



ConnectALL

A Division of Empire State Development

Municipal Infrastructure Program

REQUEST FOR APPLICATIONS INFORMATION SESSION

February 1, 2024

AGENDA

Welcome

Municipal Infrastructure Program

Request for Applications

How Potential Grantees Can Apply

Next Steps

WELCOME

Welcome to New York State ConnectALL's Municipal Infrastructure Program

- This presentation is recorded. The recording with the slide deck will be distributed after the session
- Please use the **Q&A section** for any questions. Responses will be published with the FAQs at broadband.ny.gov/municipal-infrastructure-program
- Important links and references will be posted in the Chat window
- Visit broadband.ny.gov for the latest information on all ConnectALL programs



INTRODUCING CONNECTALL



Governor Hochul delivering the 2022 State of the State address.

New York State's ConnectALL is tasked with implementing Governor Hochul's **\$1B+ ConnectALL initiative**, a comprehensive plan to bring affordable, reliable, high-speed broadband service to all New Yorkers

ConnectALL Signature Programs

Municipal
Infrastructure
Program

Affordable Housing
Connectivity

Statewide Digital
Equity Plan
& Grant Program

ConnectALL
Deployment

Connectivity
Innovation



• 02

Municipal Infrastructure Program

MUNICIPAL INFRASTRUCTURE PROGRAM

Objectives:

- Make broadband in New York more like a basic utility by investing in **publicly owned and/or controlled networks**
- Connect **tens of thousands of locations** with future-proof **open-access last-mile broadband infrastructure** that can be used by multiple internet service providers (ISPs)
- **Prioritize** projects that address **unserved and underserved locations** and ConnectALL's mandate to develop a robust, **equitable broadband marketplace**

\$228 million

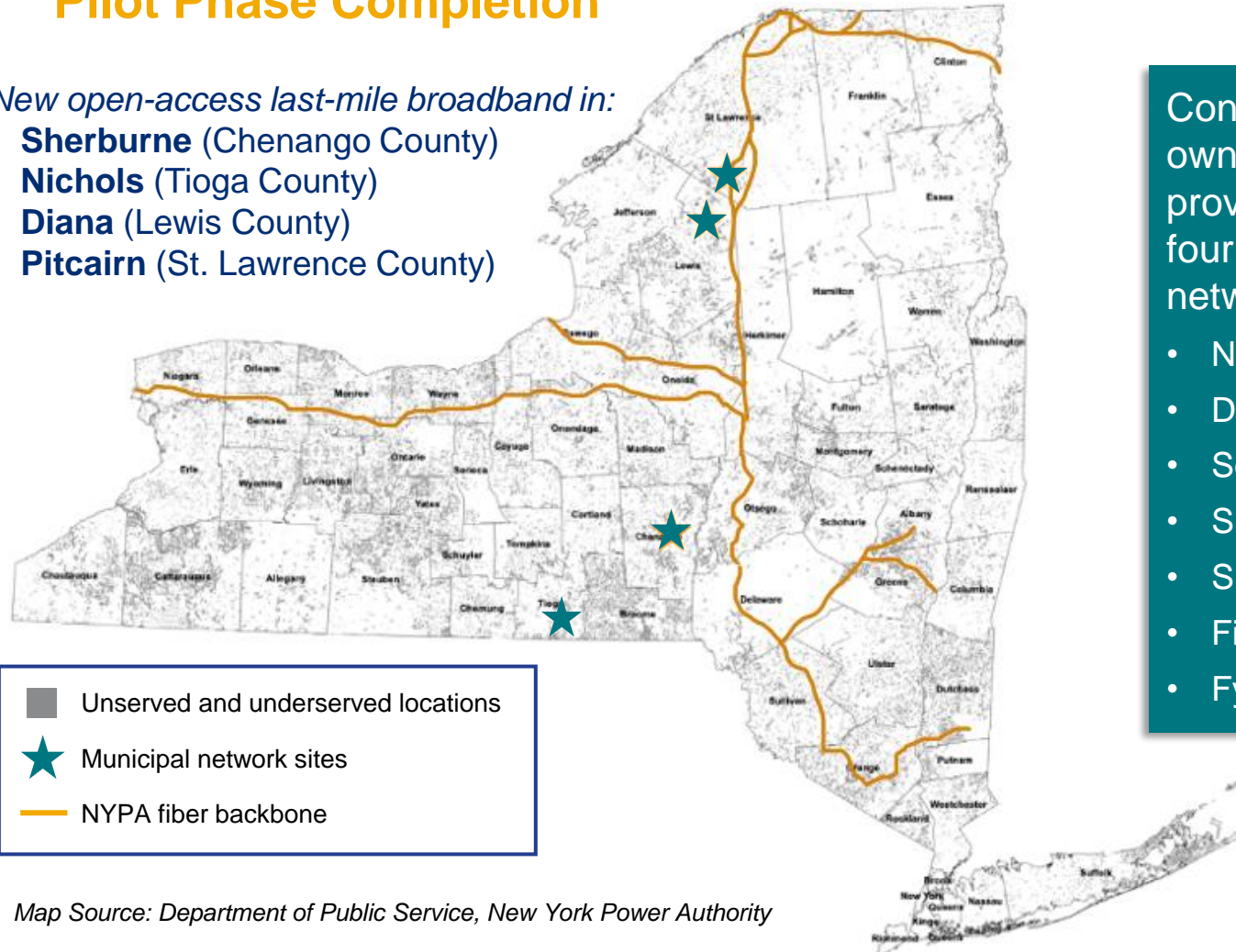
(Source: American Rescue Plan's
Capital Projects Fund)

MUNICIPAL INFRASTRUCTURE PROGRAM

Pilot Phase Completion

New open-access last-mile broadband in:

- **Sherburne** (Chenango County)
- **Nichols** (Tioga County)
- **Diana** (Lewis County)
- **Pitcairn** (St. Lawrence County)



ConnectALL partnered with public infrastructure owners and private internet service providers to provide access to 3000+ homes and businesses in four communities with new, future-proof fiber networks. Partners include:

- New York Power Authority (NYPA)
- Development Authority of the North Country (DANC)
- Southern Tier Network (STN)
- Sherburne Electric, a municipal electric utility
- SLIC Network Solutions
- FiberSpark
- FyberCom

Map Source: Department of Public Service, New York Power Authority

ELIGIBLE APPLICANTS

Applicants may apply in teams with other eligible applicants to fulfill the broadband deployment, operation, maintenance, and end-user ISP roles

Eligible Public Applicants

- **Public Entities**

Municipalities, Cities, Counties, Towns, Villages, Tribal Nations, State and Local Authorities, Entities established pursuant to Section 99-y of the NYS General Municipal Law, Not-for-profit entities with authorization from public entities; and Regional planning boards formed under the provisions of NYS General Municipal Law

- **Municipal Utilities**

- **Utility Cooperatives**

Must propose to **own** the planned infrastructure, in whole or in partnership

Eligible Private Partner Applicants

- **Internet Service Providers (ISPs)**

- **Managed Service Providers (MSPs)**

- **Broadband Infrastructure Builders**

- **Broadband Infrastructure Owners**

Private entities proposing **public-private partnerships** and/or **open-access networks**

Must submit **letters of endorsement** from Eligible Public Applicants

PROGRAM REQUIREMENTS

Proposals must address the following requirements:

- No **duplication** of federal or state funding
- Projects must reach **substantial completion before December 31, 2026**
- Meet all **reporting, transparency and compliance** requirements
- Deliver reliable high-speed internet service that meets the **Minimum Performance Requirements**
 - *Speeds of at least 100 Mbps symmetrical, <20ms latency, <48 hours outage over any 365-day period, 99.5% availability, no data caps or usage-based throttling*
- Offer a Broadband Service of symmetrical 100 Mbps at a cost to residential customers that is generally **below the costs for other residential service in the area**

For eligible **Public applicants**,

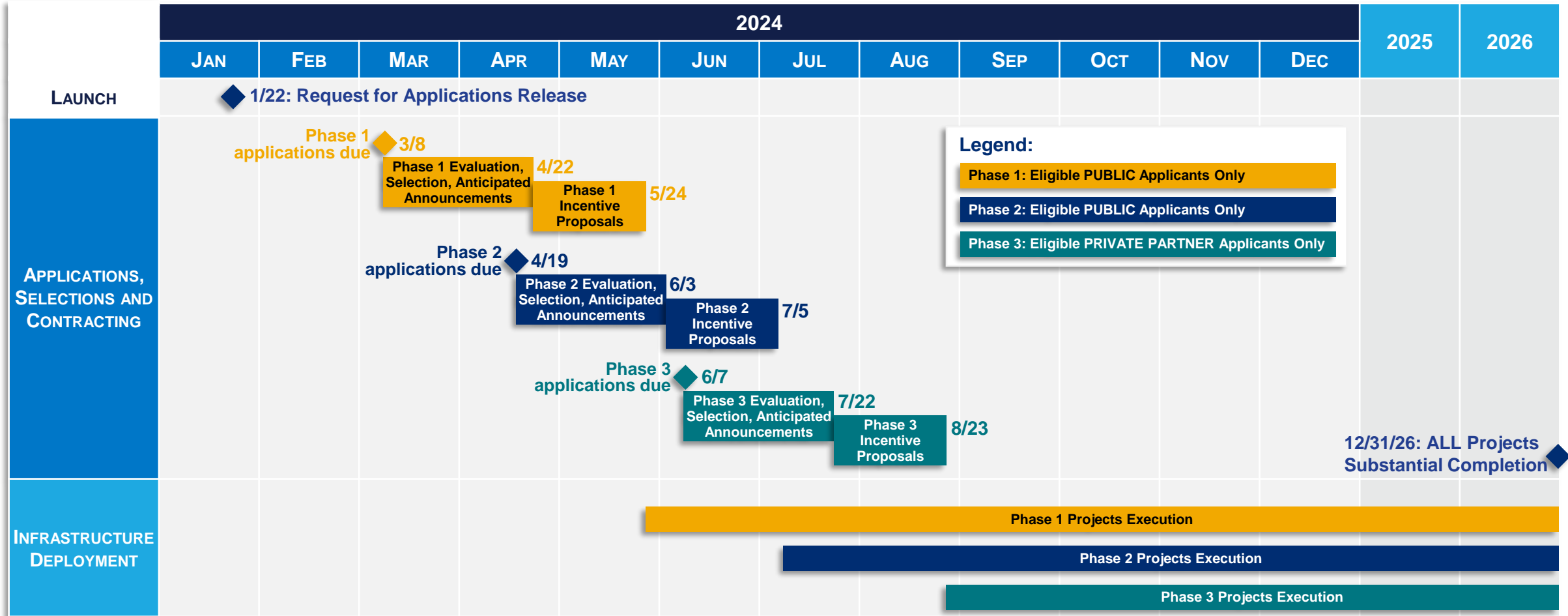
- Form of **public ownership** or other **public control of infrastructure** that meets ConnectALL standards

For eligible **Private Partner applicants**,

- Able to **interconnect with publicly controlled infrastructure** or explain why it is not feasible in the project area
- Operate and maintain as an **open-access network with transparent rates** for a period of **at least 5 years** from commencement of service, or another term approved by ConnectALL

Individual grant awards under the Municipal Infrastructure Program are limited to a **maximum of \$30 million**.

MUNICIPAL INFRASTRUCTURE PROGRAM TIMELINE



Note: ConnectALL reserves the right to modify the schedule or add phases in order to meet the goals of the program and the timeline required by Treasury's Capital Projects Fund

A woman and a young girl are sitting at a desk, both wearing large headphones. They are looking at a laptop screen together. The girl is pointing at the screen. On the desk, there is a glass of water and a stuffed animal.

• 03

Request for Applications

APPLICATION OVERVIEW

The Request for Applications including appendices can be downloaded at broadband.ny.gov/municipal-infrastructure-program

Table of Contents

Overview	3
Objective.....	3
Background	3
Program Background.....	3
Funding Sources	4
Program Assistance	5
Grants	5
Other Assistance	5
Eligible Applicants	5
Eligible Uses of Funds	6
Project Requirements	7
Minimum Performance Requirements	8
Network Design Requirements	8
Application Content and Scope of Services	10
Application Review	15
Grantee Selection Criteria and Timeline.....	15
Agreement Terms	16
Appendices	18
Appendix A: MWBE Commitment and Compliance Plan	19
Appendix B: Labor Requirements.....	21

APPLICATION OVERVIEW

- This section of the Request For Applications describes information an applicant should include to submit successful applications
- Application questions and requirements in the **Consolidated Funding Application portal** match this outline

Application Content and Scope of Services

Applicants shall deliver a unique Application containing all the required information detailed in the sections below as well as abiding by the requirements of this RFA. If an Applicant is submitting or is represented with multiple Applications, the Applicant should indicate the other Applications it has submitted or in which it is represented.

Applications shall include the following sections:

1) **Project Summary** [Not to exceed two pages]

Provide a summary of the following key points of the project including the list of applicants and any eligible partners, list of proposed project areas with a percentage of unserved and underserved locations, total miles of proposed new fiber construction, brief overview of the proposed project approach, proposed infrastructure ownership model, approach for sharing the newly built infrastructure as open-access or reserved for exclusive use, and total project budget with the amount requested from MIP grant funds.

2) **Applicant Profile**

- a) Type of entity for the lead Applicant. Choose one and specify:
 - Eligible Public Applicant
 - Eligible Private Partner Applicant
 - Specify your entity type
- b) Expected infrastructure ownership structure. Choose one and specify:
 - Public (from list of Eligible Public Applicants)
 - Public-Private Partnership
 - Private (only from list of Eligible Private Partner Applicants)
 - Specify the entity or entities and entity type that will ultimately own the proposed infrastructure.

APPLICATION REVIEW

ConnectALL will review applications for eligibility, completeness, quality, readiness, and adherence to the requirements and guidelines

- ConnectALL will score the projects based on the **evaluation criteria** and **scoring weight** in the table
- Based on the availability of funds, ConnectALL will deem the **highest scoring proposals to be conditionally approved**
- ConnectALL will **confer** with the Conditional Awardees to **improve the proposal, reduce risk** (e.g., to on-time project completion), and **ensure compliance** with all program requirements
- A conditional award or conditional award conference is **not a guarantee of a grant award**

Criteria		Scoring Weight
A	Applicant Profile	7 %
B	Experience and Relevant Qualifications	18 %
C	Approach and Scope of Services	42 %
D	Network Design	16 %
E	Service Quality and Affordability	9 %
F	Digital Equity Impact, Workforce Development and Diversity Practices	3 %
G	Letters of Commitment	5 %
Total		100%

APPLICATION REVIEW

Grantee Selection Criteria and Timeline

ConnectALL will accept applications on a **phased basis until the available funds are committed** or until ConnectALL pauses or closes the Request For Applications:

- Phase 1 and Phase 2 are only open to **Eligible Public Applicants**
- Phase 3 is open to **Eligible Private Partner Applicants** proposing **public-private partnerships** and/or **open-access networks**

Municipal Infrastructure Program Milestones		Date
	Request For Applications issued	January 22, 2024
	Information Session	February 1, 2024
Public Applications	Phase 1 application submission due date	March 8, 2024
	Anticipated announcement of Phase 1 applicant selections	April 22, 2024
	Anticipated incentive proposal execution for Phase 1 awardees	May 24, 2024
	Phase 2 application submission due date	April 19, 2024
	Anticipated announcement of Phase 2 applicant selections	June 3, 2024
	Anticipated incentive proposal execution for Phase 2 awardees	July 5, 2024
Private Partner Applications	Phase 3 application submission due date	June 7, 2024
	Anticipated announcement of Phase 3 applicant selections	July 22, 2024
	Anticipated incentive proposal execution for Phase 3 awardees	August 23, 2024
	Target: Projects 50% completed	December 31, 2025
	Target: Projects 100% completed	December 31, 2026
<i>All schedule descriptions and dates are tentative and subject to change.</i>		

A woman and a young girl are sitting at a desk, both wearing large headphones. They are looking at a laptop screen together. The girl is pointing at the screen. There is a stuffed animal on the desk to the left and a glass of water in the foreground. The background is blurred, suggesting an indoor setting like a home or office.

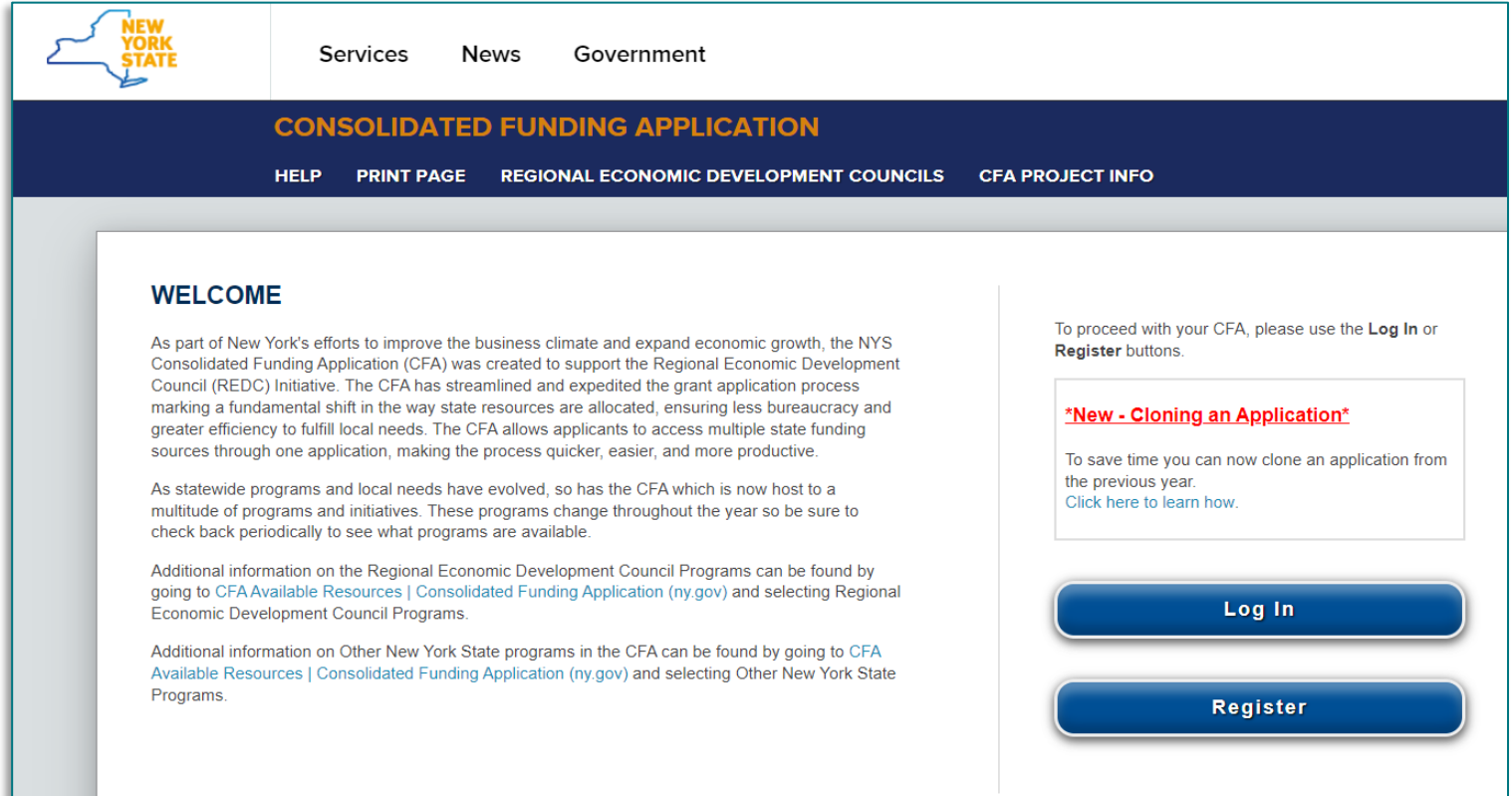
• 04

How Potential Grantees Can Apply

HOW TO APPLY

Applications must be submitted through the New York State Consolidated Funding Application

- Create an account by registering at <https://apps.cio.ny.gov/apps/cfa/login.cfm>
- Once your account is created, you will receive an email with a **token** required to access the Consolidated Funding Application going forward. Save the token in an easy to access location



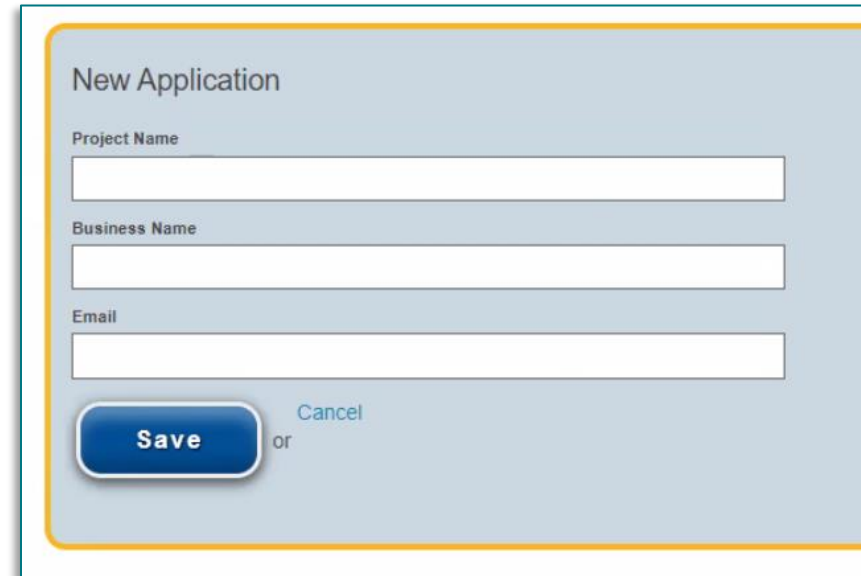
The screenshot shows the New York State Consolidated Funding Application website. At the top left is the New York State logo. To its right are navigation links for 'Services', 'News', and 'Government'. Below this is a dark blue header with the text 'CONSOLIDATED FUNDING APPLICATION' in orange. Underneath the header is a navigation bar with links for 'HELP', 'PRINT PAGE', 'REGIONAL ECONOMIC DEVELOPMENT COUNCILS', and 'CFA PROJECT INFO'. The main content area is divided into two columns. The left column has a 'WELCOME' section with text explaining the CFA's purpose and providing links for 'CFA Available Resources | Consolidated Funding Application (ny.gov)' and 'Other New York State programs in the CFA'. The right column contains a message: 'To proceed with your CFA, please use the Log In or Register buttons.' Below this is a red-bordered box with the text '*New - Cloning an Application*' and a link 'Click here to learn how.'. At the bottom of the right column are two large blue buttons labeled 'Log In' and 'Register'.

Application Instructions and Checklist is available at <https://broadband.ny.gov/municipal-infrastructure-program>

HOW TO APPLY

Navigating the Consolidated Funding Application – New Application

- Once logged in, create a "New Application" and fill in the fields shown here
- "Project Name" is for your reference only. The following naming convention is recommended:
 - **"OrgName MIP Application"**



The screenshot displays a web form titled "New Application". It contains three text input fields: "Project Name", "Business Name", and "Email". Below the "Email" field, there are two buttons: a blue "Save" button and a "Cancel" button. The word "or" is positioned between the "Save" and "Cancel" buttons.

HOW TO APPLY

Navigating the Consolidated Funding Application – Program Selection

- To begin your application, you must select the appropriate "Program."
- The application is listed in the Consolidated Funding Application under "Economic Development Programs" as **“ConnectALL – Municipal Infrastructure Program (MIP)”**

The screenshot displays the 'CONSOLIDATED FUNDING APPLICATION' website. At the top, a dark blue navigation bar contains the title and links for 'APPLICATION', 'HELP', 'PRINT', 'LOG OUT', 'REGIONAL ECONOMIC DEVELOPMENT COUNCILS', and 'CFA PROJECT INFO'. The main content area is divided into four sections: 'Economic Development Programs', 'Workforce Programs', 'Other NYS Programs', and 'Program Wizard'. Each section provides a brief description of the funding opportunities. A blue button labeled 'Proceed with Application' is positioned to the right of the descriptions. At the bottom, a red-bordered box highlights the 'Economic Development Programs' section, which contains a checked checkbox next to 'ConnectALL – Municipal Infrastructure Program (MIP)' and a link to 'Show program description'.

CONSOLIDATED FUNDING APPLICATION

APPLICATION HELP PRINT LOG OUT REGIONAL ECONOMIC DEVELOPMENT COUNCILS CFA PROJECT INFO

Economic Development Programs

Funding opportunities are available from multiple programs from a variety of state agencies to support economic development and community development projects through a combination of grant funds and tax credits for eligible projects. These include programs specific to the Regional Economic Development Council (REDC) Initiative. For more information on the REDC Initiative, please visit: <https://regionalcouncils.ny.gov/>.

Workforce Programs

Funding is available to support wide-reaching investments in workforce development programs across multiple state agencies through multi-year funding to support employer-driven, high skilled workforce training programs.

Other NYS Programs

Other NYS Programs which include funding and other opportunities from various state agencies.

Program Wizard

The Program Wizard allows you to select multiple project categories and project types to assist you in determining which program(s) you may be eligible for.

Proceed with Application

Economic Development Programs

ConnectALL – Municipal Infrastructure Program (MIP)
[Show program description](#)

HOW TO APPLY

Navigating the Consolidated Funding Application – Do NOT add other programs

- The application begins with **threshold questions** to ensure the applicants meet the basic requirements
- Note: although the Consolidated Funding Application allows more programs to be added to the same application, please **do NOT add any “Other Programs”** to avoid program conflicts

Application Number

PROGRAMS LOCATION QUESTIONNAIRE FUNDING REVIEW

Application is NOT FINALIZED

PROGRAMS

You will be applying for the program listed below. Please click the "Proceed to Next Page" button at the bottom of the page to proceed.

Your Application's Programs

Programs were recently added to your application. To determine if your application potentially qualifies for the following programs, you will need to answer a few threshold questions. Please Proceed with the Application.

You potentially qualify for the following programs:

New Program ConnectALL – Municipal Infrastructure Program (MIP)
Show program description
You need to answer threshold questions for this program.

Open Enrollment

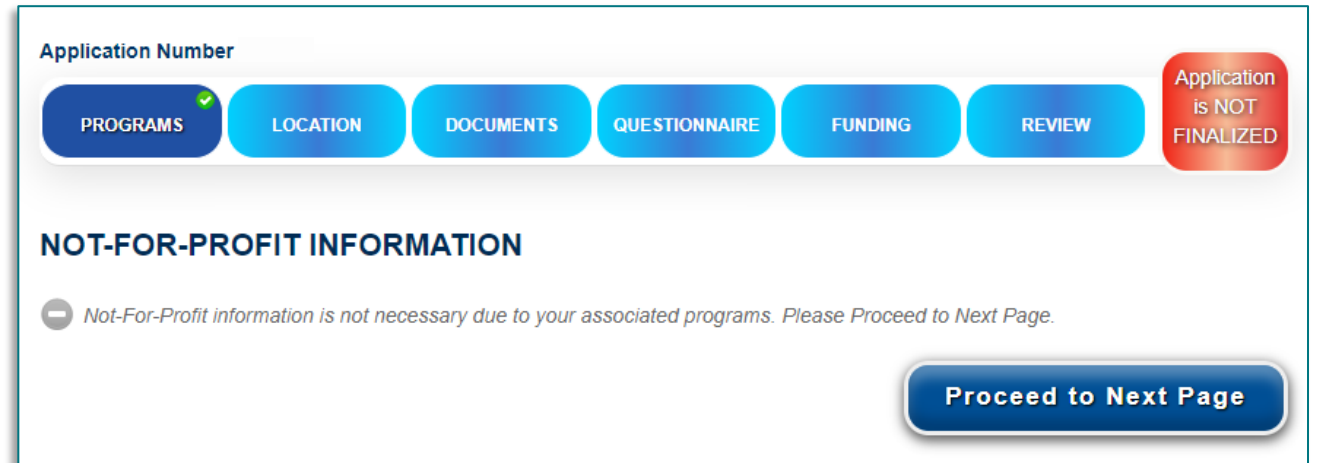
Add more programs below

Proceed to Next Page

HOW TO APPLY

Navigating the Consolidated Funding Application – NOT-FOR-PROFIT

- After meeting the threshold requirements and proceeding to the next page, this “NOT-FOR-PROFIT INFORMATION” page displays, which is **NOT applicable to the Municipal Infrastructure Program**
- Please select “Proceed to Next Page”



Application Number

PROGRAMS LOCATION DOCUMENTS QUESTIONNAIRE FUNDING REVIEW

Application is NOT FINALIZED

NOT-FOR-PROFIT INFORMATION

Not-For-Profit information is not necessary due to your associated programs. Please Proceed to Next Page.

[Proceed to Next Page](#)

HOW TO APPLY

Navigating the Consolidated Funding Application – DOCUMENTS

- The Documents tab has a list of **8 required** and **1 optional** document requested
- The maximum file size for attachments is **30MB**
- Multiple files for the same question must be combined into a **single ZIP** file
- Although the Consolidated Funding Application states PDF, JPG and ZIP as acceptable file types, please note that **XLS, XLSX, KML, KMZ, SHP** and **SHX** files are also acceptable
- Files for each question should be **uploaded individually** as uploading multiple attachments at once may generate errors

Application Number

PROGRAMS ✓ LOCATION ✓ DOCUMENTS QUESTIONNAIRE FUNDING REVIEW Application is NOT FINALIZED

REQUIRED & OPTIONAL DOCUMENTS

Instructions

Your application may require you to upload supporting documents. **These files must be in PDF, JPG or ZIP format (unless specifically noted otherwise below) and cannot be larger than 30 MB in size.** You may combine multiple PDF files into a single .ZIP file if necessary. Avoid using special characters like *, %, #, :, ;, \$, *, @ in your document name as this will cause errors in the upload. If an attachment question requires more than one document, you must create a single PDF or JPG file that contains all the required documents or a ZIP file that contains the required documents. More information is available on [how to create PDFs from other documents](#) and [how to create ZIP files](#).

You may proceed with your application without uploading these documents. However, if supporting documents are required, you must return to this section and upload the required documents before you can finalize and submit your application.

Your answers will be automatically saved whenever you tab to the next question or when you click outside the answer box in which you are working. You may also click the "Save" button at the bottom of the screen to save your responses.

Legend

- ✓ this document has been uploaded
- this document is required but has not been uploaded
- this document is optional and has not been provided. Optional documents are helpful in the evaluation of your application, but not required.
- Ⓜ the uploaded document is "restricted": The document will only be shared with the state agency/authority that is required to review this application.

HOW TO APPLY

Navigating the Consolidated Funding Application – QUESTIONNAIRE

- The **Questionnaire tab** has the **program specific questions** under Standard Questions
- The required **attachments** need to be uploaded in the **Documents tab**
- Applicants may **toggle between the Documents and the Questionnaire tabs** in the process of completing the application

The screenshot shows the 'QUESTIONNAIRE' tab selected in a navigation bar. The navigation bar includes tabs for PROGRAMS, LOCATION, DOCUMENTS, QUESTIONNAIRE, FUNDING, and REVIEW. A red badge in the top right corner indicates 'Application is NOT FINALIZED'. Below the navigation bar, the 'QUESTIONNAIRE' section contains 'Instructions' and a 'Legend'. The 'Instructions' section provides guidance on answering questions and saving responses. The 'Legend' section defines various icons used to indicate the status of questions: a green checkmark for answered questions, a red minus sign for required but unanswered questions, a grey minus sign for non-required unanswered questions, a red 'R' for restricted answers, and a blue double-headed arrow for shared questions. A 'Disclaimer' link is also present. At the bottom, there are two expandable sections: 'Standard Questions' and 'Certification Questions', with a 'Toggle Expansion' link and a filter option to 'Show only questions below that are incomplete and required'.

Application Number

PROGRAMS ✓ LOCATION ✓ DOCUMENTS QUESTIONNAIRE FUNDING REVIEW

Application is NOT FINALIZED

QUESTIONNAIRE

Instructions

To proceed with your application, please answer the following questions.

If your answers are lengthy, we recommend you type your answers into a word processor and paste them into the application so you will always have a copy of your answers. (Note: By design, most of the formatting you create with your word processor will be lost when you paste answers into the application.)

Your answers will be automatically saved whenever you tab to the next question or when you click outside the answer box in which you are working. You may also click the "Save" button at the bottom of the screen to save your responses.

Legend

- ✓ the question has been answered
- an answer is required but has not been provided
- an answer is not required and has not been provided
- R the answer is "restricted": The answer will only be shared with the state agency/authority that is required to review this application.
- ↔ the question and its answers are shared among multiple programs on this application

► Disclaimer

Toggle Expansion

Show only questions below that are incomplete and required

+ Standard Questions

+ Certification Questions
Questions in this section include attestations of accurate information and knowledge of various rules, regulations, and information being submitted.

HOW TO APPLY

Navigating the Consolidated Funding Application – FUNDING

- In the Funding tab, please provide the **total project cost** and the amount of **requested Municipal Infrastructure Program grant funds**

Application Number

PROGRAMS ✓ LOCATION ✓ DOCUMENTS QUESTIONNAIRE **FUNDING** REVIEW

Application is NOT FINALIZED

PROJECT FUNDING

Instructions

The following section will collect information regarding your project's cost and funding. Please follow the instructions associated with each section below.

Total Project Cost

The TOTAL cost of the project for which funds are being requested via this CFA. Projects that have multiple phases should be careful to include ONLY the phase covered by this CFA round. Please use only numbers; no commas (,), dollar signs (\$), or special characters.

Total project cost: \$

Save

Funding Requested from Program

The amount you are requesting from each program on your application. Please use only numbers; no commas (,), dollar signs (\$), or special characters.

Program	Amount Requested
ConnectALL – Municipal Infrastructure Program (MIP)	\$ <input type="text"/>

Save

HOW TO APPLY

Navigating the Consolidated Funding Application – REVIEW

- Please review the application responses **in detail** prior to submission
- **After the application has been submitted, it cannot be modified or amended**

Application Number

PROGRAMS ✓ LOCATION ✓ DOCUMENTS ✓ QUESTIONNAIRE ✓ FUNDING ✓ REVIEW

Application is NOT FINALIZED

REVIEW

Finalization Checklist

✓ Programs	Complete!
	◦ ConnectALL - Municipal Infrastructure Program (MIP)
✓ Not-For-Profit	Complete!
✓ Location	Complete!
✓ Documents	Complete!
✓ Questionnaire	Complete!
✓ Funding & Budget	Complete!

Please Acknowledge

Applications to the State, including their accompanying documents, are subject to the Freedom of Information Law (FOIL) found in Article 6 of the N.Y. Public Officer Law. FOIL provides that certain records are exempt from disclosure, including those that contain (1) trade secrets, (2) information that, if disclosed, would cause substantial injury to the competitive position of your organization, or (3) critical infrastructure information. All efforts should be made to provide such information in the questions marked "restricted".

Please Note: By clicking the button below you will no longer be able to modify or amend your application.

BY CLICKING HERE, I ACKNOWLEDGE THAT MY APPLICATION IS COMPLETE AND READY FOR FINALIZATION

A woman and a young girl are sitting at a desk, both wearing large headphones. They are looking at a laptop screen together. The girl is pointing at the screen and smiling. The woman is also smiling and looking at the screen. There is a glass of water and some papers on the desk. A blue vertical bar is on the left side of the image.

• 05

Next Steps

NEXT STEPS TO APPLY

The Request For Applications contains information determining program eligibility and how interested parties can apply



Review the **Request For Applications** at:
<https://broadband.ny.gov/municipal-infrastructure-program>



Create an account for New York State's **Consolidated Funding Application portal** to access the application:

<https://apps.cio.ny.gov/apps/cfa/login.cfm>



Consult the **Application Instructions and Checklist** to gather everything required for a complete application



Email ConnectALL with questions at MIP@esd.ny.gov using the subject line "MIP Request for Applications"



ConnectALL

A Division of Empire State Development

Thank You

CONTACT CONNECTALL FOR MUNICIPAL INFRASTRUCTURE PROGRAM:
MIP@ESD.NY.GOV