

*Broadband
Technology
Opportunities
Program (BTOP)
Partnership
Strategies to Bridge
the Digital Divide*

Agenda

March 4, 2010

- I. **Welcome and Introductions, J. Michael Bowman, Chairman & President,
Delaware Technology Park**
- II. **New Castle County Comments, Karl F. Kalbacher, P.G., Director of
Redevelopment**
- III **State of Delaware Broadband Grants Lessons Learned,
James H. Sills, III, Chief Information Officer,
State of Delaware Department of
Technology and Information**
- IV. **Broadband Technology Opportunities Program Overview with Q&A,
Maureen Lewis, Director, Minority
Telecommunications Development Program,
NTIA, U.S. Department of Commerce**
- V. **Workshop Overview, Helen R. Foster, Director of Research and
Development, DelACCESS Consortium**
- VI. **Workshop Facilitator, Ty Austin, Director of Strategic Initiatives,
DelACCESS Consortium**

**All presentation materials will be available on-line at www.delaccess.org,
following your submission of the post-event on-line survey.**



“Members collaborating to generate revenue & control costs”

NTIA BTOP Workshop

“Partnership Strategies to Close the Digital Divide”

Thursday, March 4, 2010 – New Castle, DE

Sunday, January 31, 2010 – San Antonio, TX

Thursday, February 4, 2010 - Detroit, MI

Thursday, February 11, 2010 - Atlanta, GA

Presented by

Helen R. Foster, JD

Director, Research & Development

Ty Austin

Director, Strategic Initiatives

Introduction

- Today's Workshop Purpose:
 - *Gain insights from us & others in today's audience with experience on how to develop a successful BTOP proposal via:*
 - Project Visioning
 - Partnering: Lead and Sub-recipients
 - IT Tools: Budget Narrative
 - Get to know each other

Introduction

- Workshop Benefits:
 - Help you become more efficient when working with current and new partners
 - Make new friends
 - Reconnect with old friends
 - Help you better understand how to:
 - Be a lead applicant
 - Be a sub-recipient partner
 - Seek a partnership with a lead applicant