

*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.

Resources

The following are available at www.broadbandusa.gov:

- Information Library: Grant Guidance materials by BTOP Project Category, BTOP NOFA Fact Sheet
- Workshops: Various presentations leading up to February 16, 2010
- Broadband Match: an online service to help applicants for Recovery Act broadband grants find potential partners with whom to apply

Delaware Department of State – Division of Libraries, “Delaware Libraries to Receive Support to Help Provide Broadband Access for More Americans”

Speaker Biographies

J. MICHAEL BOWMAN

Since 1998, Mike has been Chairman of the Board and CEO of the Delaware Technology Park Inc, (DTP) a collaboration of the State of Delaware, University of Delaware and high technology industries such as advanced materials, life sciences and information technology. In 2007, he was elected President of the Board of the Association of University Research Parks which includes about 180 US and Canadian research parks.

In 2005, DTP was recognized as Outstanding Research Park of the Year for the nation. The 40 acre park is home to 54 companies, the Delaware Biotechnology Institute (DBI) 750 employees and graduated 20 spin out companies. DTP tenants have won about \$200 million in federal grant awards and invested \$150 million to date. DTP and DBI have had a direct role in the creation of nearly 15,000 jobs in Delaware over the last 10 years.

From 1990 to 1996, Mike was Vice President & General Manager for DuPont Advanced Materials and Systems, a one billion-dollar global business unit with 2500 employees. Over a 30 year career at DuPont he served professional and managerial roles in research, marketing and manufacturing.

Currently Mike serves as a Board member on five technologies-based startup companies, First State Innovation, Delaware Science and Technology Council, UD Technology Corporation, Fraunhofer USA and is a member of the national Council on Competitiveness.

Mike holds a BS degree in Chemical Engineering from the University of Cincinnati and attended graduate business and financial programs at Wharton and Columbia. In 2000, he was presented the UC Distinguished Alumnus Award.

KARL F. KALBACHER, P.G.

Karl Kalbacher is the Director of Redevelopment for New Castle County, Delaware. He is responsible for facilitating the redevelopment of properties and supporting economic development.

He holds both a Bachelor and Master of Science Degree in Geology, and is a Delaware Registered Professional Geologist.

Prior to working with New Castle County, Karl was employed as an Environmental Program Administrator for the Maryland Department of the Environment from 1999-2004 where he managed Federal and State Superfund Programs, Brownfields and Voluntary Cleanup Programs and the Defense Environmental Restoration Program.

Karl served as an elected member of Newark City Council for eight years.

JAMES H. SILLS, III

James H. Sills, III has over 25 years of Banking and Technology Management experience. Mr. Sills' background includes a unique combination of executive experience within large-scale banking operations, community banks and government organizations. Mr. Sills was appointed by Governor Jack Markell as the Chief Information Officer (CIO) for the State of Delaware, in January 2009. Mr. Sills is responsible for providing strategic direction and management for the Executive Branch information and communications technology operations. Prior to his appointment, he was the Founder and President of i9Direct, an employee eligibility firm based in Wilmington, DE. Prior to starting his own company in 2007, Mr. Sills was an Executive Vice President of MBNA America Bank (now Bank of America) the largest credit card institution in the world. In this capacity, he served as, the Director of Corporate Technology Solutions for the \$80 billion US Card Division. Prior to relocating to Wilmington, DE in June of 2001, Mr. Sills served as the President and CEO of Memphis First Community Bank (now Landmark Bank) in Memphis, TN. Previously, Mr. Sills served as the Chief Operating Officer for First Tuskegee Bank in Montgomery, AL. Mr. Sills received a BA from Morehouse College in Atlanta, GA and MPA from the University of Pittsburgh. Mr. Sills is also a graduate of the University Of Wisconsin School Of Banking.

MAUREEN A. LEWIS

In January 2000, Ms. Lewis joined the National Telecommunications and Information Administration (NTIA) as the Director of the Minority Telecommunications Development Program. NTIA, an agency of the U. S. Department of Commerce, serves as the executive branch agency principally responsible for advising the President on telecommunications and information policies. In her role, Ms. Lewis develops policy to promote minority ownership of broadcast and telecommunications enterprises. She also serves as a senior policy analyst and advises on such issues as media, broadband deployment, federal rights-of-way, Internet domain names, and small business development. During the transition to digital television, Ms. Lewis assisted electronics manufacturers seeking to participate in NTIA's TV Converter Coupon Program by assisting them with technical issues concerning their digital-to-analog converter boxes' eligibility for purchase with government coupons. She also wrote a report released by Commerce Secretary Norman Mineta titled Changes, Challenges, and Charting New Courses: Minority Commercial Broadcast Ownership in the United States.

Previously, Ms. Lewis served as general counsel of the Alliance for Public Technology, where she successfully petitioned the Federal Communications Commission to initiate a proceeding to evaluate the pace of broadband deployment in the United States. She also served as senior counsel for Howard University, where she represented the university's radio, television, and publishing operations. Ms. Lewis began her career at the Federal Trade Commission as an antitrust attorney and advisor for Commissioner Mary Azcuenaga. She received her J.D. from Georgetown University Law Center in Washington, DC and her B.A., cum laude, in Economics from Spelman College in Atlanta, GA. She is a member of the bar of the District of Columbia and of the United States Supreme Court.

HELEN R. FOSTER, J.D.

Ms. Foster has more than 20 years of corporate, government, non-profit and entrepreneurial experience. Since 2004, Ms. Foster has consulted with large institutional buyers and small business suppliers in the Delaware Valley, most recently through her affiliation with the DelACCESS Consortium, to raise awareness of and advance socially responsible economic development and sustainable small business growth in the Delaware region through education and support of inclusive sourcing, technology and supplier diversity initiatives intended to foster a level playing field for all small businesses in the region. She brings a consistent record of convening and facilitating collaborative efforts with diverse participants using results-oriented processes, as well as her strong sense of systemic economic development that represents current relevance and future application as well strategies, trends, challenges and opportunities.

Beginning in 2001, Ms. Foster was the first MWUL Economic Development Director and became the first Senior Managing Director. She provided cross-functional leadership and work experience to the \$1 million non-profit advocacy organization with its innovative economic development focus, leveraging strategic partnerships with state and local government, corporate and nonprofit sectors to support change in underserved communities. Ms. Foster developed and managed innovative program initiatives centered on technology-based initiatives and publication of original research critical to the Delaware economy. She brought to the organization working knowledge of outcomes-based evaluation metrics development and application, particularly for advocacy operation.

Ms. Foster was affiliated with a large, southern New Jersey law firm, specifically in Commercial Real Estate. Ms. Foster has also worked with Boston consulting firms focused on delivering management and diversity consulting services to Fortune 500 clients, and project management services for non-profit clients. She has served in local government as a senior financial analyst with the City of Boston Office of the Collector-Treasurer. She began her corporate career in the financial services sector, as an underwriter at Chubb Insurance Company, and in various lending positions with several regional and national banks.

Ms. Foster currently serves on the Delaware State Board of Pension Trustees (~\$6 billion fund), and has served on the boards of First State Community Loan Fund (Executive Committee), and George & Lynch, Inc. (infrastructure contractor). Ms. Foster graduated from Harvard University with a concentration in Economics. She received her M.S. in Management from Lesley School of Management in Cambridge. Ms. Foster earned her J.D. at the Northeastern University School of Law in Boston.

Ty Austin

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Mr. Austin has more than 25 years of entrepreneurial senior management experience in for-profit and non-profit organizations.

Mr. Austin is active in local, regional and national economic development initiatives focused on entrepreneurship, small business development and technology. He was appointed by former Delaware Governor, now U.S. Senator, Thomas Carper to serve on the Board of Directors of the Delaware Technology Park (DTP), Inc. (www.deltechpark.org). DTP promotes economic development in the areas of biotechnology, information technology, and nanotechnology.

Mr. Austin serves on the advisory boards of the Delaware Small Business Development Center and numerous other organizations. From 1996 through 1998 he assisted in the startup of the Initiative for a Competitive Inner City (ICIC), created by competitive strategy expert and Harvard Business School Professor, Michael E. Porter. In 1995 he served as one of 14 Delaware delegates to the White House Conference on Small Business.

Mr. Austin has co-founded a two-time Inc. 500 company, and has been recognized as a Delaware Small Businessperson of the Year. He currently serves as the Director of Strategic Initiatives for the non-profit DelACCESS Consortium (www.delaccess.org). Co-founded by the Delaware Technology Park, New Castle County, the State of Delaware and numerous other public and private entities, the DelACCESS Consortium's mission is to assist members to implement revenue-generating and cost control best practices in a way that improves their operational effectiveness.

Mr. Austin graduated from Carnegie Mellon University in Pittsburgh, PA with a triple major Bachelor of Science degree in Applied Math, Business and Economics. He received his MBA from the Simon School of Business at the University of Rochester with double concentrations in Computers & Information Systems, and Applied Economics.