



THE AURORA BOREALIS PROJECT
EXPERIENCE ~ NETWORKING ~ COLLABORATION

LOCAL GOVERNMENT INNOVATION FUND
APPLICATION FOR GRANT

NORTHEAST OHIO MANAGEMENT INFORMATION NETWORK
528 EDUCATIONAL HIGHWAY
WARREN, OHIO 44483
EXECUTIVE DIRECTOR THOMAS J. GARBARZ, JR.
&
TRUMBULL COUNTY 911 DISPATCH
911 HOWLAND-WILSON RD.
WARREN, OHIO 44484
911 DIRECTOR MR. ERNEST COOK

MARCH 1, 2012

Local Government Innovation Fund ~ Grant Application

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Special Thanks

Mr. Tony Paglia

Mr. John Rubesich

Mrs. Rosemary Athey

Mr. Ernie Cook

Thank you all for your continued support and re-assurance.



History

From the day the Governor Connecticut Jonathon Trumbull purchased the land in Trumbull County Ohio, community members and business have thrived because of their hard work, pride and ethic. Over two hundred years later the world recognizes Trumbull County residents as leaders in government, business and technology. Since July 10, 1800 the county began to take shape and the residents held civic duty in the highest regard. As any family today can tell you, as their children mature they become independent and follow their own dreams. The very same holds true with the Trumbull County family, thus the cities, townships and communities became independent. As the population grew, so did the counties civic duty. Naturally so did law enforcement centers that dispatch police, fire, and medical emergencies. As the county and technology evolved it has left Trumbull County with disparate networks, islands of technology and unnecessary expenditures.

Robert E. "Bob" Fitzgerald and his colleagues implemented the first 911 system in Haleyville (Ala.) in 1968. There is no debate on where the first 911 call was placed. However, prior to 2000 there was considerable unverifiable information about who was involved and how 911 was developed. AT&T announced the 911 system, and 35 days later the first-ever 911 call was placed by Alabama Speaker of the House **Rankin Fite** from Haleyville City Hall to U.S. Rep. **Tom Beville** (Dem.) at the city's police station. The innovate citizens of the USA took the 1968 analog systems to converged technologies of today. In 2012 NG 911 can track digital footprints from a telephone, text, or video. These converged technologies require sophisticated, secure, and efficient dispatch centers and dispatch employees. Trumbull County takes pride in their work and it is a personal thing.

According to the U.S. Census Bureau, the county has a total area of 635 square miles (1,640 km²), 616 square miles (1,597 km²) of it is land and 18 square miles (47 km²) of it (2.87%) is water. It is approximately a square with sides of 25 miles; it is the only square county in Ohio. Law enforcement, 911 Dispatch Centers, and School Districts stretch across the 635 square miles with a population of 209,936. Collaborating with dispatch centers pointed to current collaborations in school districts with NEOMIN, because of NEOMIN's 30-year-old. The network is a proven concept. NEOMIN provides IT services and network management to forty districts and over two hundred buildings at one time.

Follow You Follow Me

Follow You Follow Me, is how partnerships will be managed. Partners will have a stake in the project management, timing, and requirements. Each partner will have a follow you role and each partner will have a follow me role. This style develops accountability for their responsibilities. This empowers the partners and places their niche' in the project. Thus, eliminating finger pointing, second-guessing, and doubt. Mr. Garbarz and Mr. Cook will manage the projects time, dollars, deliverables, and milestones on a regular frequency. Mr. Thomas Garbarz the Executive Director of NEOMIN will be the applicant. NEOMIN will manage the finances with a stern check / balance process and paper/digital trail for reference. This process exists at NEOMIN today, from competitive quotes to receipt of purchase and functionality. Mr. Garbarz will authorize payment when the purchase meets the agreement of sale between vendor and applicant, (NEOMIN).



Contact Information ¹

NorthEast Ohio Management Information Network (NEOMIN)
538 Educational Highway, Warren, Ohio 44483
330-847-6464 – Main
330-847-8568 – Fax
www.neomin.org
info@neomin.org

Mr. Thomas J. Garbarz, Jr.
Executive Director – NEOMIN
528 Educational Highway, Warren, Ohio 44483
330-847-1509
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Trumbull County Ohio
Established ~ Proclamation ~ July 10, 1800
2010 Population ~ 210,312
Land Area ~ 615.8 square miles
County Seat ~ Warren City
Named After ~ Jonathon Trumbull, Connecticut Governor

Collaborative Partners ²

Types of Partners

School Districts Information Technology Center ~ITC, County Dispatch, Public Service
Answering Points~PSAPS, County Commissioners

Definition of Roles

Project Manager ~ Oversees the timing, budget and metrics. Presents updates to all collaborative partners. Accomplished by using the same transparency of events and expenditures as done today(a practice already in place). The updates will include planning and fiscal discussions with all partners.

Crisis Management Team ~ Assembled to resolve problems that arise. Primarily to prevent knee jerk reactions to public perception and resolve credibility through awareness.

Fiscal Agent ~ Project Manager

Technology Expert ~ Resource to approve purchase of hardware, software, and networking equipment.

Innovator ~ Ensures project plans for two, three, and five years from implementation.

Deliver Technology ~ Host Technology

Recipient of Technology ~ Benefactor of Technology



Role ~ Main Applicant

Project Manager ~ Crisis Management Team ~ Fiscal Agent
~Technology Expert ~ Deliver Technology

NEOMIN

528 Educational Highway
Warren, Ohio 44483

Executive Director – Tom Garbarz

Role ~ Primary Lead

Project Manager ~ Crisis Management Team ~ Dispatch Administration ~ Innovator
~ Deliver Technology

Trumbull County Commissioners ~ Community Awareness and Public Relations

Paul Heltzel

Frank Fuda

Dan Palivka

Trumbull County 911

Director Ernest G. Cook

150 High St. Warren Ohio 44481

PH 330-675-4045

Role ~ Recipient of Technology ~ Innovator

City of Girard

100 W. Main St, Girard, Ohio 44420

Mayor James Melfi

City of Girard Continued

Police Chief Jeff Palmer

Fire Chief Ken Bornemiss

PH 330-545-3879

Role ~ Recipient of Technology ~ Innovator

City of Hubbard

220 W. Liberty St. Hubbard, Ohio 44425

Mayor Joseph Darko

Police Chief James Taffe

Fire Chief John Clemente

PH 330-534-3090

Role ~ Recipient of Technology ~ Innovator

City of Newton Falls

19 N. Canal St. Newton Falls 44444

Mayor Lyle Waddel

Police Chief John Kuvieles

Fire Chief Richad Bauman



PH 330-872-0806

Role ~ Recipient of Technology ~ Crisis Management Team ~ Innovator
City of Niles
34 W. State St., Niles Ohio 44446
Mayor Ralph Infante
Police Chief Robert Hinton
Fire Chief Gary Brown
PH 330-652-3415

Role ~ Recipient of Technology ~ Crisis Management Team ~ Innovator
City of Warren
391 Mahoning Ave. Warren Ohio 44483
Mayor Doug Franflin
Police Chief Timothy Bowers
Fire Chief Ken Nussle
PH 330-841-2601

Role ~ Recipient of Technology ~ Innovator
Village of Lordstown
1455 Salt Springs, Lordstown, Ohio 44481
Mayor Arno Hill
Police Chief Brent Milhoan
Fire Chief James Wishart
PH 330-824-2045

Project Information³

A typical dispatch center consists of dispatch consoles. Each console allows dispatch operators, supervisors, and technicians to be in command. Each console has expensive and sophisticated telecommunications equipment, geosynchronous equipment, radio transmission equipment, networking equipment, and archive equipment. Bundled together this equipment identifies caller location, vehicle systems status, type of service requested (fire or medical or police), allowing the dispatch operator to be the unsung hero. As technology goes Trumbull County 911 is keeping pace to deliver an outstanding public safety service second to none.

Soon it became glaringly obvious Trumbull County 911 Dispatch is/ has evolved exactly like school districts. The two agencies have experience, networking and collaboration on their side to add dispatch centers on the scalable, reliable, secure, and proven NEOMIN network. NEOMIN's experience, network and collaborative partners will ensure Trumbull County 911 Dispatch evolve into NG911, a NENA i3 standard and beyond.

The dispatch center is no different than any other agency in 2012, subsidies are next to nothing, technology to do business is expensive, the talent pool demands more, and the community demands more. Public service jobs are stressful and noble. The staff and administration perform these functions because they care deeply about their community, which is a mid-western value.



¹What can be done to ensure we are good stewards of taxpayer dollars? What can be done to provide the community with exceptional service? Plato, the Greek Philosopher, has been credited with saying, “Necessity is the Mother of Innovation”. What resources can we share to be cost effective and good stewards of our fiscal tax dollar and continually keep up with technology to ensure Trumbull County Citizens have the very best service? Problem Statement ³⁻¹

Therefore, this is a request to conduct a feasibility study through a grant to identify direct and indirect costs identifying short term saving and long term savings. Strategy ³⁻² Mr. Cook and Mr. Garbarz have a clear vision of our current opportunities and how we will leverage the opportunities. The vision includes building infrastructure and delivery of technology, creating a device agnostic network. The network must have an unlimited bandwidth to the internet, the intranet, and law enforcement. The Any Device ~ Any Time ~ Any Where opens so many opportunities for our emergency first responders. For example: Police information about a person speeding, a Fireman have critical information about flammables in a building that is on fire, and our EMS can have medical information readily available by swiping your drivers license. Each of these saves a life, if not more!

To further detail the root cause of this project Trumbull County must identify collaborative efforts, centralization of largest expense, efficient administration, cost consolidation. Trumbull County enjoys being heard and voicing their opinion does not hold us back. Using that trait Mr. Cook and Mr. Garbarz are using social networking and listening to our community members to resolve weaning amount of subsidy to Trumbull County 911 Dispatch and The Member School Districts of NEOMIN. ¹Thus, our community in large supports need for shared services, more specifically neoTechnology™ brand of NEOMIN technology services. neoTechnology™ bundles ISP Management, IP Telephony Management, Virtual Server / Desktop Hosting and Disaster Recovery Plan (The disaster recovery plan is a subset of NEOMINs Business Continuity Plan). NEOMIN has each of these services readily available to the school districts, for example NEOMIN uses The Ohio State University Super Computer Center to backup data. NEOMIN (The Applicant) and our collaborative partners request \$100,000 ²Grant. NEOMIN will engage services and deliverables with an independent agency to perform a feasibility study. The feasibility study will focus on shared services, cost saving, cost sharing, and a priority-based list of opportunities.

The independent feasibility study will identify common, core and unique services across the Public Safety Answering Points (PSAPs). The study will analyze operating cost, vendors, network equipment, hardware, software, ISP services / VoIP services and contracts for each dispatch center. The study will identify redundant costs, staffing levels, like vendor services (same expenditure), vendor due diligence, and contract services / terms. The scope is inclusive of three primary PSAP’s, five secondary PSAP’s, eight county school districts and the Information Technology Center (NEOMIN).

In total there are seventeen dispatch centers and twenty-one school districts in Trumbull County. Sharing technical resources and support will keep costs low for each stakeholder. The scope of this project includes connecting the PSAP’s over NEOMIN’s secure meshed wide area network. Enabling the agency to share the same resources NEOMIN provides the school districts, using neoTechnology™ Scope ³⁻³



The Aurora Borealis Project:

Phase One ~ Feasibility Study / IT Discovery: This will determine the plan to connect all dispatch centers to prepare for NG911 (Next Generation 911) using NEOMIN's managed network. NG911 was published by NENA (National Emergency Number Association. NG911 will require changes to existing communications infrastructure, as well as changes the way PSAPs operate.

Phase Two ~ Project Plan: Analyze Feasibility Study / IT Discovery for opportunities to collaborate, consolidate, and centralize. The project plan will identify roles and responsibilities documented on a scope of work, partnership agreement and contract. A Gantt Chart will be used to track the project and the participants responsibilities / mile stones.

Phase Three ~Project Management: The project manager(s) will use the Gantt Chart to track mile stones, people / hours, track dates and dollars. Management will assemble a "management / crisis team" to resolve problems using protocol and integrity, one point of contact. The collaborative partners will use the "Follow Me Follow You" style to work together.

Phase Four ~ Final Analysis: Deliver final analysis of the project, provide metric statistics, proposed cost with actual, and proposed dates with actual to respective governing bodies.

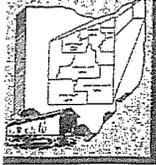
Phase Five ~ Next Step: This phase ensures the agencies do not stop just because the first project is complete. Deliverable / Specific Endpoints³⁻⁴

Trumbull County All Inclusive of The Collaborative Partners Population ~ 210,312

Collaborative partnerships executed partnership agreements and supporting documentation are in the works, formal board approvals are forthcoming. Commitment is honored by a gentlemen's agreement with each participant.



Letter of Support NEOMIN's Chairmen of the Board ~ Mr. John Rubesich



4200 State Road
Ashtabula, OH 44004

PHONE: (440) 576-9023

FAX: (440) 576-3065

SUPERINTENDENT
John M. Rubesich

GOVERNING BOARD
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OUR MISSION
The purpose of the Ashtabula County Educational Service Center is to be a high performing organization that enables districts to achieve excellence.

Visit us on the web at
www.acesc.k12.oh.us

ASHTABULA COUNTY EDUCATIONAL SERVICE CENTER

February 15, 2012

To Whom It May Concern:

On behalf of the Governing Board of NEOMIN, I want to express our Board's support for NEOMIN to collaborate with the local governmental agencies. NEOMIN's resources are flexible to offer Ashtabula and Trumbull counties the potential for economic growth. NEOMIN is an Information Technology Center (ITC) that serves both Ashtabula County and Trumbull County. NEOMIN and its consortium districts are members of the Ohio Educational Computer Network (OECN) authorized pursuant to Section 3301.075 of the Ohio Revised Code. NEOMIN has been a consortium-based information technology center serving these counties since 1979.

As an ITC, NEOMIN works in conjunction with the Ohio Department of Education (ODE) as part of the state-wide delivery system which provides comprehensive and cost-efficient accounting and other administrative and instructional computer services for participating Ohio school districts. These services are replicable to governmental agencies.

This fiscal year, NEOMIN's management began discussing how preparation of systems can provide opportunities to collaborate, consolidate, and centralize systems. These efforts can offer cost savings and streamlined procedures for the member districts. The NEOMIN network is secure, reliable, and proven.

NEOMIN's staff has developed vendor relationships that assure school districts receive high quality services at competitive rates. Our projects will also benefit from the staff and vendor experiences in this region, having a 99% uptime rate. Currently, the staff has built a wide area network consisting of 202 buildings, of which 47 school buildings need broadband connections. Our relationship with school districts and management structure assures easy access to the school buildings being served.

NEOMIN's application is consistent with regional collaboration efforts. The Youngstown Warren Regional Chamber has taken the position that local government and school districts in the Mahoning Valley must work together to lower the cost of government services and invest in economic development opportunities for the area.

Serving Schools of: Ashtabula Area City / Buckeye Local / Conneaut Area City
Geneva Area City / Grand Valley Local / Jefferson Area Local / Pymatuning Valley Local



February 15, 2012
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Additionally, Congressman Timothy Ryan of Ohio's 17th District continues to work closely with local officials and community leaders to advance regional projects that enhance the economic competitiveness of Northeast Ohio and help attract high quality, high paying jobs. He has focused on initiatives that position our region to move from the rust belt to the tech belt economy.

This grant will also advance the Recovery Act's objectives to spur job creation and stimulate long-term economic growth and opportunity. This infrastructure project will position the intergovernmental agencies and communities surrounding the 130 buildings that are connected to take advantage of the broadband structure being run to the schools to increase home, small business, and large business connectivity. This in turn will spur economic development for these areas of our region.

Additionally, newly connected schools will be positioned to help their students prepare for educational programs available in our service area. These include a variety of programs in place that give students exposure to various careers, opportunities, and experience in the workplace. Program highlights include robotics competition, foreign languages, international baccalaureate programs, tech prep programs, telecommunications programs and media broadcasting, internship programs, homework hotline, and early college programs.

Sincerely,

John M. Rubesich
NEOMIN Governing Board Chair
Ashtabula County Educational Service Center
Superintendent

cc: Governing Board Members:

- Mr. Michael Hanshaw, NEOMIN Governing Board Vice-Chair; Trumbull County Educational Service Center Superintendent
- Dr. Jerome Brockway, Planning Committee Chair; Ashtabula County Technical and Career Center Superintendent
- Mr. Wayne McClain, Personnel Committee Chair; Trumbull County Career and Technical Center Superintendent
- Mrs. Mary Zappitelli, Finance Committee Chair; Geneva Area City School District Superintendent
- Mr. David Wilson, Finance Committee; Newton Falls Exempted Village School District Superintendent
- Mr. Douglas Hladak, Personnel Committee; Jefferson Area Local School District Superintendent
- Mr. Mark Lucas, Planning Committee; Liberty Local School District Superintendent
- Mr. Mark Bello, Personnel Committee; Girard City School District Treasurer
- Mrs. Lisa Moodt, Finance Committee; Grand Valley Local School District Treasurer
- Mrs. Lori Simione, Treasurer; Trumbull County Educational Service Center Treasurer



Financial Information ⁴

The following are financial statements with three years history and three years forecast.

Balance Statement

Balance Statement	Historical			Forecast Period		
	FY 09 2008/2009	FY 10 2009/2010	FY 11 2010/2011	FY 2012 2011/2012	FY 13 2012/2013	FY 14 2013/2014
Cash	\$ 2,244,633	\$ 2,080,916	\$ 1,614,819	\$ 1,664,849	\$ 1,514,849	\$ 1,364,849
Marketable Securities	-	-	-	-	-	-
Accounts Receivable	\$ 1,650,611	\$ 1,795,641	\$ 1,873,308	\$ 1,686,408	\$ 1,680,658	\$ 1,672,908
Notes Receivable	-	-	-	-	-	-
Inventory	-	-	-	-	-	-
Prepayments	-	-	-	-	-	-
Other Current Assets	-	-	-	-	-	-
Total Current Assets	\$ 3,895,244	\$ 3,786,557	\$ 3,688,127	\$ 3,353,257	\$ 3,195,507	\$ 3,037,757
Long-Term Investments	-	-	-	-	-	-
Amortizable Asset (Net of Amortization)	-	-	-	-	-	-
Plant in Service	-	-	-	-	-	-
Less: Accumulated Depreciation	-	-	-	-	-	-
Net Plant	-	-	-	-	-	-
Other	-	-	-	-	-	-
Total Non-Current Assets	\$ -					
Total Assets	\$ 3,895,244	\$ 3,786,557	\$ 3,688,127	\$ 3,353,257	\$ 3,195,507	\$ 3,037,757
				Year 1	Year 2	Year 3
Accounts Payable	\$ 1,814,328	\$ 1,971,708	\$ 2,023,308	\$ 1,836,408	\$ 1,830,658	\$ 1,731,165
Notes Payable	-	-	-	-	-	-
Current Portion - Total RUS Debt	-	-	-	-	-	-
Current Portion - Other Debt	-	-	-	-	-	-
Other Current Liabilities	-	-	-	-	-	-
Total Current Liabilities	\$ 1,814,328	\$ 1,971,708	\$ 2,023,308	\$ 1,836,408	\$ 1,830,658	\$ 1,731,165
Existing RUS Debt	-	-	-	-	-	-
Proposed RUS Debt	-	-	-	-	-	-
Existing non-RUS Debt	-	-	-	-	-	-
Total Long-Term Liabilities	\$ -					
Total Liabilities	\$ 1,814,328	\$ 1,971,708	\$ 2,023,308	\$ 1,836,408	\$ 1,830,658	\$ 1,731,165
Unreserved Fund Balance	\$ 2,080,916	\$ 1,814,819	\$ 1,476,540	\$ 1,514,849	\$ 1,364,849	\$ 1,306,592
Additional Paid-in Capital	-	-	-	-	-	-
Patronage Capital Credits	-	-	-	-	-	-
Retained Earnings	-	-	-	-	-	-
Total Equity	\$ 2,080,916	\$ 1,814,819	\$ 1,664,819	\$ 1,514,849	\$ 1,364,849	\$ 1,306,592
Total Liabilities and Owner's Equity	\$ 3,895,244	\$ 3,786,527	\$ 3,688,157	\$ 3,353,257	\$ 3,195,507	\$ 3,037,757



Income Statement

Income Statement	Historical			Forecast Period		
	FY 09 2008/2009	FY 10 2009/2010	FY 11 2010/2011	FY 2012 2011/2012	FY 13 2012/2013	FY 14 2013/2014
	Actual	Actual	Actual	Projected	Projected	Projected
Revenues						
Network Services Revenues:						
Local Voice Service	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Broadband Data	292,956	305,559	256,977	717,000	567,000	567,000
Video Services	-	-	-	-	-	-
Network Access Service Revenues	-	-	-	-	-	-
Universal Service Fund	230,754	164,330	231,557	487,000	377,000	377,000
Toll Service/Long Distance Voice	-	-	-	-	-	-
Installation Revenues	-	-	-	-	-	-
Other Operating Revenues	-	-	-	-	-	-
Other Revenues	1,205,704	1,180,722	1,217,107	669,308	744,408	736,766
Uncollectible Revenues	-	-	-	-	-	-
Total Revenues	\$ 1,729,416	\$ 1,650,611	\$ 1,705,641	\$ 1,873,308	\$ 1,688,408	\$ 1,680,766
Expenses						
Backhaul	-	-	-	-	-	-
Network Maintenance/Monitoring	56,009	31,193	28,949	34,339	34,740	35,641
Utilities	293,648	313,820	314,074	388,620	388,620	412,030
Leasing	36,400	36,400	36,400	36,400	36,400	36,400
Sales/Marketing	-	-	-	-	-	-
Customer Care	-	-	-	-	-	-
Billing	-	-	-	-	-	-
Corporate G&A	-	-	-	-	-	-
Other Operating Expense	1,651,187	1,432,915	1,643,885	1,379,049	1,370,898	1,247,544
Total	\$ 2,037,444	\$ 1,814,328	\$ 2,023,308	\$ 1,838,408	\$ 1,830,658	\$ 1,731,615
EBITDA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Depreciation	-	-	-	-	-	-
Amortization	-	-	-	-	-	-
Earnings Before Interest and Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Interest Expense - New RUS Debt	-	-	-	-	-	-
Interest Expense - Existing RUS Debt	-	-	-	-	-	-
Interest Expense - Other	-	-	-	-	-	-
Income Before Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Property Tax	-	-	-	-	-	-
Income Taxes	-	-	-	-	-	-
Net Income	\$ (308,027)	\$ (163,717)	\$ (317,667)	\$ 34,900	\$ (142,250)	\$ (50,849)



Statement of Cash Flows

Statement of Cash Flows		Historical			Forecast Period		
		FY 09 2008/2009	FY 10 2009/2010	FY 11 2010/2011	FY 2012 2011/2012	FY 13 2012/2013	FY 14 2013/2014
	Beginning Cash	\$ 2,552,660	\$ 2,244,632	\$ 2,080,915	\$ 1,814,848	\$ 2,114,848	\$ 2,264,848
CASH FLOWS FROM OPERATING ACTIVITIES:							
	Net Income	-	-	-	-	-	-
	Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities	-	-	-	-	-	-
	Add: Depreciation	-	-	-	-	-	-
	Add: Amortization	-	-	-	-	-	-
	Changes in Current Assets and Liabilities:						
	Marketable Securities	-	-	-	-	-	-
	Accounts Receivable	\$ 1,719,810	\$ 1,647,802	\$ 1,699,221	\$ 2,315,308	\$ 1,980,408	\$ 1,972,658
	Inventory	-	-	-	-	-	-
	Prepayments	-	-	-	-	-	-
	Other Current Assets	-	-	-	-	-	-
	Accounts Payable	\$ 2,037,444	\$ 1,814,328	\$ 1,971,708	\$ 2,023,308	\$ 1,838,408	\$ 1,830,658
	Other Current Liabilities	-	-	-	-	-	-
	Net Cash Provided (Used) by Operations	\$ 2,235,026	\$ 2,078,106	\$ 1,808,428	\$ 2,106,848	\$ 2,256,848	\$ 2,406,848
CASH FLOWS FROM FINANCING ACTIVITIES:							
	Notes Receivable	-	-	-	-	-	-
	Notes Payable	-	-	-	-	-	-
	Principal Payments	-	-	-	-	-	-
	New Borrowing	-	-	-	-	-	-
	Additional Paid-in Capital	-	-	-	-	-	-
	Additions to Patronage Capital Credits	-	-	-	-	-	-
	Payment of Dividends	-	-	-	-	-	-
	Net Cash Provided by Financing Activities	\$ -					
CASH FLOWS FROM INVESTING ACTIVITIES:							
	Capital Expenditures	-	-	-	-	-	-
	Amortizable Asset (Net of Amortization)	-	-	-	-	-	-
	Long-Term Investments	-	-	-	-	-	-
	Cash Balance Interest	9,606	2,809	6,420	8,000	8,000	8,000
	Net Cash Used by Investing Activities	\$ 9,606	\$ 2,809	\$ 6,420	\$ 8,000	\$ 8,000	\$ 8,000
	Net Increase (Decrease) in Cash	\$ (308,028)	\$ (163,717)	\$ (266,067)	\$ 300,000	\$ 150,000	\$ 150,000
	Ending Cash	\$ 2,244,632	\$ 2,080,915	\$ 1,814,848	\$ 2,114,848	\$ 2,264,848	\$ 2,414,848



Financial Assumptions

- 1- The projection for revenues appearing on each statement, were “shaded” with a conservative skew, allowing for a degree of uncertainty in the current economic climate.
- 2- Conversely, the formulation of expenses going forward allows not only for known and expected activity but also allows for higher-than-expected expenses and unforeseen expenses i.e. services and supplies rendered to us that may be subject to inflationary and economic pressures.
- 3- The shared services NEOMIN offers will facilitate projected revenue, because it is anticipated more agencies will be using them. NEOMIN has a scaled system to allow the agencies we serve to purchase only what they need. This flexibility affords our operations the opportunity to meet their needs at any given moment, making NEOMIN their provider of choice.
- 4- NEOMIN has initiated a change in our business model. The change includes a new status as an Internet Service Provider (ISP), affording districts we serve discounts. We have not seen the full impact because we are only 7 months into the first year of this aspect of our operation. However, preliminary tracking of the new effects of the current business model indicates NEOMIN should realize a 10-12% increase in revenue.
- 5- The decline in population, about 1,500 students a year reflects a forecasted decline in revenue.
- 6- The increase in infrastructure and delivery of technology reflects a forecasted increase in revenue.
- 7- The increase in membership reflects a decrease of ownership, a lesser cost for services to members.



The grant funding will cover the feasibility study for the five phases of The Aurora Borealis Project. Specifically, this will include a bill of material of components to build the meshed network. The bill of material will include Network Hardware at NEOMIN and Network Hardware at Primary and Secondary PSAPs. Additionally, it will Hardware and software at the primary sites and NEOMIN will require software and hardware and system monitoring.

Funding Detail

Direct Costs (Hard)	
Network Hardware	\$170,000.00
Software	\$95,000.00
Hardware	\$145,000.00
System Monitoring	\$70,000.00
Data Communications	\$120,000.00
	\$600,000.00

Loan Request Detail

Direct Costs (Hard)	
Network Hardware	\$150,000.00
Software	\$75,000.00
Hardware	\$125,000.00
System Monitoring	\$50,000.00
Data Communications	\$100,000.00
	\$500,000.00

NEOMIN can match 20% of the loan.

Local Match

Direct Costs (Hard)		
Percent of Funds	20.00%	\$100,000.00

All NEOMIN and TC 911 Labor will be in-kind. All time each partner spends on the project will also be in kind.

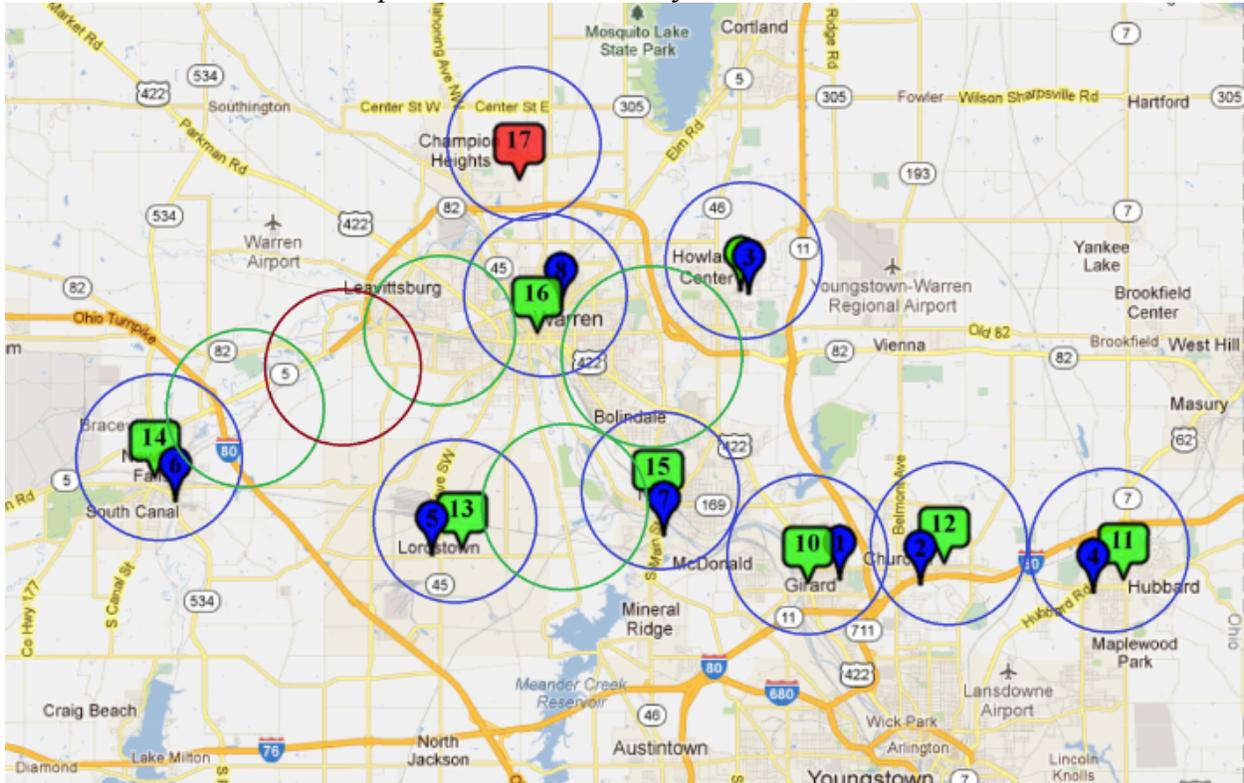
In Kind

In Direct Costs (Soft)		
Contributions	40.00%	\$240,000.00
	Project Management ~ Collaborative Partners	
	Primary / Secondary PSAPs	

Supporting Documentation

Proximity Based Network Algorithm

Dispatch Centers Proximity to School District



Proximity Based Network Design is based on an Algorithm to methodically choose points in space within a calculated proximity. Basically identify two points and draw a straight line. The algorithm calculates the distances between two points, and then the distance between the next two points. That first calculation identifies the circles in blue. The circles in green represent the next two points the algorithm calculates. The circles in maroon follow suit. In total this algorithm takes all points in space and calculates proximity that results in a meshed network. Incredibly, it also creates data to build the network with milestones that identifies expenditures one at a time so you pay as you go. NEOMIN used that algorithm select points and a proximity in the map above.



Proximity Based Network – Cost Justification

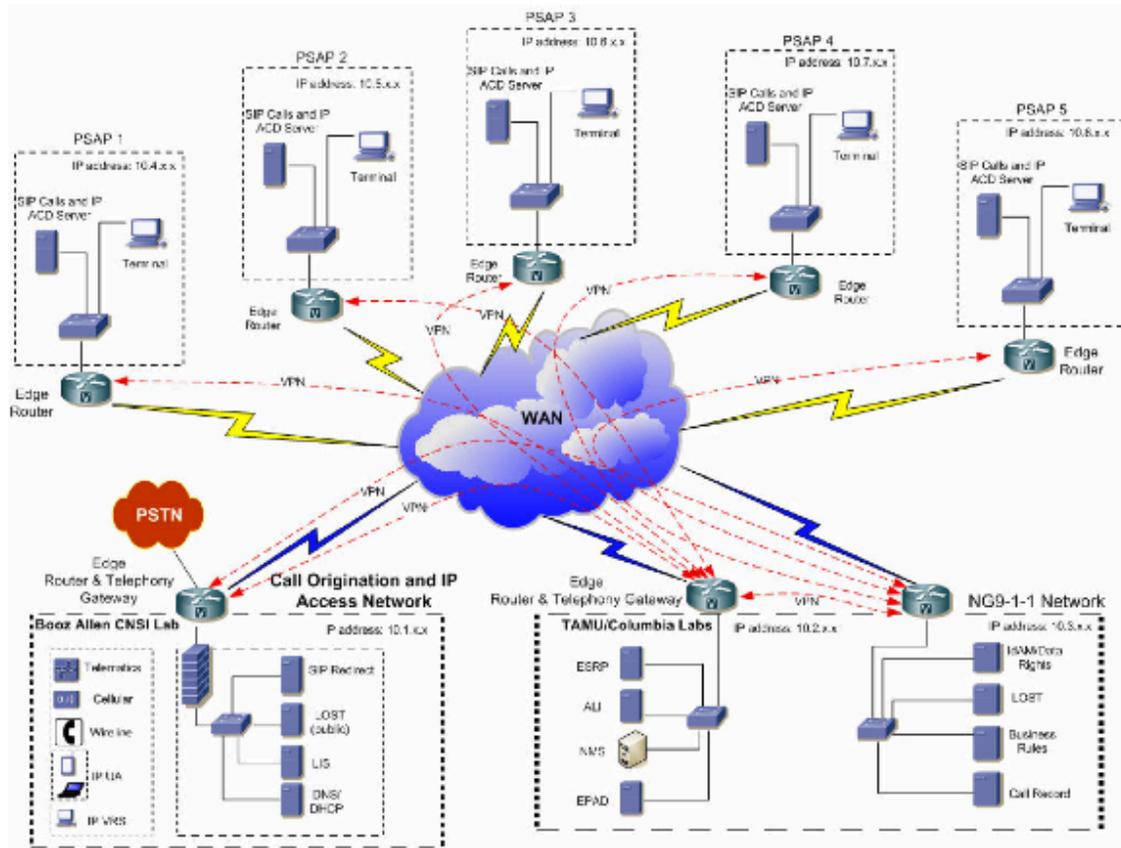
The collaborative cost takes all points of existing buildings in Trumbull County, Public Schools and Dispatch Centers.

The individual cost takes only point-to-point circuits on the network, one agency at a time.

The difference between the to the circuit designs result in a savings using the collaboration circuit design. In this case the cost is significant over the term. Thus, we will use the collaborative network design to answer our problem statement³⁻¹

Meshed Network				Distance	Collaborative	Individual	Savings
TC 911	9 (behind 3)	911 Howland	Howland, OH				
Primary PSAP	17	NEOMIN	528 Education	Warren, OH 44483	8.5	\$212,500	
TC 911		911 Howland	Howland, OH				
Primary PSAP	3	H.C. Mines El	850 Howland	Warren, OH 44484	0.08	\$2,000	\$36,000
Girard	10		100 North Ma	Girard Ohio 44420			\$34,000.00
Secondary PSAP	1	Girard Intern	702 E. Prospe	Girard, OH 44420	0.9	\$22,500	\$81,990
Warren	16		141 South Stre	Warren, Ohio 44481			\$59,490.00
Primary PSAP	8	Warren G. Ha	Road NE	Warren, OH 44483	1.1	\$27,500	\$36,000
Newton Falls	14		19 North Cana	Newton Falls 44444			\$8,500.00
Secondary PSAP	6	Newton Falls E	907 Milton B	Newton Falls, OH	0.7	\$17,500	\$36,000
Liberty	12		1315 Churchil	Girard, OH			\$18,500.00
Secondary PSAP	2	Guy Middle Sc	4115 Shady R	Youngstown, OH 4	1	\$25,000	\$81,990
Hubbard	11	Police	33 West Liber	Hubbard, Ohio 44425			\$56,990.00
Secondary PSAP	4	Elementary	150 Hall Aver	Hubbard, Oh 4442	0.74	\$18,500	\$81,990
Lordstown	13		1583 Salt Spr	Lordstown Ohio 44481			\$63,490.00
Secondary PSAP	5	Lordstown Ele	1776 Salt Spr	Warren, OH 44481	0.3	\$7,500	\$36,000
Niles	15		15 W State St	Niles, Ohio 44446			\$28,500.00
Primary PSAP	7	Niles Middle S	411 Brown St	Niles, OH 44446	0.4	\$10,000	\$81,990
				Grand Totals		\$130,500	\$471,960
							\$341,460

High-Level Design of the POC Demonstration



The high level diagram depicts the resolution of location information passing through interconnected systems. This project will enable Trumbull County to ensure these points of contact deliver location data over the converged technologies designed and implemented by the collaborative partners of The Aurora Borealis Project. The innovative role must oversee the expansion technology to depend on the Emergency Services IP Network. ESI-net was derived as a industry standard from Department of Transportation (DOT) and National Emergency Number Association (NENA). Keeping up with these standards will ensure Trumbull County can be accountable for our civic duty to community members.

Source ~ <http://www.its.dot.gov>

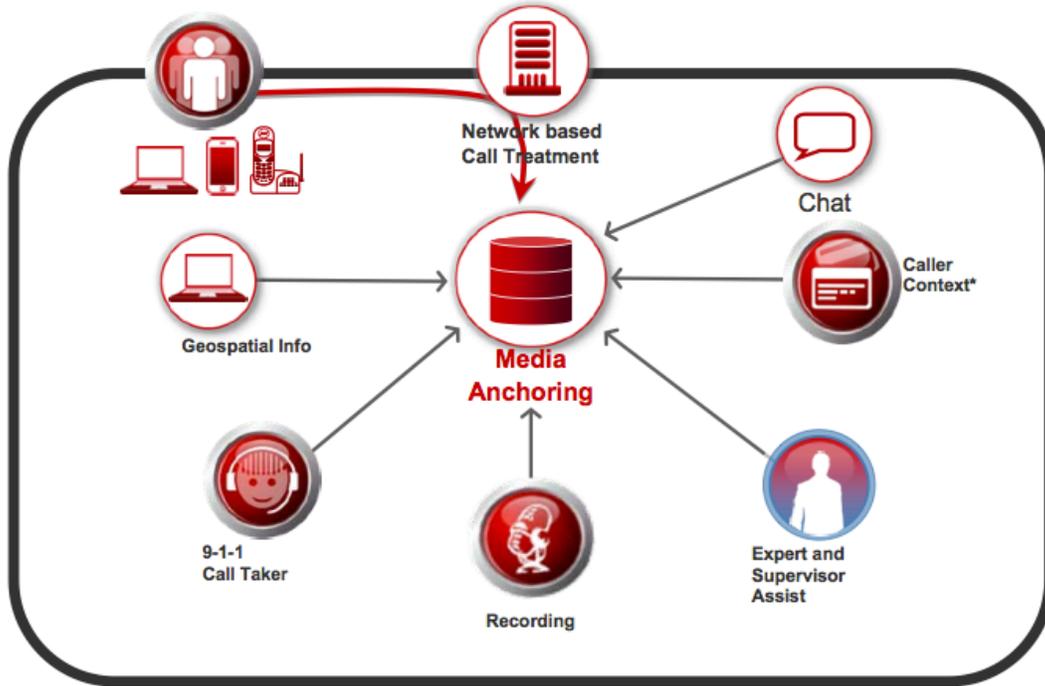


An Overview of the Converged Technologies Analog, Digital, Text, SMS, VoIP, Radio, P25, Chat IM and web for NG911. Trumbull County will be prepared to receive Calls For Service from any one of these mediums.

Source ~ <http://acornrecording.com>

NG9-1-1 PC³ Routing Model

Innovative Collaboration Session



This diagram depicts an anchoring device to receive and store information regarding any and all Calls For Service.

Source ~ <http://transition.fcc.gov>



A conceptual flow of conferencing with first responders with different responsibilities while at the call for service location identified by NG911 / NENA³ / ESInet.

Source ~ <http://transition.fcc.gov>



Business Journal March 2012 Issue ~ Mahoning, Trumbull and Columbiana counties in Ohio as well as Mercer and Lawrence counties in Pennsylvania.

BUSINESS
BEAT

nonprofits

School IT Center Seeks New Apps

Neomin looks to support municipal governments.

BY DAN O'BRIEN

A nonprofit information technology center that serves school districts in Trumbull and Ashtabula counties looks to expand its services and help municipal governments become more efficient.

The Northeast Ohio Management Information Network, or Neomin, wants to take the technical expertise it's developed with school districts and apply it to shared services with government agencies, reports Tom Garbarz, executive director.

"One of the biggest things we do is take a theory and make a business application out of it," Garbarz says. Neomin, based in Champion, has provided school districts in Trumbull

and Ashtabula counties with technology and software support since 1981.

However, this know-how could also bring needed improvements to how municipal and county governments operate and share their resources, Garbarz notes. Neomin could collaborate on a project that would allow county, township or municipal governments to better organize and manage their business affairs electronically, he says.

"A lot of it is network management and compliance of our network," Garbarz says. "We do volume purchasing of hardware and infrastructure to keep their network secure. We also provide administrative services that we can deliver to government agencies."

To help this along, last year the Ohio Department of Development created its Local Government Innovation Fund, a program that disburses \$45 million in grants and loans intended to improve the operations of local

governments. Of that \$45 million, \$36 million would be made available through revolving loans while the other \$9 million could be awarded through grants.

"It targets efficiency, collaboration and shared services among agencies," Garbarz says. The grants can fund projects up to \$100,000, he reports. Any loan or grant would be used to purchase equipment directed at a partnership with government agencies, he says.

Neomin provides services to 33 K-12 schools in the two counties. Its area network connects 183 buildings and more than 6,000 educators use its system to support more than 55,000 students.

Accounting, payroll, human resources and purchase orders are some of the administrative functions Neomin systems manage.

"In my opinion, they're pretty sophisticated and up to date," says

Wayne McClain, superintendent of the Trumbull County Career and Technical Center. "They work well with our treasurer's office, the system expedites purchase orders, and it's an excellent record-keeping device. There's never any guesswork."

Neomin also provides technical solutions to students by integrating into the network email sent to their homes, scheduling, attendance and grade reporting, Garbarz says. Last year, Neomin's system managed 227,288 report cards, 106,260 interim reports and 26,782 online access accounts for parents.

The network also helps schools meet their state reporting requirements, Garbarz says.

In addition, Neomin's library services division tracks circulation and inventory, supports curricular resources and provides software that support training within the school library system.

A Promotional Video will be available at www.neomin.org, under the organization menu.

Stay With You ~ Stay With Me

As technology changes and NEOMIN challenges the status quo, it is imperative the collaborative partners relationships do not dissolve. Thus, NEOMIN and Trumbull County Dispatch will ensure the agencies "Stay With You ~ Stay With Me", by continuing to lead (Follow You) and continue to participate (Follow Me).

In conclusion, this system will establish the NPCN, NEOMIN Private Cloud Network. The cost efficiencies and backbone will save resources to enhance services to our community. The consolidation of contracts and purchases along with centralization of technology will demonstrate our fiscal responsibility to the public at large.

Collaboration has already impacted our intergovernmental agencies. NEOMIN is working on a project that came to a stretching halt. Through professional network I came in contact with Trumbull Counties IT Manager. The six-week show stopper was solved. If for noting else this initiative has produced results, by sharing knowledge and experiences.

Fiscal responsibility has evolved to another level as funds are cut and technology change. A system to rate, notify and consolidate purchases from vendors needs an overhaul.



NEOMIN has been delivering shared services to the school districts for 31 years. Your Success is NEOMIN's Success, we will do this following our current business models for schools. The close relation with our member district staff confirm a proven business model we can follow for our local officials and community members and businesses. More over we will use Experience ~ Networking ~ Collaborating theory to move to the next level.

While visiting a Trumbull County Agency I witnessed a contractor from Mahoning County applying for a permit. He barely ha a grip on the drawings and paperwork. Thirty minutes later and he left with no permit and a list of to-dos. Not only do we have to be Government Efficient but make sure the county is easy to due business with customers.

The Aurora Borealis Project is derived from the northern lights are something to see and so will the complex technologies and bundled services of this project. The expertise, decision makers, and problem solvers will take the next level with a scalable and reliable bundled services. This proven product will be replicated and sold under the *neoTechnology*™ brand.

Trumbull County will always take public safety as our civic duty; Trumbull County Dispatch 911 and NEOMIN will be ever evolving! Innovation goes as far as our imagination, remember "It all started with a mouse!", Walt Disney 1954.

"The Best is Yet To Come", 1959 Composed by Cy Coleman



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- <http://www.tsag-its.org> 911 Enable
- <http://support.microsoft.com/kb/164015> Microsoft TCP/IP
- <http://www.cisco.com/en/US/docs/internetworking/technology/handbook/bgp.html>
Cisco BGP / MPLS
- http://www.nena.org/?page=i3_Stage3 NENA ESInet Standard
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- <http://www.osi7layer.com/> Network Standards, Open Source Interconnect
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Federal Emergency Management Agency Case Study



**LGIF ~ Grant Application
The Aurora Borealis Project ©**

Local Government Innovation Fund Program

Application Scoring

Lead Applicant	
Project Name	

	Grant Application
--	--------------------------

or

	Loan Application
--	-------------------------

The Local Government Innovation Fund Council
77 South High Street
P.O. Box 1001
Columbus, Ohio 43216-1001
(614) 995-2292

Local Government Innovation Fund Project Scoring Sheet

Section 1: Financing Measures

Financing Measures	Description	Criteria	Max Points	Applicant Self Score	Validated Score
Financial Information	<i>Applicant includes financial information (i.e., service related operating budgets) for the most recent three years and the three year period following the project. The financial information must be directly related to the scope of the project and will be used as the cost basis for determining any savings resulting from the project.</i>	Applicant provides a thorough, detailed and complete financial information	5		
		Applicant provided more than minimum requirements but did not provide additional justification or support	3		
		Applicant provided minimal financial information	1		
		Points			
Repayment Structure (Loan Only)	<i>Applicant demonstrates a viable repayment source to support loan award. Secondary source can be in the form of a debt reserve, bank participation, a guarantee from a local entity, or other collateral (i.e., emergency rainy day , or contingency fund, etc.).</i>	Applicant clearly demonstrates a secondary repayment source.	5		
		Applicant does not have a secondary repayment source.	0		
		Points			
Local Match	<i>Percentage of local matching funds being contributed to the project. This may include in-kind contributions.</i>	70% or greater	5		
		40-69.99%	3		
		10-39.99%	1		
		Points			
Total Section Points					

Section 2: Collaborative Measures

Collaborative Measures	Description	Criteria	Max Points	Applicant Self Score	Validated Score
Population	<i>Applicant's population (or the population of the area(s) served) falls within one of the listed categories as determined by the U.S. Census Bureau. Population scoring will be determined by the smallest population listed in the application. Applications from (or collaborating with) small communities are preferred.</i>	Applicant (or collaborative partner) is not a county and has a population of less than 20,000 residents	5		
		Applicant (or collaborative partner) is a county but has less than 235,000	5		
		Applicant (or collaborative partner) is not a county but has a population 20,001 or greater.	3		
		Applicant (or collaborative partner) is a county with a population of 235,001 residents or more	3		
		Points			
Participating Entities	<i>Applicant has executed partnership agreements outlining all collaborative partners and participation agreements and has resolutions of support. (Note: Sole applicants only need to provide a resolution of support from its governing entity.)</i>	More than one applicant	5		
		Single applicant	1		
		Points			
Total Section Points					

Local Government Innovation Fund Project Scoring Sheet

Section 3: Success Measures

Success Measures	Description	Criteria	Points	Applicant Self Score	Validated Score
Expected Return	<i>Applicant demonstrates as a percentage of savings (i.e., actual savings, increased revenue, or cost avoidance) an expected return. The return must be derived from the applicant's cost basis. The expected return is ranked in one of the following percentage categories:</i>	75% or greater	30		
		25.01% to 74.99%	20		
		Less than 25%	10		
			Points		
Past Success	<i>Applicant has successfully implemented, or is following project guidance from a shared services model, for an efficiency, shared service, coproduction or merger project in the past.</i>	Yes	5		
		No	0		
			Points		
Scalable/Replicable Proposal	<i>Applicant's proposal can be replicated by other local governments or scaled for the inclusion of other local governments.</i>	The project is both scalable and replicable	10		
		The project is either scalable or replicable	5		
		Does not apply	0		
			Points		
Probability of Success	<i>Applicant provides a documented need for the project and clearly outlines the likelihood of the need being met.</i>	Provided	5		
		Not Provided	0		
			Points		
Total Section Points					

Section 4: Significance Measures

Significance Measures	Description	Criteria	Points Assigned	Applicant Self Score	Validated Score
Performance Audit Implementation /Cost Benchmarking	<i>The project implements a single recommendation from a performance audit provided by the Auditor of State under Chapter 117 of the Ohio Revised Code or is informed by cost benchmarking.</i>	Project implements a recommendation from an audit or is informed by benchmarking	5		
		Project does not implement a recommendation from an audit and is not informed by benchmarking	0		
			Points		
Economic Impact	<i>Applicant demonstrates the project will a promote business environment (i.e., demonstrates a business relationship resulting from the project) and will provide for community attraction (i.e., cost avoidance with respect to taxes)</i>	Applicant clearly demonstrates economic impact	5		
		Applicant mentions but does not prove economic impact	3		
		Applicant does not demonstrate an economic impact	0		
			Points		
Response to Economic Demand	<i>The project responds to current substantial changes in economic demand for local or regional government services.</i>	Yes	5		
		No	0		
			Points		
Total Section Points					

Section 5: Council Measures			
Council Measures	Description	Criteria	Points Assigned
Council Preference	Council Ranking for Competitive Rounds	The Applicant Does Not Fill Out This Section; This is for the Local Government Innovation Fund Council only. The points for this section is based on the applicant demonstrating innovation or inventiveness with the project	
Total Section Points (10max)			

Scoring Summary			
		Applicant Self Score	Validated Score
Section 1: Financing Measures			
Section 2: Collaborative Measures			
Section 3: Success Measures			
Section 4: Significance Measures			
Total Base Points:			

Reviewer Comments



April 2, 2012

Thomas Garbarz Jr
Northeast Ohio Management Information Network (NEOMIN)
538 Educational Highway
Warren, Ohio 44483

RE: Application Cure Letter

Dear Thomas Garbarz Jr:

The Ohio Department of Development (Development) has received and is currently reviewing your application for Round 1 of Local Government Innovation Fund program. During this review Development has determined that additional information is needed for your application. The identified item(s) requiring your attention are listed on the attached page(s). Please respond only to the issues raised. Failure to fully address all the identified items could lead to a competitive score reduction or ineligibility for Round 1 of the Local Government Innovation Fund program. **A written response from the applicant to this completeness review is due to Development no later than 5:00 p.m. on April 30, 2012.** Please send the response in a single email to lgif@development.ohio.gov and include "Cure—Project Name" in the subject line.

While this cure letter represents the additional information needed for Development review, the Local Government Innovation Council continues to reserve the right to request additional information about your application.

Thank you once again for your participation in Local Government Innovation program. Please contact the Office of Redevelopment at lgif@development.ohio.gov or 614-995-2292 if you have further questions regarding your application or the information requested in this letter.

Sincerely,

Thea J. Walsh, AICP
Deputy Chief, Office of Redevelopment
Ohio Department of Development

Local Government Innovation Fund Completeness Review

Applicant: NEOMIN
Project Name: Aurora Borealis Project
Request Type: Grant

Issues for Response

1. Budget

Please provide a line item budget that includes at minimum: 1) the sources of all funds being contributed to the project include **all** sources—cash, in-kind, etc.; 2) the uses of all funds (provide a line item for each use); 3) the total project costs (including the funding request **and** the local match. Please be sure that all uses of funds are eligible expenses as set forth in the program guidelines.

Example:

Collaboration Village's Project Budget

Sources of Funds

LGIF Request	\$100,000
Match Contribution (10%)	\$ 11,111
Total	\$111,111

Uses of Funds

Consultant Fees for Study	\$111,111
Total	\$111,111

Total Project Cost: \$111,111

2. Match

A minimum of 10% match is required for all projects. Matching funds must be 10% of the **total project cost** (not 10% of the funding request). Please document your 10% match and provide evidence of the contribution.

For **in-kind contributions**, please provide documentation as outlined in section 2.06 of the Local Government Innovation Fund program policies. Certification of in-kind contributions may only be made for past investments. Anticipated in-kind contributions must be certified **after** the contribution is made.

3. Financial Documentation (Projections)

Please provide financial projections for your funding request. For grant requests, applicants must at minimum, estimate the anticipated savings they are expecting to realize as a result of the study. For loan projects, please provide projections for at least three years to help demonstrate the savings achieved and the repayment source for the loan.

4. Population Information and Documentation

Please provide documentation supporting population information provided using the 2010 U.S. Census. To access census information, you may visit the following website <http://factfinder2.census.gov/faces/nav/jsf/pages/index.xhtml>.

5. Resolutions of Support

Resolutions of support must be provided by the governing body of the main applicant and each collaborative partner. If the collaborative partner is a private entity with no governing body, a letter of support **for the project** is required.

6. Partnership Agreements

Partnership agreements must be signed by all parties listed as collaborative partners. Please provide a partnership agreement that at minimum: 1) lists all collaborative partners; 2) lists the nature of the partnership; and 3) is signed by all parties. Please note, partnership agreements must be specific to the project for which funding is requested.