NEW YORK STATE OF OPPORTUNITY. | ConnectALL

A Division of Empire State Development

Connectivity Innovation – Mobile Service

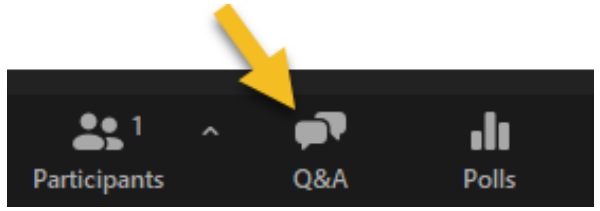
Request for Applications Information Session

May 8, 2025

WELCOME

About today's session:

- This session is being recorded. **The recording + slides will be emailed** to all participants and posted on ConnectALL's website.
- Important links and announcements will be posted in the meeting chat and via email.
- Please send your questions using the **Zoom Q&A function** or by email to: wireless@esd.ny.gov.



- Questions will not be answered during this session. Answers will be posted to the ConnectALL website at **broadband.ny.gov.**

01

ConnectALL Overview

CONNECTALL OVERVIEW

ConnectALL is Governor Hochul’s initiative to transform New York's digital infrastructure, build a robust broadband marketplace, and bring affordable, reliable, high-speed internet service to all New Yorkers.

Governor Hochul delivering the 2022 State of the State address.

ConnectALL Signature Programs

- ConnectALL Deployment Program
- Affordable Housing Connectivity
- Digital Equity Program
- Connectivity Innovation
- Municipal Infrastructure Program

CONNECTALL OVERVIEW

ConnectALL will address connectivity challenges through new technologies, approaches, and business models.

The Connectivity Innovation Program will provide up to

$25 Million

in grants, matching funds, and other investments

- Address challenges of serving remote and low-income areas
- Foster private sector investment and business transformation
- Facilitate collaboration on research and development
- Advance New York as a global leader in connectivity innovation

02

Request for Applications Overview - Mobile Service

CONNECTIVITY INNOVATION – MOBILE SERVICE REQUEST FOR APPLICATIONS

The Request for Applications is now available at **broadband.ny.gov**. The final deadline for responses is **June 17, 2025 at 11:59PM.**

- Mobile Network Coverage Gaps exist in a variety of areas of New York State due to capacity and coverage constraints.
- Under current conditions, Providers are the only entities that can address those Gaps, leaving State, County, Local governments, and other civic entities with minimal recourse to meet the needs of constituents. These entities have a need for direct solutions to eliminate Mobile Network Coverage Gaps.

Request for Applications Goal:

This Request for Applications seeks innovative ways to enable mobile connectivity and expand coverage of Mobile Networks for broadband and other uses.

Examples include but are not limited to:

- Private Networks;
- Open Radio Access Networks;
- eSIM;
- Spectrum sharing;
- Passpoint Wi-Fi

CONNECTIVITY INNOVATION – MOBILE SERVICE REQUEST FOR APPLICATIONS

Eligible Applicants:

- Municipalities, counties, regional planning boards and/or regional economic development organizations
- Tribal governments
- Municipal utilities
- Internet service providers
- Mobile network operators, system integrators and/or equipment manufacturers
- Businesses with an innovative use case for connectivity
- Partnerships of Eligible Applicants listed above with a designated Lead Applicant

See Request for Applications page 5, Section 3. Program Assistance and Eligibility, b. Eligible Applicants

CONNECTIVITY INNOVATION – MOBILE SERVICE REQUEST FOR APPLICATIONS (RFA)

Eligible Uses of Funds:

- Securing required leases, licenses, rights of way, easements, or other land rights or site access.
- Permitting activity including any required federal, state, or local zoning and permits required.
- Community engagement and/or public awareness and education.
- Technical and/or engineered plans and designs and environmental studies.
- Construction activity associated with the infrastructure and physical assets including site preparation.
- Materials, equipment or other physical assets.
- Software, software licenses.
- Backhaul connectivity.
- Financial Monitoring and Reporting.
- Project integration, testing and monitoring.
- Project management, operations, and maintenance.

Non-Eligible Uses of Funds:

- Duplicative project costs such as expenses funded by another award.
- Indirect or overhead costs.
- Any activities conducted outside the State of New York

See Request for Applications page 5, Section 3. Program Assistance and Eligibility, c. Eligible & Ineligible Uses of Funds

CONNECTIVITY INNOVATION – MOBILE SERVICE REQUEST FOR APPLICATIONS

Project Requirements:

- A terrestrial based project located in the State of New York.
- A solution that enables a public or other civic entity to deploy Network Equipment that provides a mobile coverage solution to areas unserved or underserved by Mobile Network Service Providers.
- A solution that demonstrates new and emerging technologies or the use of existing technology in novel, innovative ways.
- A solution that provides an open environment capable of accommodating connectivity to multiple Mobile Network Service Providers and/or for other future Wireless uses.
- All associated infrastructure and equipment must comply with State and Federal licensing, permitting, and siting regulations, including but not limited to the New York State Environmental Quality Review Act, New York State Historic Preservation Act, and the New York State Smart Growth Public Infrastructure Policy Act.
- All proposed work must be completed within 36 months of issuance of an award which includes at least 12 months of equipment operability and testing.
- Applicants must demonstrate an ability to administer the awards, ensure the fulfillment of all obligations and meet all ConnectALL reporting requirements.

See Request for Applications page 6, Section 4. Project Requirements, a. Project Requirements

CONNECTIVITY INNOVATION – MOBILE SERVICE REQUEST FOR APPLICATIONS

Project Preferences:

- Public ownership of the project or a Public Private Partnership, or potential capability to progress towards full public ownership.
- Intended for operations on and coverage of public land, in whole or part. In-building solutions (such as but not limited to signal boosters or repeaters) and wireless coverage strategies for enhancing reliable communication during recurring public event coverage solutions will also be considered.
- Minimal ongoing operating costs or the ability to generate revenue in balance with operating costs, including a share of revenue for the continuing role of the public partner.
- Preference for project(s) with letters of support, engagement or commitment from local partners, Mobile Network Service Providers, or other meaningful stakeholders.
- Preference for project(s) that solve a unique challenge created by a Mobile Network Coverage Gap or other mobile wireless service challenge.
- Preference for project(s) with identified locations and robust and comprehensive design documentation available for submission.
- Preference for project(s) with a business plan that are intended to remain viable to provide a long-term solution, either in place or repeatedly re-deployed.

See Request for Applications page 7, Section 4. Project Requirements, a. Project Preferences

APPLICATION COMPONENTS

1 | Attachments

- ✓ Applicant/Project Team Details (org chart)
- ✓ Key Project Personnel Resumes
- ✓ Network Design including coverage maps
- ✓ Documentation of project maturity
- ✓ Budget and Network Information Template
- ✓ 3 years of audited/certified financial statements
- ✓ Sample Lease or other real estate agreements
- ✓ Letters of Support

2 | Applicant Profile

- ✓ Entity name; entity type; contact and identifying information
- ✓ Partnership details / Public Private Partnership description (if applicable)

3 | Applicant/Project Team Grant Experience

- ✓ Previous grant management, administration, and compliance experience

APPLICATION COMPONENTS

3 | Applicant/Project Team prior Deployment experience

- ✓ Experience deploying wireless equipment in New York State
- ✓ Experience with emerging technology
- ✓ Local community engagement on prior projects
- ✓ governance structure, and anticipated challenges (if applicable)

4 | Project Approach and Scope

- ✓ What coverage gap does this project address
- ✓ How does the lack of coverage create challenges
- ✓ Descriptions of the technology and innovation of the technology
- ✓ Scalability of the project for future deployments
- ✓ Potential for equipment/technology to be purchased and implemented
- ✓ Potential for supporting multiple network operators
- ✓ Current state/maturity of the project

APPLICATION COMPONENTS

5 | Impact, Evaluation, and Sustainability

- ✓ Impact of project on coverage of the geographic area
- ✓ Long term operational plan with ownership structure identified
- ✓ Plan to sustain activities/impact beyond the grant period

6 | Project Costs and Milestones

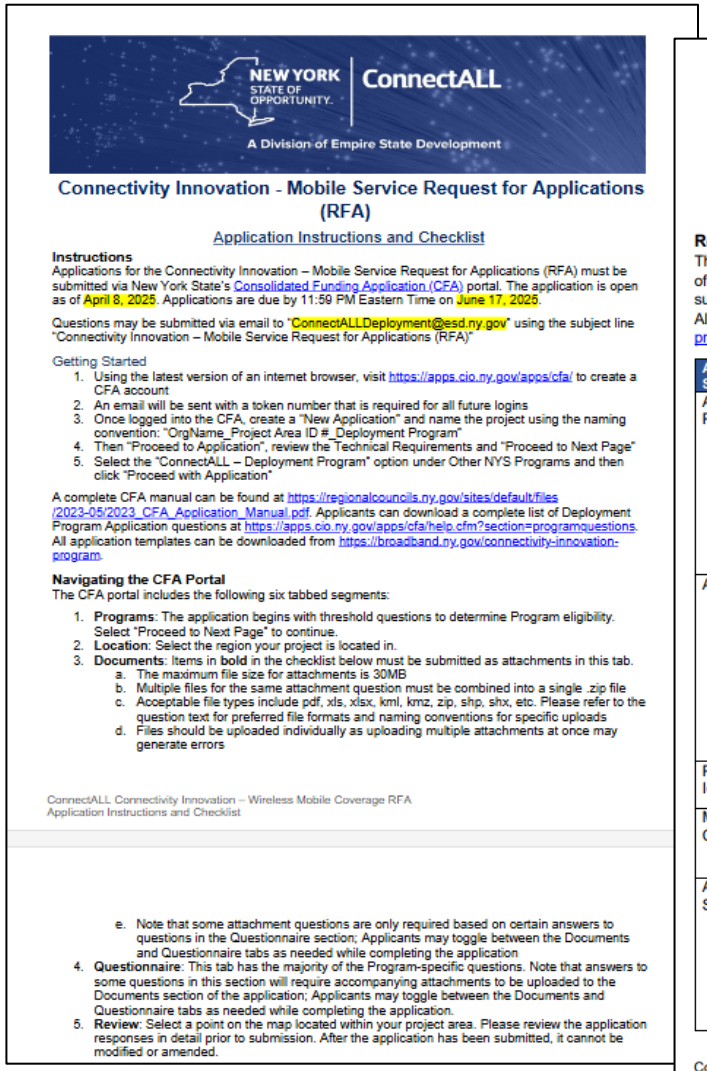
- ✓ Identification of funding distribution.
- ✓ Identification of milestones and completion timelines.
- ✓ Matching funding sources

7 | Submission Certification

- ✓ Authorized Signature

APPLICATION COMPONENTS

An Application Components Checklist is available on the ConnectALL website.



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Connectivity Innovation - Mobile Service Request for Applications (RFA)

Application Instructions and Checklist

Instructions

Applications for the Connectivity Innovation – Mobile Service Request for Applications (RFA) must be submitted via New York State's Consolidated Funding Application (CFA) portal. The application is open as of April 8, 2025. Applications are due by 11:59 PM Eastern Time on June 17, 2025.

Questions may be submitted via email to "ConnectALLDeployment@esd.ny.gov" using the subject line "Connectivity Innovation – Mobile Service Request for Applications (RFA)"

Getting Started

1. Using the latest version of an internet browser, visit https://apps.cio.ny.gov/apps/cfa/ to create a CFA account
2. An email will be sent with a token number that is required for all future logins
3. Once logged into the CFA, create a "New Application" and name the project using the naming convention: "OrgName_Project Area ID #_Deployment Program"
4. Then "Proceed to Application", review the Technical Requirements and "Proceed to Next Page"
5. Select the "ConnectALL – Deployment Program" option under Other NYS Programs and then click "Proceed with Application"

A complete CFA manual can be found at https://regionalcouncils.ny.gov/sites/default/files/2023-05/2023_CFA_Application_Manual.pdf. Applicants can download a complete list of Deployment Program Application questions at https://apps.cio.ny.gov/apps/cfa/help.cfm?section=programquestions. All application templates can be downloaded from https://broadband.ny.gov/connectivity-innovation-program.

Navigating the CFA Portal

The CFA portal includes the following six tabbed segments:

1. **Programs**: The application begins with threshold questions to determine Program eligibility. Select "Proceed to Next Page" to continue.
2. **Location**: Select the region your project is located in.
3. **Documents**: Items in **bold** in the checklist below must be submitted as attachments in this tab.
   a. The maximum file size for attachments is 30MB
   b. Multiple files for the same attachment question must be combined into a single .zip file
   c. Acceptable file types include pdf, xls, xlsx, kml, kmz, zip, shp, shx, etc. Please refer to the question text for preferred file formats and naming conventions for specific uploads
   d. Files should be uploaded individually as uploading multiple attachments at once may generate errors

   e. Note that some attachment questions are only required based on certain answers to questions in the Questionnaire section; Applicants may toggle between the Documents and Questionnaire tabs as needed while completing the application
4. **Questionnaire**: This tab has the majority of the Program-specific questions. Note that answers to some questions in this section will require accompanying attachments to be uploaded to the Documents section of the application; Applicants may toggle between the Documents and Questionnaire tabs as needed while completing the application.
5. **Review**: Select a point on the map located within your project area. Please review the application responses in detail prior to submission. After the application has been submitted, it cannot be modified or amended.

4. **Questionnaire**: This tab has the majority of the Program-specific questions. Note that answers to some questions in this section will require accompanying attachments to be uploaded to the Documents section of the application; Applicants may toggle between the Documents and Questionnaire tabs as needed while completing the application.
5. **Review**: Select a point on the map located within your project area. Please review the application responses in detail prior to submission. After the application has been submitted, it cannot be modified or amended.

Ready to Apply Checklist

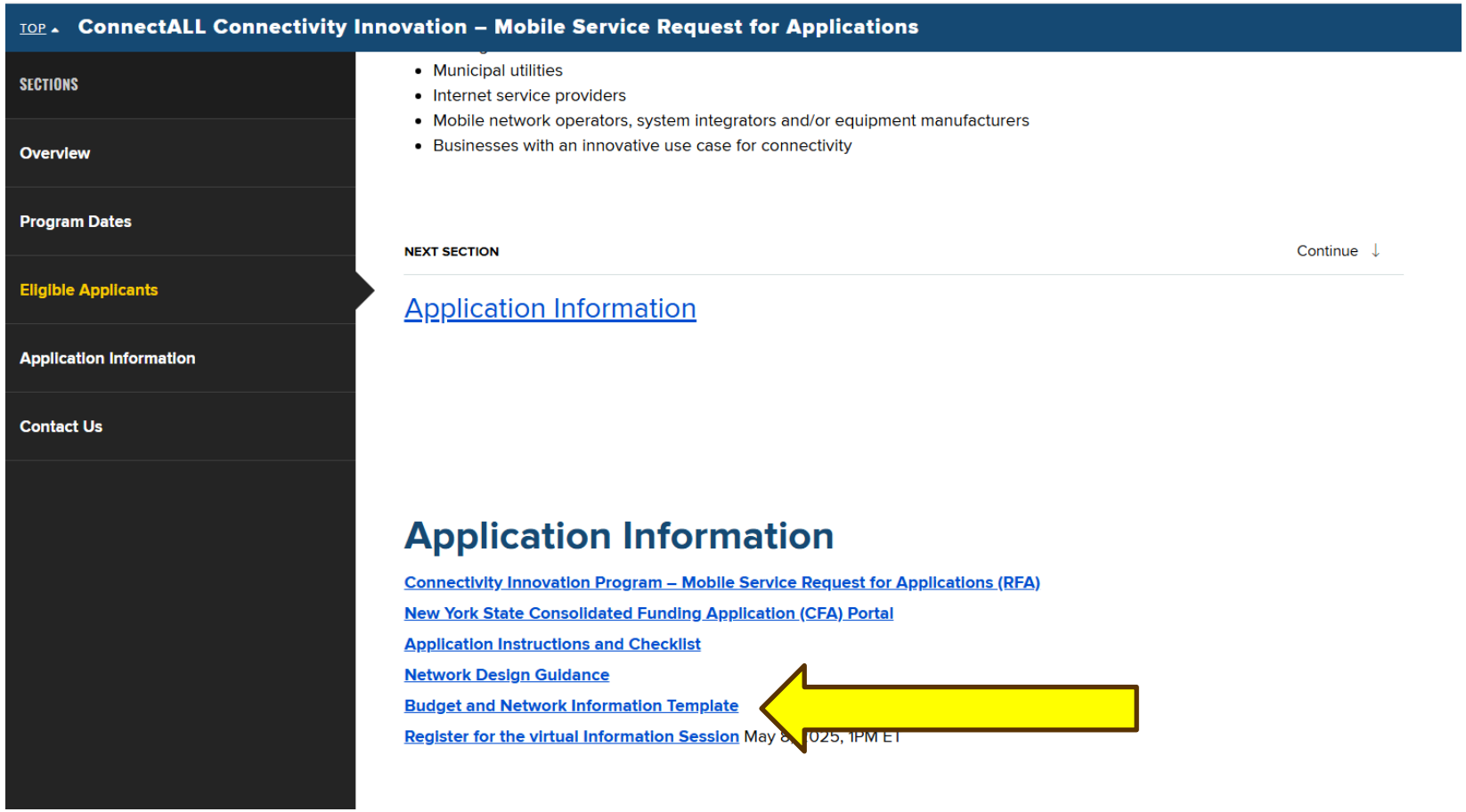
The following is a companion checklist for the application. It is not meant to be a substitute for completion of the application, but a tool for Applicants to ensure all critical information has been prepared and submitted. **Bolded** items must be submitted as attachments in the documents tab of the CFA application. All application templates are available for download at https://broadband.ny.gov/connectivity-innovation-program.

Application Section	Key Information & Documentation	Complete	Template Provided	Notes
Applicant Profile	Entity name; Applicant Organization Legal Name; contact and identifying information	☐		
	Contact information, alternate contact information	☐		
	Applicant ID # Charity Reg #, Duns Number, Federal Tax ID Number, NYS Unemployment Insurance Tax Number, NYS Vendor Identification Number (SFS),Employee Identification Number (EIN),Unique Entity Identifier (UEI)	☐		
Attachments	Organizational Chart	☐		
	Project Personnel Resumes	☐		
	Network Design / coverage maps	☐		
	Documentation of project maturity	☐		
	Budget and Network information template	☐		
	3 years of audited/certified financial statements	☐		
	Sample lease or other real estate agreements	☐		
	Letters of Support			
Project Identification	Project Name	☐		
	Project information	☐	✓	
Managerial Capability	Prior experience	☐		
	Prior Community engagement	☐		
	Prior Grant Administration Experience	☐		
Approach and Scope	Project Details and Technology description	☐		
	Mobile Network Coverage Gap information	☐		
	Current State of Project Development	☐		
	New technology or new use of existing technology	☐		
	Scalability of the project	☐		
	Accomodation of multiple network operators	☐		

ConnectALL Connectivity Innovation – Wireless Mobile Coverage RFA
Application Instructions and Checklist

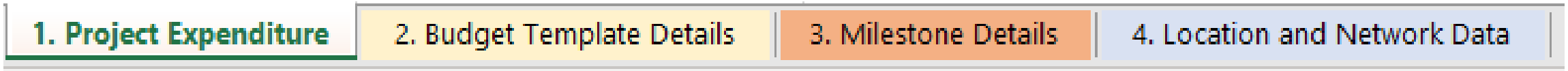
APPLICATION COMPONENTS

Applicants will need to download, complete, and submit the Budget and Network Information Template as part of their application.



APPLICATION COMPONENTS

The Budget and Network Information template – Excel Workbook with 4 individual tabs



- ✓ Download from https://broadband.ny.gov/connectall-connectivity-innovation-mobile-service-request-applications
- ✓ The Budget and Network Information template requests proposed project information such as budget, milestones, and network data.
- ✓ Considering the experimental and innovative nature of this RFA, if all the information requested in this template is not available at the time of application, the application will still be considered.
- ✓ Complete each tab to the best of applicant's ability.

APPLICATION COMPONENTS

The Budget and Network Information template Project Expenditures Tab

Project Expenditure Milestones

Expenditure Milestone	Completion Timeline	High Level Project Elements Completed During This Milestone Timeframe	Projected Total Applicant Expenditure	Projected Sources		Source Terms	Projected Grant Reimbursement Amount
Milestone #1 **(50% Project Completion)** Pre-Construction & Permitting	*e.g. May 2025-October 2025*		$	**Private Funding** **Public Funding** **ConnectALL Grant**	$ - $ - $ -	*i.e. term, rate, term sheet received?*	
Milestone #2 **(70% Project Completion)** 50% of Construction	*e.g. October 2025-January 2026*		$	**Private Funding** **Public Funding** **ConnectALL Grant**	$ - $ - $ -		
Milestone #3 **(90% Project Completion)**	*e.g. October 2025-October 2026*		$	**Private Funding** **Public Funding** **ConnectALL Grant**	$ - $ - $ -		
Milestone #4 **(100% Project Completion)**			$	**Private Funding** **Public Funding** **ConnectALL Grant**	$ - $ - $ -		
	Total		$ -	**Private Funding** **Public Funding** **ConnectALL Grant**	$ - $ - $ -		

1. Project Expenditure | 2. Budget Template Details | 3. Milestone Details | 4. Location and Network Data | Sheet1

Information to be provided in 'Project Expenditure' tab:

- ✓ List of all project expenditure milestones, completion timeline, and high-level project elements.
- ✓ Identification of any other sources of funding applied to total project costs

APPLICATION COMPONENTS

The Budget and Network Information template Budget Template Tab

New York State ConnectALL Connectivity Innovations Program - Budget Template

Project Name

Project Area

Submission Date

Total Project Budget	$ 29.00	
CAO Grant Request	**$ 80.00**	276%
Other Grant Funding	**$ 80.00**	276%
Private Funds	**$ 80.00**	276%

Category	Item	Total Project	Total Private Funds	Other Public Funds (Grants)	Total ConnectALL Grant Request	Expected ConnectALL Funding Expenses Distribution (Column E)			Comments or Assumptions
						Year 2025	Year 2026	Year 2027	
Engineering		$ 30.00	$ 10.00	$ 10.00	$ 10.00	$ 44,000.00			
						$ -	$ -	$ -	
Procurement		$ 30.00	$ 10.00	$ 10.00	$ 10.00	$ -	$ -	$ -	
						$ -	$ -	$ -	
Licensing		$ 30.00	$ 10.00	$ 10.00	$ 10.00	$ -	$ -	$ -	
						$ -	$ -	$ -	
Zoning/Permitting		$ 30.00	$ 10.00	$ 10.00	$ 10.00	$ -	$ -	$ -	
						$ -	$ -	$ -	
Construction		$ 30.00	$ 10.00	$ 10.00	$ 10.00	$ -	$ -	$ -	
						$ -	$ -	$ -	
Infrastructure		$ 30.00	$ 10.00	$ 10.00	$ 10.00	$ -	$ -	$ -	
						$ -	$ -	$ -	
Project Management		$ 30.00	$ 10.00	$ 10.00	$ 10.00	$ -	$ -	$ -	
						$ -	$ -	$ -	
Other (please specify)		$ 30.00	$ 10.00	$ 10.00	$ 10.00	$ -	$ -	$ -	
						$ -	$ -	$ -	
						$ -	$ -	$ -	
	TOTAL	**$ 240.00**	**$ 80.00**	**$ 80.00**	**$ 80.00**	**$ 44,000.00**	**$ -**	**$ -**	
						$		44,000.00	

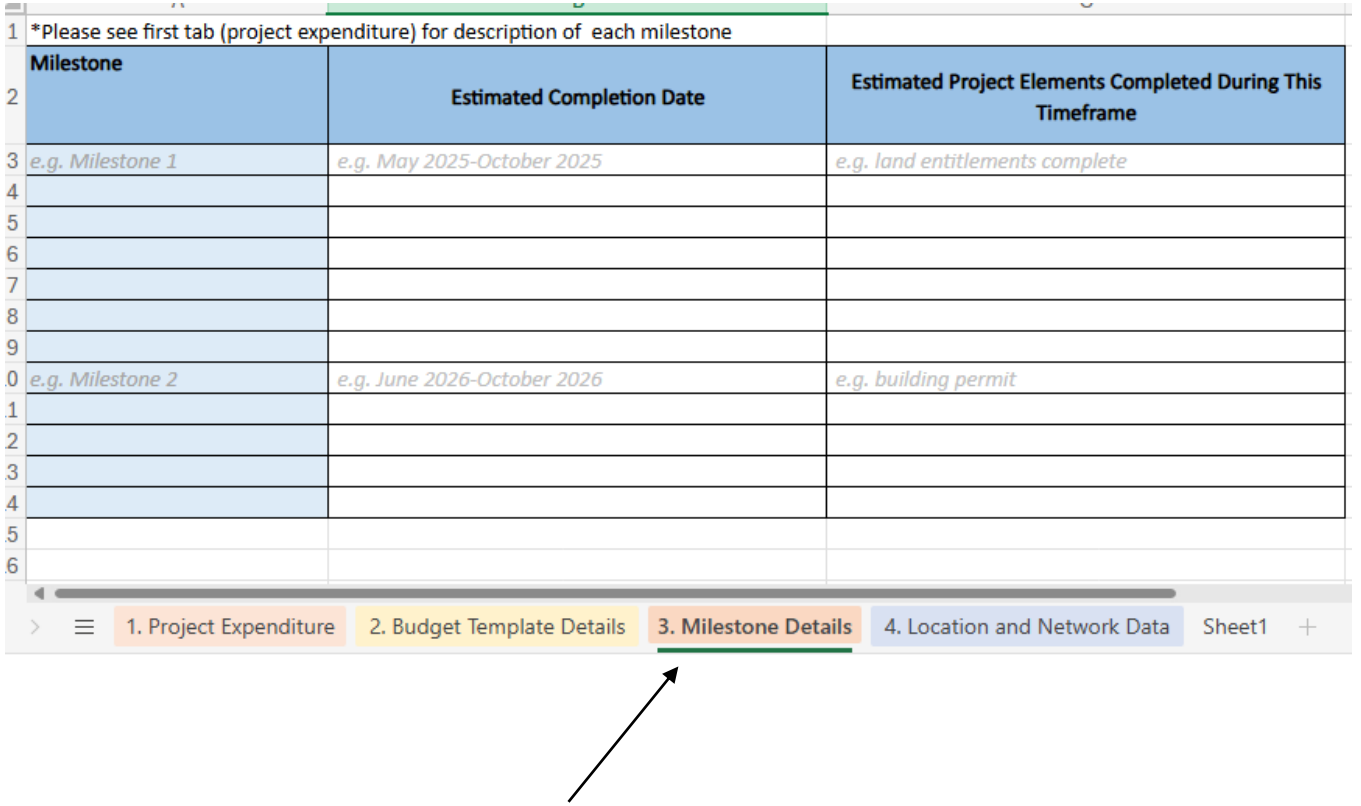
1. Project Expenditure | 2. Budget Template Details | 3. Milestone Details | 4. Location and Network Data | Sheet1

Information to be provided in 'Budget Template' tab:

- ✓ Itemized categories of spend for the project, including allocation of other funding sources
- ✓ Expense distribution during the grant (*amounts in the template are for example purposes only*)

APPLICATION COMPONENTS

The Budget and Network Information template Milestone Details Tab



*Please see first tab (project expenditure) for description of each milestone

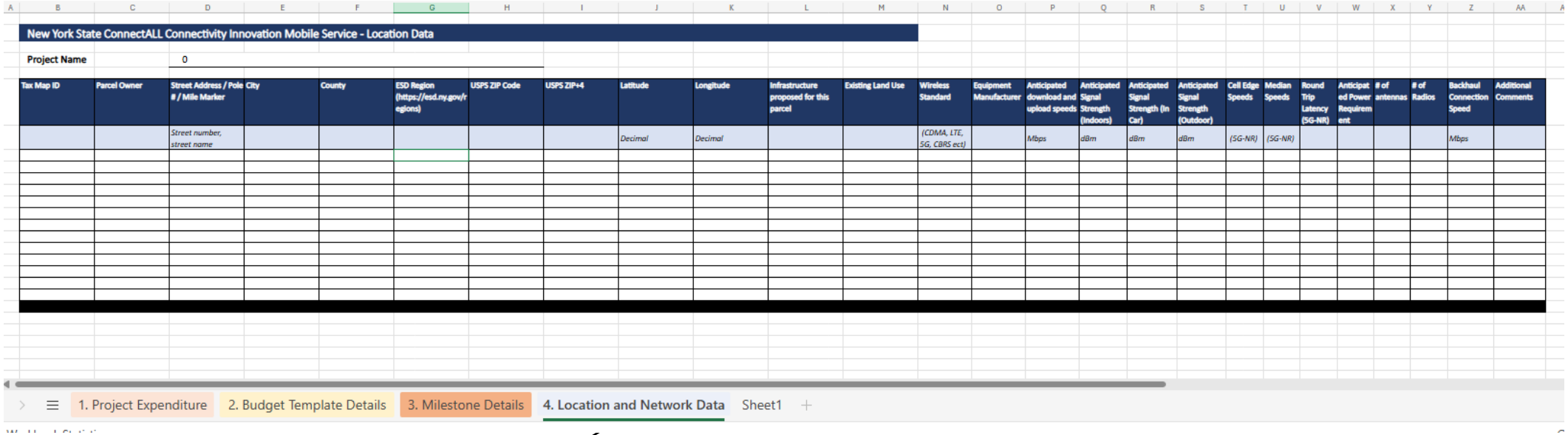
Milestone	Estimated Completion Date	Estimated Project Elements Completed During This Timeframe
e.g. Milestone 1	*e.g. May 2025-October 2025*	*e.g. land entitlements complete*
e.g. Milestone 2	*e.g. June 2026-October 2026*	*e.g. building permit*

Information to be provided in 'Milestone Details' tab:

- ✓ List of all project expenditure milestones, completion timeline, and a detailed explanation of the elements and deliverables completed in the milestone.

APPLICATION COMPONENTS

The Budget and Network Information template Location and Network Data Tab



New York State ConnectALL Connectivity Innovation Mobile Service - Location Data

Project Name: 0

Tax Map ID	Parcel Owner	Street Address / Pole # / Mile Marker	City	County	ESD Region (https://esd.ny.gov/regions)	USPS ZIP Code	USPS ZIP+4	Latitude	Longitude	Infrastructure proposed for this parcel	Existing Land Use	Wireless Standard	Equipment Manufacturer	Anticipated download and upload speeds	Anticipated Signal Strength (Indoors)	Anticipated Signal Strength (In Car)	Anticipated Signal Strength (Outdoor)	Cell Edge Speeds	Median Speeds	Round Trip Latency (5G-NR)	Anticipated Power Requirement	# of antennas	# of Radios	Backhaul Connection Speed	Additional Comments
		Street number, street name						*Decimal*	*Decimal*			*(CDMA, LTE, 5G, CBRS ect)*		*Mbps*	*dBm*	*dBm*	*dBm*	*(5G-NR)*	*(5G-NR)*					*Mbps*	

1. Project Expenditure | 2. Budget Template Details | 3. Milestone Details | 4. Location and Network Data | Sheet1

Information to be provided in 'Location and Network Data' tab:

- ✓ Location, equipment, and network details for the proposed project

SELECTION TIMELINE

The application submission deadline is **Tuesday, June 17, 2025, at 11:59PM**.

Milestone	Date
Request for Applications issued	April 11, 2025
Opening of Consolidated Funding Application (CFA) Portal	April 11, 2025
Information session	May 8, 2025
Application submission deadline	June 17, 2025
Anticipated notice of conditional eligibility	July 2025
Anticipated incentive proposal execution	August 2025

SELECTION CRITERIA

ConnectALL will score applications based on the following criteria.

#	Evaluation Criterion	Scoring Weight
1	Project Ownership	20
2	Support for the project (letters of support and funding)	15
3	Project demonstrates a unique solution to a challenging mobile coverage issue	40
4	Project’s business plan demonstrates a long-term coverage solution	25

GRANT DISBURSEMENT AGREEMENT

ConnectALL will execute a Grant Disbursement Agreement with each grantee that will describe the planned use of funds, the timeline, and intended impact.

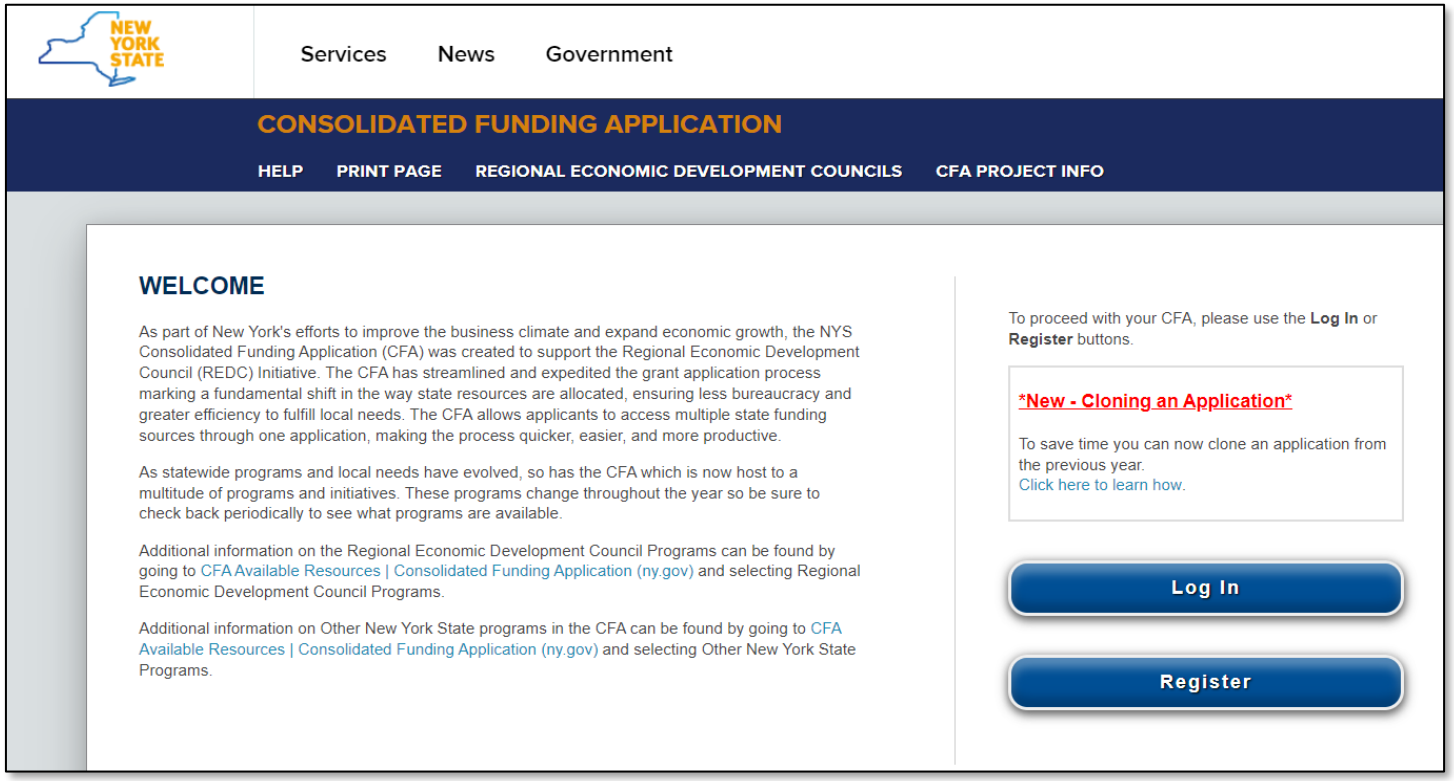
- The Grant Disbursement Agreement will outline the Program's stipulations for compliance with Program requirements and penalties for failures to comply.
- The disbursement of funds detailed in the Grant Disbursement Agreement may differ based on the agreed-upon scope of work for each grantee (or subgrantee); and the grant amount and terms of each Grant Disbursement Agreement may vary accordingly.
- **Payments will be made as reimbursement** for eligible expenses incurred in connection with the completion of agreed-upon project milestones that meet specific project requirements.
- All payment requests must be accompanied by invoices and proof of payment for expenses incurred. The final disbursement of grant funding will be payable upon ConnectALL's verification of completion of the project.

03

How to Apply

HOW TO APPLY

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



A step-by-step guide for navigating the CFA is available on the CFA webpage:
https://apps.cio.ny.gov/apps/cfa/

HOW TO APPLY

Application Review

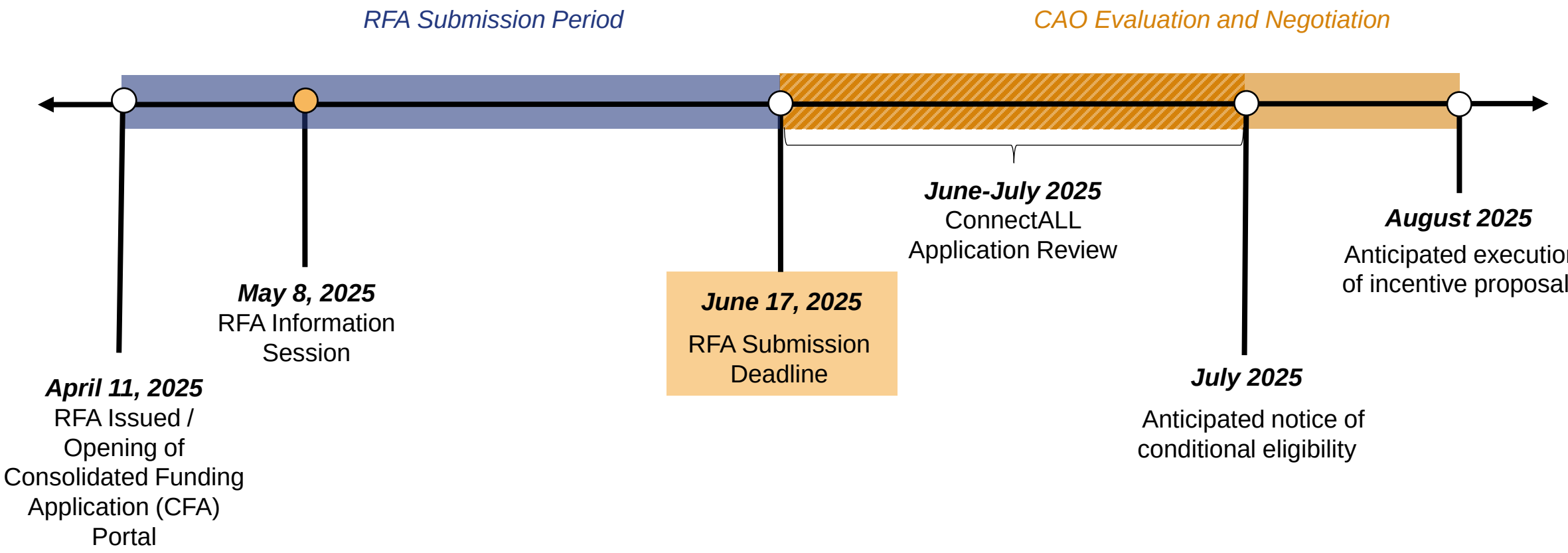
After application submission…

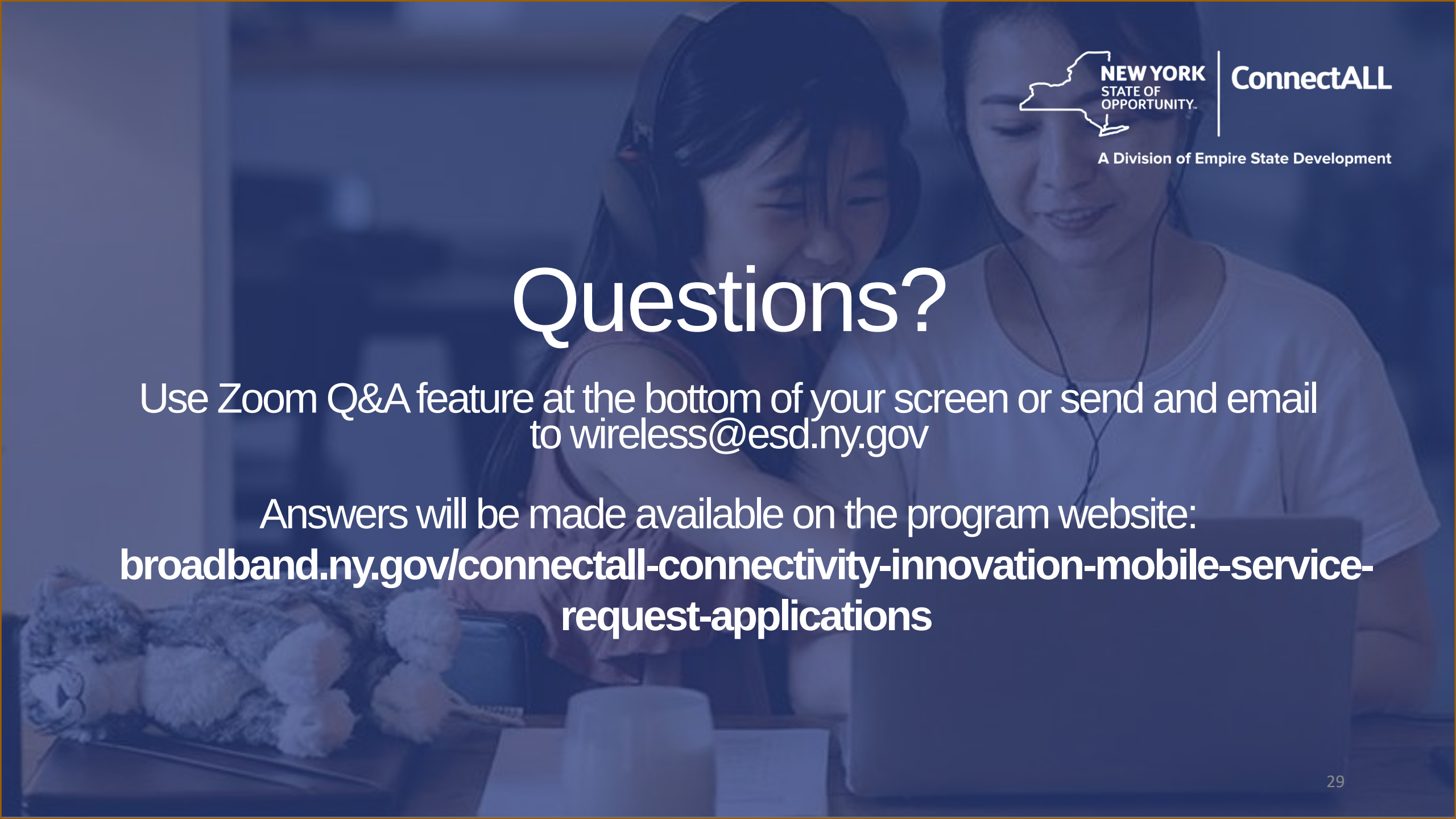
→ Applicants will receive an update on the status of their application via email.

→ Applications may be approved, rejected, or subject to further review.

→ Additional documentation or demonstrations of compliance may be required prior to grant award.

SELECTION TIMELINE





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Questions?

Use Zoom Q&A feature at the bottom of your screen or send and email to wireless@esd.ny.gov

Answers will be made available on the program website:
broadband.ny.gov/connectall-connectivity-innovation-mobile-service-request-applications

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Thank you!

Contact the ConnectALL Office:
wireless@esd.ny.gov