



## Legislation Text

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**File #:** 19-0537, **Version:** 1

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Recommendation to authorize City Manager, or designee, to execute a First Amendment to Agreement No. 32971 with Ecco Wireless USA, Inc., for the continued provision of subscription-based Wi-Fi services to City Marinas, for two years, through December 31, 2020.

(Districts 2,3)

On December 11, 2012, the City Council authorized the execution of Agreement No. 32971 (Agreement) with ECCO Wireless USA, Inc. (Ecco Wireless), for the build-out, installation, and provision of subscription-based Wi-Fi services to City Marinas and Marina-adjacent businesses, at no cost to the City. For the past five years, Ecco Wireless has provided services to boat owners, guests, and Marina-adjacent businesses, via short- or long-term Wi-Fi subscriptions.

Since completing installation of its networks in 2015, Ecco Wireless has averaged over 500 active accounts per year and has expanded its network capability to accommodate fixed internet to boat owners, allowing them to stream content without the need to install peripheral receivers such as dishes. In addition to servicing boat owners and guests in City Marinas, Ecco Wireless also provides Wi-Fi to City Marina offices and several Marina-adjacent businesses.

Although Wi-Fi is not the primary economic driver of revenue in the Marinas, the Parks, Recreation and Marine Department considers it to be an essential value-added service for boat owners, guests and the like. Therefore, as the initial term of the Agreement has expired, an amendment to extend the term through December 31, 2020, is requested.

This matter was reviewed by Deputy City Attorney Arturo D. Sanchez on May 13, 2019 and by Revenue Management Officer Geraldine Alejo on May 23, 2019.

City Council action is requested on June 11, 2019, to authorize the execution of the First Amendment to the Agreement.

Rent in the amount of \$75 per month will continue to accrue in the Tidelands Area Fund Group in the Parks, Recreation and Marine Department. This recommendation has no staffing impact beyond the normal budgeted scope of duties and is consistent with existing City Council priorities. There is no local job impact associated with this recommendation.

Approve recommendation.

GERARDO MOUET  
DIRECTOR OF PARKS, RECREATION AND MARINE

APPROVED:

PATRICK H. WEST  
CITY MANAGER