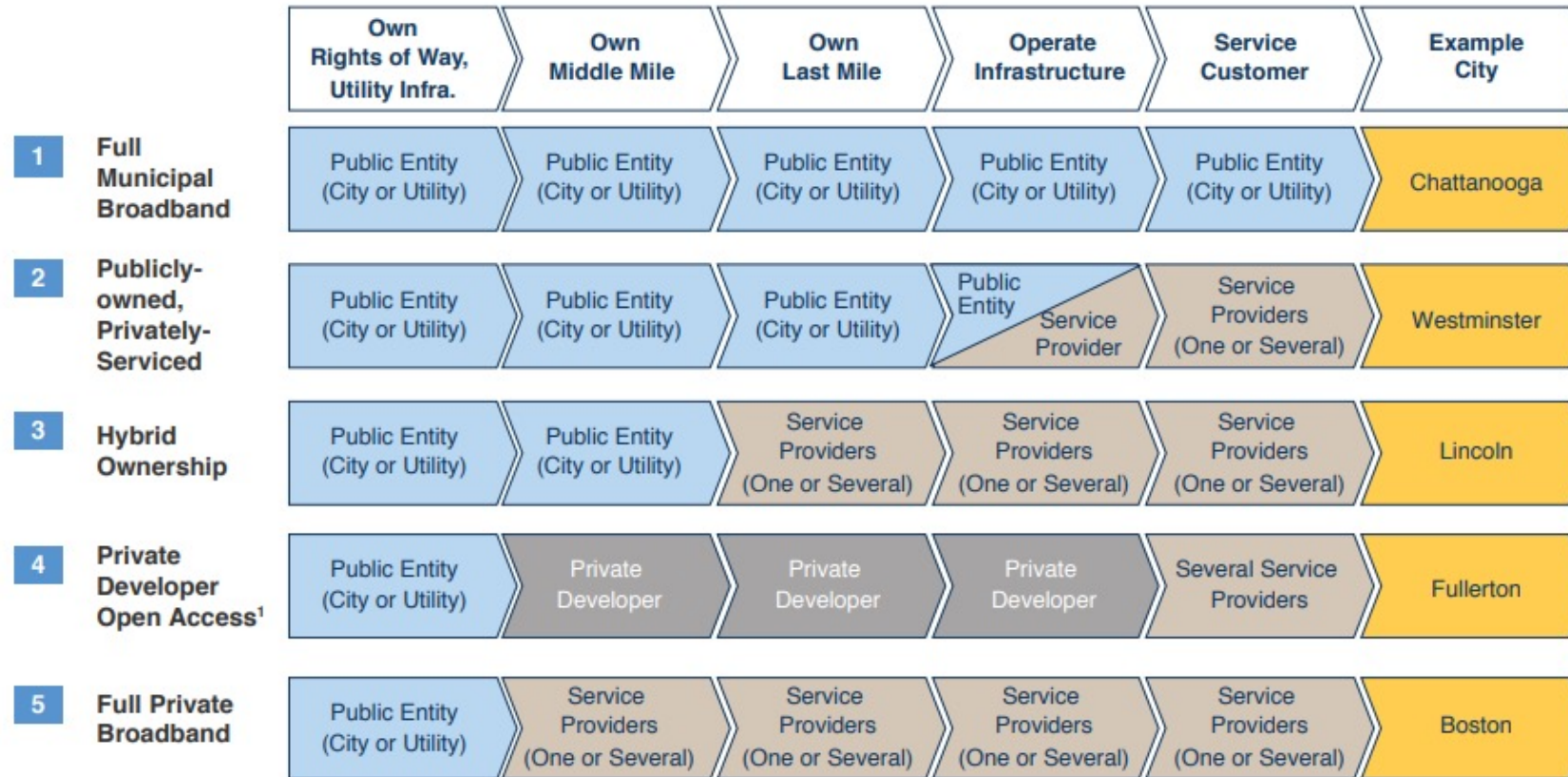
# How to Engage the CPUC

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- Contact: [statewidebroadband@cpuc.ca.gov](mailto:statewidebroadband@cpuc.ca.gov)
- LA DEAL is LA County's CPUC Consortia
- CCF + Statewide pooled philanthropy offering technical assistance for participation in rulemaking
- Subscribe to the [Broadband Deployment](#) and [California Advanced Services Fund](#) Proceedings to receive updates on program implementation.

# Public Broadband Models

## City Main Business Model Options for Broadband Expansion

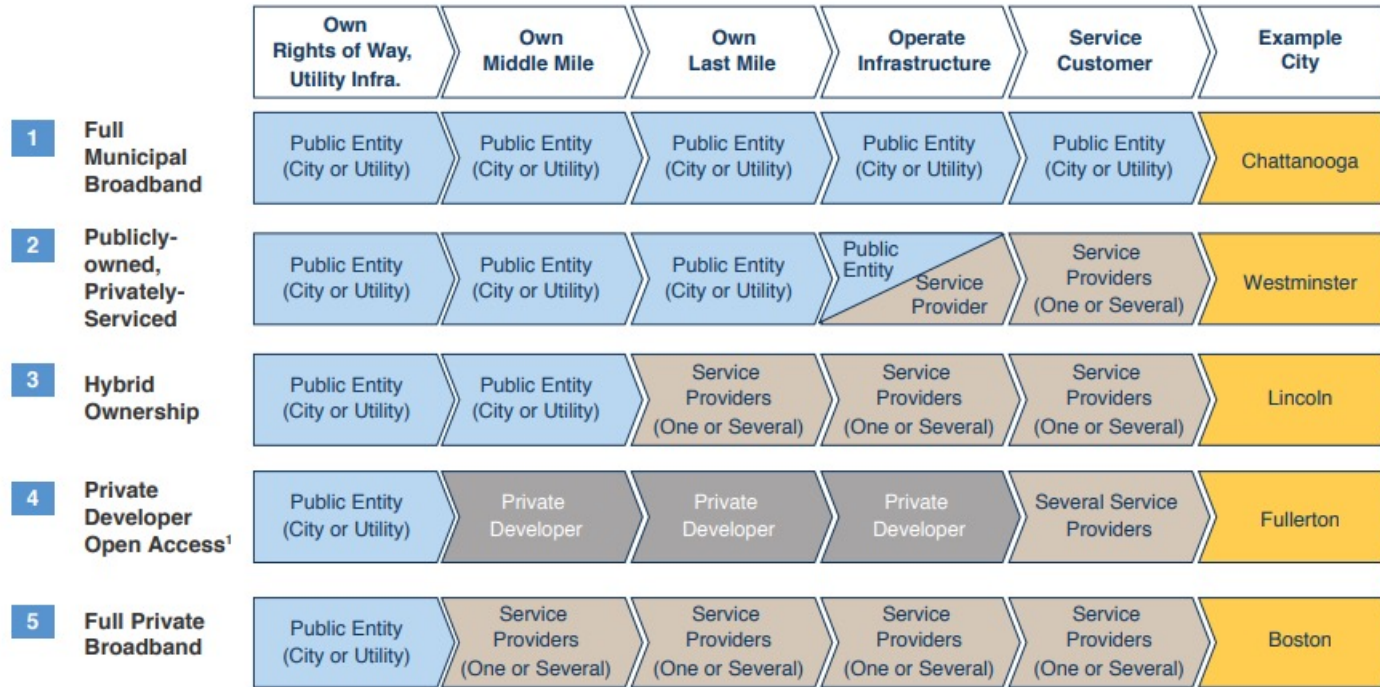


Note: 1) Private Developer is defined as private company that builds, owns and operates the network infrastructure and offers open access to it to several retail SPs that provide service on the top

[US Ignite Whitepaper on Broadband Models \(July 2020\)](#)

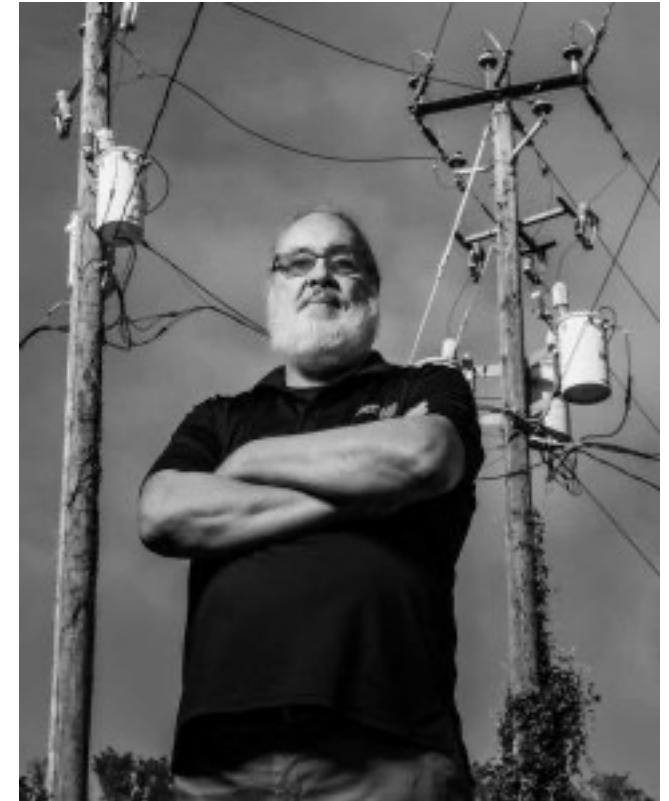
# Models to Learn From

## City Main Business Model Options for Broadband Expansion



Note: 1) Private Developer is defined as private company that builds, owns and operates the network infrastructure and offers open access to it to several retail SPs that provide service on the top

Doug Dawson, President  
CCG Consulting



[US Ignite Whitepaper on Broadband Models \(July 2020\)](#)



# Partnership Models

## LATA Grants Briefing May 4, 2022

DOUG DAWSON, PRESIDENT, CCG CONSULTING



# Types of Partnerships

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- Public-Private Partnerships
- Public-Public Partnerships
- Partnerships with Non-Profits
- Cooperatives



# Public-Private Partnerships

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- ISP Leases Lit Network – Springfield, MO
- ISP Leases Dark Fiber – Most Common
- ISP Leases Conduit – West Des Moines
- True Partnerships - Rare
- Open-Access - Utopia
- Grant-only Partnerships – The big thing in 2022!



# What Makes for a Good ISP Partner?

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- Experience Working with Municipalities
- Financial Strength
- Future-proof Technology
- Fair Recognition of Municipal Value



# Fair Recognition of Value

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- Funding
- Anchor Tenant
- Other Assets
- Easing Construction
- Contribute Labor
- Tax Abatements





# Drawbacks for Partnering with a City

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- Slow Decision Making
- Public Records Laws
- Municipal Purchasing Practices
- Non-discrimination
- No Assurance of Continuity



# Public-Public Partnerships

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- Your Best Partner Might be in this Meeting
- Collaboration Within a Community
  - Connectivity
  - Digital Inclusion
- Collaboration with Neighboring Communities – Economy of Scale



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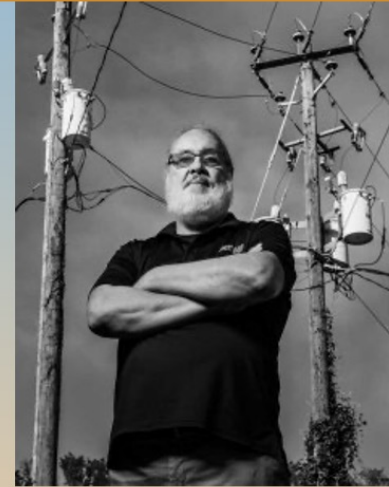
# Contact Doug Dawson

8

Doug Dawson

President, CCG Consulting

[blackbean2@ccgcomm.com](mailto:blackbean2@ccgcomm.com)



Blog: <https://potsandpansbyccg.com/>





# Partnering with Independent ISPs / Carriers

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# Additional Partnership + Funding Opportunities

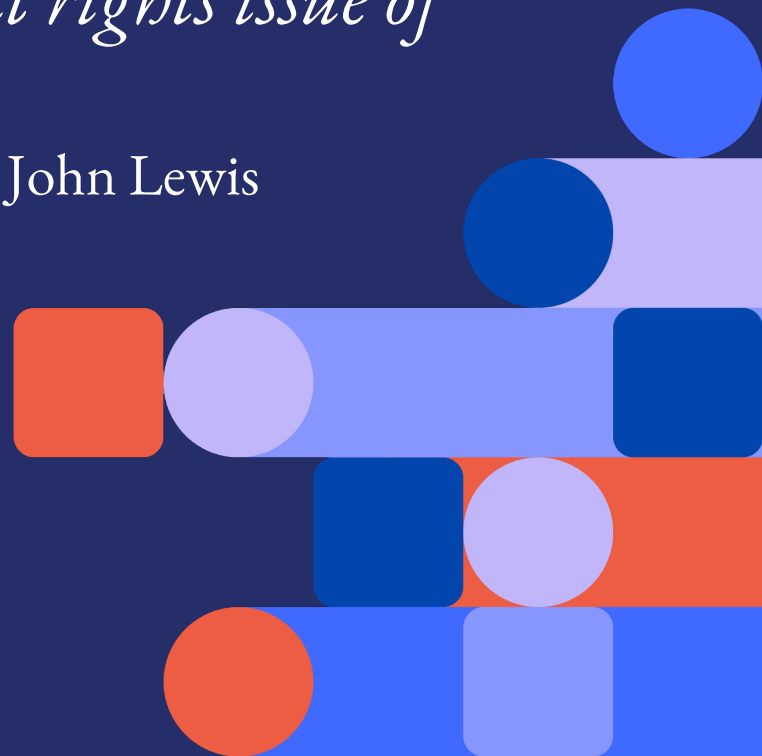
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*“Access to the internet ... is the civil rights issue of the 21st century.”*

- Congressman John Lewis

Digital equity is achievable.  
It requires blended finance,  
non traditional operators,  
and a holistic approach.

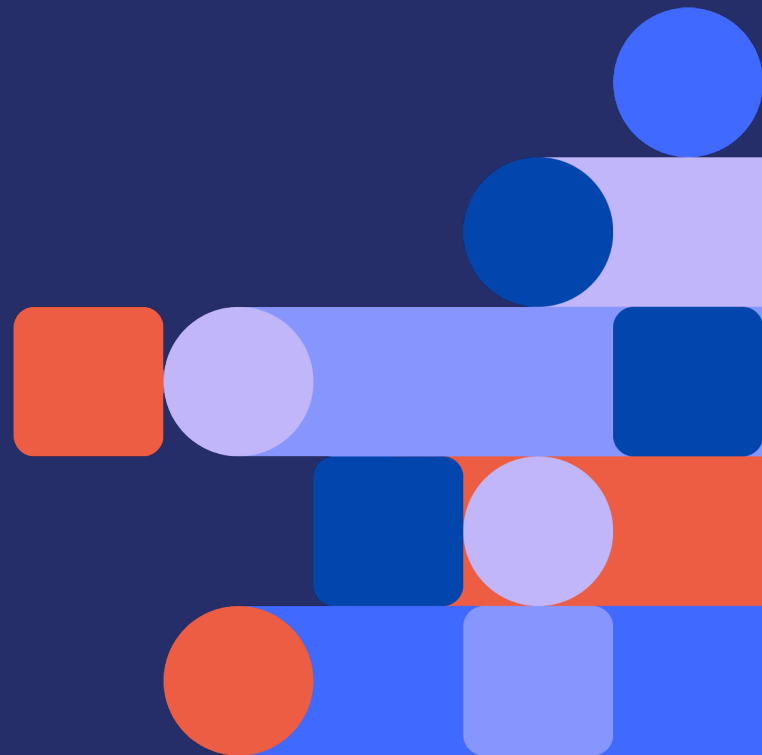


# Connect Humanity

*The Fund for Digital Equity*

**Our Mission:** Accelerate digital equity by supporting, catalyzing, scaling holistic solutions providing people with the internet access and means needed to participate fully in a digital society.

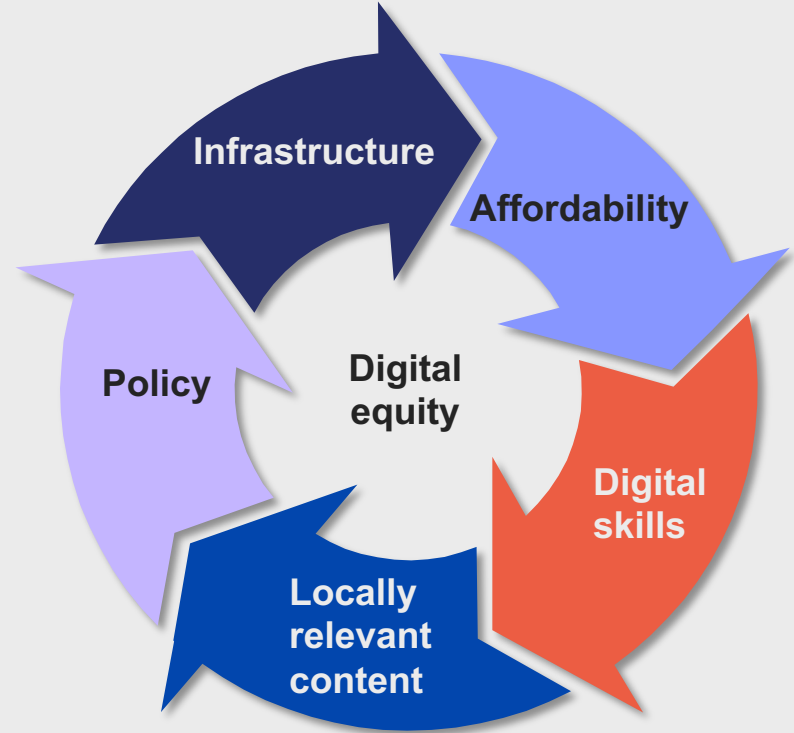
**Digital Equity:** A condition in which all individuals and communities have the information technology capacity needed for full participation in our society, democracy, and economy.



# Our holistic approach

Digital equity is only achievable by addressing the interrelated barriers to access which is why our programs and investments focus on:

- **Infrastructure:** Scaling non-traditional operators and means of expanding device access
- **Affordability:** Catalyzing new business and financing models to reduce the cost of connecting
- **Digital Skills:** Developing the workforce that can build the internet and supporting digital literacy initiatives
- **Locally Relevant Content:** Increasing incentives to use the internet by expanding locally relevant content
- **Policy:** Advocating for changes to accelerate the rate at which people are connecting



# Our process: designing and financing solutions in collaboration with communities and NTOs

**Identify** underserved communities

**Build** digital equity plans and local capacity

**Finance** community-led solutions



## Providing access to capital to achieve digital equity.

The pandemic highlighted the serious, persistent, challenges to accessing healthcare, education, work, and political participation faced by the unconnected half of humanity.

Connect Humanity was founded to **fill a unique role in the landscape** as a fund to build the knowledge, technical capabilities, and blended capital stacks necessary to help communities to **achieve digital equity**. Together with our community of partners we:

- Provide grants to build technical, community, and business roadmaps to achieve digital equity;
- Support owner-operator models that keep communities in control and put their interests first;
- Fund and finance digital literacy, device access, and workforce development interventions to solve this problem holistically; and,
- Deploy the blend of grants and loans needed to build new networks.

In under a year, **we have built a nearly \$500M pipeline** of potential investments with some of the most unconnected communities in America, and a clear path to connecting them on their terms.

# Powered by a growing team...



**Jochai Ben-Avie**

Co-Founder, CEO

Influencing internet policy on 6 continents, led connectivity, funding, and international public policy teams at Mozilla, digital infrastructure consultant to large foundations, 1st Policy Director at Access Now, RightsCon Co-Founder.



**Chris Worman**

Co-Founder, CPSO

Structuring cross-sector, multinational partnerships at the intersection of technology, philanthropy, and movement building. Former VP for Alliances at TechSoup, serial social entrepreneur.



**Jane Coffin**

CCO

Building cross-sector partnerships to advance digital equity and improve regulation for more than 30 years; former USAID, AT&T, last decade as SVP for Internet Growth at the Internet Society.



**Brian Vo**

CIO

Intersecting blended finance, impact investing with outcomes and community needs; launched and led ventures and market solutions teams for DAI and Pact Inc; ex-McKinsey, Macquarie PE, Jefferies IB; Wharton MBA.



## ... a depth and breadth of experiences...



**Marco Girish**  
CFO

Experienced CFO with 20+ years in start-ups, established companies, risk, and compliance with cross-border transactions.



**Mark Buell**  
Director of Indigenous Programs  
Development

More than 20 years experience at the intersection of digital development and indigenous rights.



**Erica Mesker**  
Director of Partnerships

15 years experience in program design and fundraising in technology, internet, and connectivity-related issue areas.



**Matt Peterson**  
Investments Technical Lead

Serial internet infrastructure builder with over 20 years of experience in technology and community networks.



**Julia Parker**  
Senior Investments Manager

More than a decade of investment experience with under-invested communities and under-represented entrepreneurs.



**Sarah Broan-Campello**  
Community Engagement Manager

More than a decade building and managing international, digital learning communities.

# ... and a deep bench of supporters

## Governance Board



**Lynette Bell**  
President, Truist  
Foundation



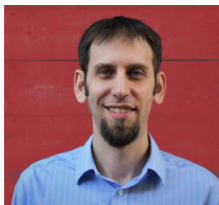
**Anriette  
Esterhuysen**  
Former Chair, UN Internet  
Governance Forum  
Multistakeholder Advisory



**Steve Song**  
Policy Advisor, Mozilla



**Larry Irving**  
Principal, Irving Group  
Chair of the PBS Board



**Bryan Woliner**  
CFO, Root Capital

## Advisory Council



**Dr. Jeanine Abrams  
McLean**  
President, FairCount



**Amy Sample  
Ward**  
CEO, NTEN



**John Mohr**  
CIO, MacArthur  
Foundation



**Franck Sombo**  
Head of ME&L,  
WACSI



**Kat Townsend**  
Former COO,  
Data.org



**Peter Bloom**  
Co-Founder,  
Rhizomatica



**Meghan  
Pietroantonio**  
SVP, Truist  
Foundation



**David  
Sangokoya**  
Head, Civil Society &  
Social Justice, WEF



**Benjamin  
Bellegy**  
Executive  
Director, WINGS



**Catalina  
Eschobar**  
Co-Founder,  
CSO, Makaia



**John Garrity**  
Chief of Party,  
USAID, BEACON



**Amy Miller  
Taylor**  
Chief Strategy  
Officer, CIVICUS



**Erin Baudo  
Felter**  
VP Social Impact  
& Sustainability,  
Okta for Good



**Chris Mitchell**  
Director of  
Community  
Broadband  
Networks, ILSR



**Lance Pierce**  
CEO, NetHope



**Kat Duffy**  
Former VP Global  
Technology  
Program,  
Internews



**Max Schulze**  
Executive  
Chairman, SDIA



**Derek Slater**  
Global Director  
Information  
Policy, Gov.  
Affairs, Public  
Policy Google



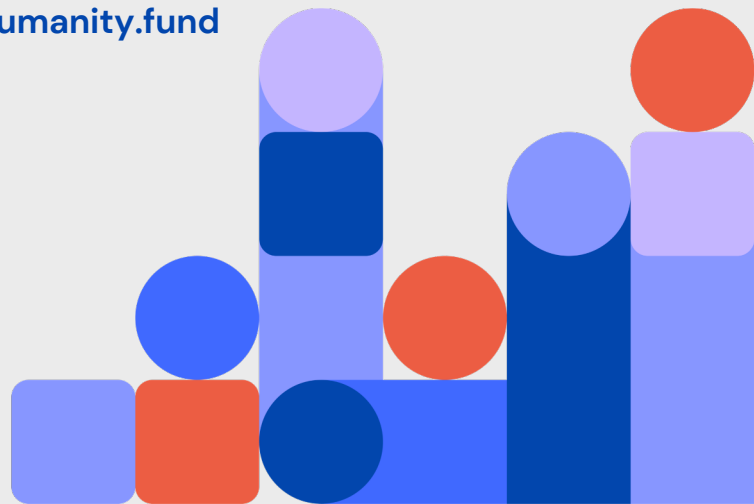
[www.connecthumanity.fund](http://www.connecthumanity.fund)

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Investments Team

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Brian Vo  
Chief Investments Officer  
Investments Team

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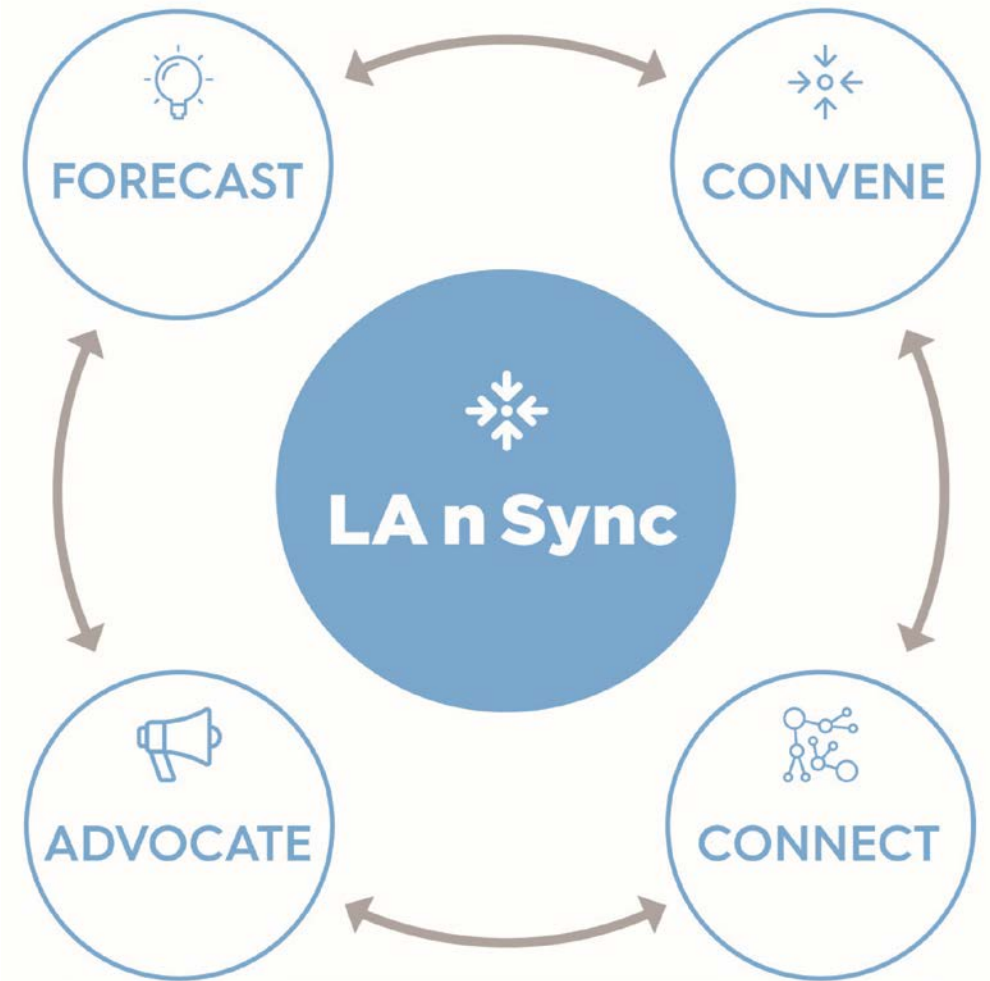
Resources

# LA n Sync

## Mission:

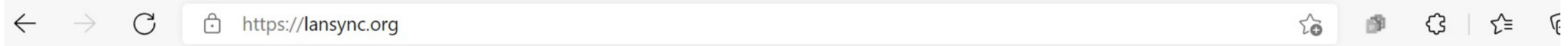
Attract funding to Los Angeles County to address the critical needs of our most vulnerable residents.

<https://www.lansync.org>





# Grants Forecaster Tool



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LA n Sync is a civic initiative designed to spur innovation and attract funding to address the critical needs of Los Angeles County.







## Welcome!

This website contains a curated inventory of state and federal funding opportunities that meet the [LA n Sync criteria](#).

## Recently Added Opportunities:

- [Forest Health Program](#) (added January 8, 2022)
- [Regional Infrastructure Accelerator Program Notice of Funding Opportunity](#) (added January 8, 2022)
- [Law Enforcement - Large Size Law Enforcement Organizations/Agencies](#) (added January 8, 2022)
- [Toxicology Driving Under the Influence/Driving Under the Influence of Drugs: Crime Laboratories](#) (added January 8, 2022)
- [Toxicology Driving Under the Influence/Driving Under the Influence of Drugs: Medical Examiners/Coroner's Offices, and Law Enforcement Coroner's Divisions](#) (added January 8, 2022)
- [Limited Competition: Development and Renovation of Housing, Breeding, and Research Spaces for Existing NIH-supported NHP Colonies \(C06 Clinical Trial Not Allowed\)](#) (added January 7, 2022)

# Expert Grant Writers Directory



https://lansync.org/resources/expert-grant-writers/



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can help to lead the way for the country."

Arne Duncan, Former Secretary of Education



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## Expert Grant Writers

As part of LA n Sync's mission to pursue and win funding for greater Los Angeles, we have assembled a team of talented grant developers. Our expert grant writers are highly experienced professionals—all vetted by LA n Sync, all with successful major grant applications under their belts. They don't just write; they work with nonprofits on everything from program development to fundraising, ensuring that every grant application is a winning one.

## REQUEST FOR SUPPORT


To receive support from LA n Sync, prospective applicants are asked to submit a Request for Support form.

ic.org/resources/expert-grant-writers/



# Expert Grant Writers Directory

- Users can select grant writers by expertise
- All are vetted by LA n Sync
- They do more than just write; services may include program design, evaluation and grant application management

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experienced professionals—all vetted by LA n Sync, all with successful major grant applications under their belts. They do more than write; they work with nonprofits on everything from program design and evaluation to shepherding the application through every step of the process. We encourage you to use our expert grant writers list as a resource when searching for a grant professional to work with your organization.

**Gary Bess**  
Gary Bess Associates  
6931 Skyway, Paradise, CA 95969  
Phone: 530-877-3426  
Fax: 530-877-0419  
gary@garybess.com  
**Specialty Areas:** Health, Program Evaluation

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**Carey & Associates**  
2828 Ladoga Avenue, Long Beach, CA 90815  
Phone: 562-335-2443  
Fax: 562-394-0663  
judith@careyandassociates.net  
**Specialty Areas:** Workforce Development, Education, Social Services

---

**Sandy Chiang**  
662 South Avenue 61, Los Angeles, CA 90042  
Home: 323-982-0076  
Cell: 714-280-5742  
sandy\_chiang@hotmail.com  
**Specialty Areas:** Health, Program Outcomes & Impact, Collaborative Planning

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**Nicholas Conway**  
PO Box 90935, Pasadena, CA 91109  
Phone: 626-945-2100  
NTC965@aol.com  
**Specialty Areas:** Public Safety, Criminal Justice, Housing, Economic Development, and more

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**Select grant writers by expertise:**

- ☐ Human Services
- ☐ Housing
- ☐ Economic Opportunity
- ☐ Transportation & Infrastructure
- ☐ Education
- ☐ Early Childhood
- ☐ Health
- ☐ Green Economy
- ☐ Arts & Culture
- ☐ Grant Management

# Criteria For Support

- **Magnitude** - Defined as state grants over \$1 million per year of funding and federal grants over \$5 million per year of funding. Exceptions are made on a case-by-case basis.
- **Innovation** - innovative proposals that support systemic change
- **Collaboration** - demonstrate a high degree of collaboration among partners
- **Impact** - will have the greatest impact on Los Angeles County
- **Feasibility** - readiness and suitability for the grant opportunity and capacity for implementing the grant

# Contact Information

[LAnSync@calfund.org](mailto:LAnSync@calfund.org)

Maria Garcia

[Mgarcia@calfund.org](mailto:Mgarcia@calfund.org)

# Discussion Questions

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- What are your next steps in closing the digital divide or expanding broadband?
- What are your existing challenges?
- How can the COG or LA DEAL support/coordinate efforts to address your challenges?
- Is there an interest for the COG to lead a regional broadband strategic plan?



# Resources

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- CPUC Workshops
- Community engagement support from CCF + LA DEAL
- 1:1 support to take next steps from CCF + LA DEAL
  - LA DEAL: CASF
  - CCF: LATA
- Pass-along intros to technical expertise + potential consultants

# Contact + Resources

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## LA DEAL:

[www.ladeal.org](http://www.ladeal.org)

Amy Cortina | [acortina@unitela.com](mailto:acortina@unitela.com), 310-896-1962

Angela Amirkhanian | [angela.amirkhanian@laedc.org](mailto:angela.amirkhanian@laedc.org), 213-622-4848

## CCF Digital Equity Initiative:

[calfund.org/digital-equity-initiative](http://calfund.org/digital-equity-initiative)

Shayna Englin | [Shayna@42comms.com](mailto:Shayna@42comms.com), 323-217-3565

CA Broadband for All: [broadbandforall.cdt.ca.gov](http://broadbandforall.cdt.ca.gov)