

CITY OF SANTA BARBARA WATERFRONT DEPARTMENT

MEMORANDUM

Date: August 13, 2015

To: Harbor Commission

From: Scott Riedman, Waterfront Director

Subject: **Service Agreement with Ecco Wireless to Provide Wireless Internet Service to the Harbor Area**

RECOMMENDATION:

That Harbor Commission recommend to the City Council approval of a five-year service agreement with Ecco Wireless USA, Inc. providing wireless internet service to the Harbor area on a subscription basis, at no cost to the Waterfront Department.

DISCUSSION:

Ecco Wireless USA, Inc. (Ecco) has been providing wireless internet service to boaters in the Harbor since the fall of 2011. Ecco was the selected company following a competitive Request For Proposal process to provide wireless internet services in the Harbor. Since that time, Ecco has provided consistent service in the Harbor and has continually upgraded their infrastructure to better serve the public.

The business terms of the proposed agreement are summarized as follows:

- **Term:** Five-year service agreement
- **Concession Fee Paid To Waterfront:** \$900 in year one, \$1,200 in year two, \$1,500 in year three and \$1,800 in year four and five
- **Service Options Paid By Subscribers:** \$4.95/hour, \$9.95/day, \$24.95/three days or \$39.95/week, paid by the subscriber

The Ecco service is provided primarily as an additional service for visiting boaters, since slip permittees have direct access to the internet via the local cable company.

There is only a nominal fee from this concession, since the purpose of the WiFi service is to provide an amenity for Harbor users rather than a revenue source for the Department.

Prepared by: Brian J. Bosse, Waterfront Business Manager