

FORM DAP-AT-E2
AGREEMENT TEMPLATE, EXHIBIT 3

FOR
BROADBAND TECHNICAL ASSISTANCE FUNDING TO
ARIZONA COMMUNITIES

PROVIDED BY
DIGITAL ARIZONA PROGRAM¹

OCTOBER 10, 2013

¹ The DIGITAL ARIZONA PROGRAM (DAP) is funded by National Telecommunications and Information Administration (NTIA) State Broadband Development Initiative (SBDI), a federal grant to the State of Arizona. DAP is managed by Arizona Strategic Enterprise Technology (ASET) and its planning partner, the Arizona Telecommunications and Information Institute (ATI Institute).



EXHIBIT 3

Detailed Schedule of ATII Services/Deliverables Available to Requesters

A. Name of Program: Cochise County

B. Start Date of Program: October 10, 2013

C. Estimated date of Program Close: April 30, 2014

Indicate in the left column, which region/entity has chosen the respective deliverable/item as per exhibit 2. (i.e. 1, 2, etc.)

Region	Item	Category	Audience	Consultants	Unit Price
	Complete ASET road segment decision matrix by specific regions (road segments within each region) Consultant to complete matrix columns for road segments which impact the specific COG region requesting this assistance. This decision matrix will be utilized by the Digital Arizona Program in determining prioritization and staging of the statewide conduit buildout plan. Consultant will provide ASET and requester a digital copy of the completed rows and columns which correspond to the region specific road segments.	Implementation	Community leaders, municipal officials interested in promoting broadband infrastructure and services development in their communities, service providers, local businesses, CAIs	ATI Institute associates local subject matter experts, local and regional technical staff members	40 hours of research, study, and data input time at \$85 per hour. \$3,400 each
	Grant writing for qualified grant opportunities (as identified through local planning efforts) Consultant to review results of any Broadband Local Planning funded efforts to identify grant opportunities within the COG and regions. With this information (if available), the consultant will complete application(s) for applicable grant opportunities. Consultant will provide ASET a copy of the completed applications once finalized.	Implementation	Community leaders, municipal officials interested in promoting broadband infrastructure and services development in their communities, COG director, planning 7 zoning, IT or communications, economic development director, workforce director	ATI Institute associates local subject matter experts, local and regional technical staff members	\$85 per hour
	Rural Broadband Related Business Entity Formation Includes kit for broadband related business formation, roadmap for determining type of broadband business entity that best suits the founder's needs, detailed steps leading to actual formation of rural services or product related business entity. Leave behinds include a business formation kit	Economic Development	Community leaders, municipal officials interested in promoting broadband infrastructure and services development in their communities, service providers, local businesses, CAIs	ATI Institute associates local subject matter experts, local and regional technical staff members	8 hours of preparation time 8 hours of setup and presentation time \$1,200 each

	Promoting rural broadband development by reducing ROW policy barriers Includes kit for identifying local rights of way policy barriers. Introduces high speed digital capacity as an essential economic growth vehicle and connects broadband services to underlying rights-of-way infrastructure. Leave behinds include model local rights-of-way policies and model local adjudication policies pertaining to longitudinal and vertical public and private resources.	Policy	Community leaders, municipal officials interested in promoting broadband infrastructure and services development in their communities, service providers, local businesses, CAIs	ATI Institute associates local subject matter experts, local and regional technical staff members	8 hours of preparation time 8 hours of setup and presentation time \$1,200 each
	Promoting rural broadband development by reducing permitting policy barriers Includes kit for identifying local permitting policy barriers and reducing processing times. Introduces high speed digital capacity as an essential economic growth vehicle and connects broadband services to underlying local permitting policies and procedures. Leave behinds include model local permitting policies and procedures, and model local adjudication means pertaining to permitting procedures.	Policy	Community leaders, municipal officials interested in promoting broadband infrastructure and services development in their communities, service providers, local businesses, CAIs	ATI Institute associates local subject matter experts, local and regional technical staff members	8 hours of preparation time 8 hours of setup and presentation time \$1,200 each
	Promoting rural broadband development by reducing easement policy barriers Includes kit for identifying local easement policy barriers. Introduces high speed digital capacity as an essential economic growth vehicle and connects broadband services to underlying local easement policies and procedures. Leave behinds include model local easement policies and procedures, and model local adjudication means pertaining to easement procedures.	Policy	Community leaders, municipal officials interested in promoting broadband infrastructure and services development in their communities, service providers, local businesses, CAIs	ATI Institute associates local subject matter experts, local and regional technical staff members	6 hours of preparation time 6 hours of setup and presentation time \$900 each
	Promoting rural broadband development by improving local adjudication policies & procedures Includes kit for identifying alternative local adjudication procedures related to finding common ground more quickly developing high speed digital capacity within a community and in conjunction with state, federal, and tribal concerns. Leave behinds include model adjudication policies and procedures, promoting streamlined decision making among the broadband development parties.	Policy	Community leaders, municipal officials interested in promoting broadband infrastructure and services development in their communities, service providers, local businesses, CAIs	ATI Institute associates local subject matter experts, local and regional technical staff members	8 hours of preparation time 8 hours of setup and presentation time \$1,200 each
1,2,3,4	Broadband services availability gap analysis (based on Local Planning Business Case development & mapping efforts) Includes kit for identifying and querying potential groups of local users of high speed digital capacity including residential, businesses, and community anchor institutions. Introduces local organization to means of obtaining pertinent data, organizing the data and presenting the results in meaningful ways to related stakeholders both within and outside of the planning area.	Gap Analysis	Community leaders, municipal officials interested in promoting broadband infrastructure and services development in their communities, service providers, local businesses, CAIs	ATI Institute associates local subject matter experts, local and regional technical staff members	8 hours of preparation time 8 hours of setup and presentation time \$1,200 each* *Guidance - For this COCHISE COUNTY proposal total amount for the four regions is adjusted to \$11,225

	Leave behinds include tools for organizing and querying potential high speed digital capacity user groups, storing and organizing the resulting data, and making various summations of the data available to stakeholders, grant funders, and other influential groups.				
1,2,3,4	<p>Broadband infrastructure availability gap analysis (based on Local Planning Business Case development & mapping efforts)</p> <p>Includes kit for identifying and querying local users of high speed digital capacity and using available mappings of broadband infrastructure including residential, businesses, and community anchor institutions. Introduces local organization to means and methods of obtaining pertinent data, organizing the data and presenting the results in meaningful ways to related stakeholders both within and outside of the planning area.</p> <p>Leave behinds include tools for organizing and querying potential high speed digital capacity user groups, storing and organizing the resulting data, and making various summations of the data available to stakeholders, grant funders, and other influential groups.</p>	Gap Analysis	Community leaders, municipal officials interested in promoting broadband infrastructure and services development in their communities, service providers, local businesses, CAIs	ATI Institute associates local subject matter experts, local and regional technical staff members	<p>8 hours of preparation time</p> <p>8 hours of setup and presentation time</p> <p>\$1,200 each*</p> <p>*Guidance - For this COCHISE COUNTY proposal total amount for the four regions is adjusted to \$11,400</p>
	<p>Regional rural broadband related job opportunities</p> <p>Jobs are created by employers, either working for a business or being self-employed. Broadband infrastructure provides the mechanism for a business to communicate with customers and suppliers. It is essential and a crucial element for business location requirements. ATI Institute will provide outreach and specially designed workshops to inform the rural community leaders on the cost/benefits of implementing and/or enhancing rural broadband to become more competitive, create jobs, and retain the current employed population</p>	Applications (Econ. Dev.)	COG Director, planning and zoning, IT/Communications, economic development director, workforce director	ATI Institute associates local subject matter experts, local and regional technical staff members	<p>\$800 per rural visit</p> <p>\$600 preparation (1 time cost)</p> <p>\$1,000 workshop delivery (1 time per month)</p>
	<p>Comprehensive community workshop-stakeholder identification/engagement and prep time</p> <p>This comprehensive community workshop will be designed to assure all essential players in the community participate. This workshop will use the nominal group process to list out all the critical broadband issues the workshop participants are addressing. A SWOT (strengths, weaknesses, opportunities, threats) framework will be developed from these inputs. Then a creative visioning process will result in a graphic representation of their long range goal for broadband development. Within these current mental contexts of issues and visions of the community, a gap analysis</p>	Community, Educ., Health	Local community leaders including elected officials, local institutional CIO's, education and healthcare leaders, community infrastructure institution leaders, and other interested parties and stakeholders	ATI Institute associates local subject matter experts, local and regional technical staff members	<p>12 hours of prep time</p> <p>8 hours of setup and presentation time</p> <p>6 hours of follow-up and reporting</p> <p>\$1,950 each</p>

	of their understanding of the potential for broadband will be made. This workshop will then focus on education to fill the knowledge gaps, followed by the development of a community broadband plan. This will be followed by the organization design and creation of an implementation task team from the participants that are committed to five years of working together to transform their community.				
	E-Learning technology workshop & training Intended to maximize the use of broadband for education in the local and regional areas of Arizona. This workshop seeks to join the disparate education school districts in rural areas to work together to achieve economies of scale, distance learning and sharing, financial savings, and a coherent where shared resources can benefit students with maximum efficiency. This planning session will include best practices in education technology, exposure to the latest in broadband planning and capacity in their area including forthcoming federal broadband grants, and the creation of a coherent education strategy that will be the change agent for rural schools in Arizona.	Comm., Educ., Health	Local community leaders including elected officials, local education institutional CIO's, superintendents, principals, teachers, parents and community infrastructure institution leaders, and other interested parties and stakeholders	ATI Institute associates local subject matter experts, local and regional technical staff members	8 hours of prep time 8 hours of setup and presentation time 4 hours of follow-up and reporting \$1,500 each
	Tele-health technology workshop & training Intended to maximize the use of broadband for healthcare in the local and regional rural areas of Arizona. This workshop seeks to join the disparate healthcare providers in rural areas to sources of support from outside the community and to work together to achieve economies of scale, and increased response times, access, efficiencies and effectiveness within the community including their outlying areas, financial savings and a coherent strategy where shared resources can benefit all. This planning session will include best practices in telemedicine implementation technology, exposure to the latest in broadband planning and capacity in their area including forthcoming federal broadband grants, and the creation of a coherent education, training and professional development strategy that will be the change agent for telecommunication supported healthcare in their rural community.	Comm., Educ., Health	Local community healthcare leaders including elected officials, local hospital and healthcare institutional CIO's, hospital administrators, physicians, and community infrastructure institution leaders, and other interested parties and stakeholders	ATI Institute associates local subject matter experts, local and regional technical staff members	8 hours of prep time 8 hours of setup and presentation time 4 hours of follow-up and reporting \$1,500 each
	Assessment of barriers within statutes and/or local charters that hinder deployment & use of broadband To support health care, education, and economic development implementation. A research and study task team will comb through the entire body of Arizona	Broadband barriers	State and local governance officials, local policy officials, legal advisors, and agency directors. The State legislature will be responsible to	ATI Institute associates local subject matter experts, local and regional technical staff members	300 hours of research time 200 hours of study time 100 hours of drafting statute change

	statutes to find all the statute sections that present a barrier to the broadband deployment and use in the education, healthcare, and economy of Arizona. This task team will study these statute sections and determine what will need to be changed and what these changes should be. The final work and report will deliver the recommended specifications for changes in current statutes and if needed, new statutes.		implement changes in statutes		specification time \$85 per hour
	Embed Broadband Planning into the Transportation Planning documents, procedures and practices as a normal course of COG and related entities transportation planning efforts. COG Transportation Consultant/Experts to advance the practice of broadband planning into the COG transportation planning efforts, and relevant, overlapping Metropolitan Planning Organizations (MPO's) as needed to form a complete backbone broadband connected transportation planning process within the COG region as a permanent ongoing practice. Transportation Consultant/Experts will provide ASET a digital copy of approved procedural changes resulting from this effort that impact broadband planning as it is relates to the transportation planning process.	Implementation	Community leaders, municipal officials interested in promoting broadband infrastructure and services development in their communities, service providers, local businesses, CAIs	ATI Institute associates local subject matter experts, local and regional technical staff members	118 hours of research, study, and data input time at \$85 per hour per COG. \$10,000 each 59 hours of research, study, and data input time at \$85 per hour per MPO within the COG region. \$5,000 each
	(Other, add additional as necessary)				

ASET Signatory Initials _____

Entity Signatory Initials _____