



CITY OF SANTA BARBARA

COUNCIL AGENDA REPORT

AGENDA DATE: September 8, 2015

TO: Mayor and Councilmembers

FROM: Business Services Division, Waterfront Department

SUBJECT: Service Agreement With Ecco Wireless To Provide Wireless Internet Service To The Harbor Area

RECOMMENDATION:

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

DISCUSSION:

Ecco Wireless (Ecco) has been providing wireless internet service to slips 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 to slips 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.

There is only a nominal fee from this concession, since the primary purpose of the WiFi service is to provide an amenity for Harbor users rather than a revenue source for the Department. The Harbor Commission recommended approval of the Ecco Wireless agreement at the August 13, 2015, meeting.

PREPARED BY: Brian J. Bosse, Waterfront Business Manager

SUBMITTED BY: Scott Riedman, Waterfront Director

APPROVED BY: City Administrator's Office