

CITY OF SANTA BARBARA WATERFRONT DEPARTMENT

MEMORANDUM

Date: January 21, 2021
To: Harbor Commission
From: Mike Wiltshire, 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, 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. 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:**
 - Effective October 1, 2020, for a 36 month period, Ecco shall pay to Host a Base Rent of \$80.00 per month (\$960 per year).
 - Effective October 1, 2023, for a 24 month period, Ecco shall pay to Host a Base Rent of \$100.00 per month (\$1,200 per year).
- **Service Options Paid By Subscribers:** \$11.95/day, \$34.95/three days, or \$49.95/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