

## Broadband USA Applications Database

**Applicant Name:** City of Salinas

**Project Title:** Salinas Community Wireless Network

**Project Type:** Last Mile

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### Executive Summary

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“Imagine a Great City” – Dennis Donohue, Mayor of Salinas Using our Mayor’s statement as a primary driver for new initiatives, we evaluate the distinguishing characteristic of what defines great cities. In this digital age, the availability and use of broadband is one of those defining factors. The City of Salinas intends to expand the broadband availability within our city through a city-wide wireless network – the “Salinas Community Wireless Network”. Greater overall broadband availability will be accomplished through a multi-faceted approach with direct Internet access for the public through wireless as well as by improved availability for city staff and residents through our Libraries and Recreation Centers. Several factors create the need for this project: 1. Salinas is underserved in broadband use. Statistically, only 39% of our households subscribe to broadband services. 2. Our current unemployment rate is over 16%. Earlier this year the rate was higher than 20% (January and February – 21.9% and 22.3% respectively). 3. Salinas has a major crime problem largely due to an established gang presence in our City. Our Police resources are stretched thin dealing with the major crimes, let alone improving the community by providing pro-active services to reduce crime. Having access to real-time information from their vehicles city-wide would greatly expand their presence which would increase response times and improve the chance of preventing crime and saving lives. 4. 22% of our population has an annual household income of \$24,999 or less. While that income level is slightly higher than the national poverty threshold, in California a household with 4 family members (our average) struggles at this income. 5. Our Economic Development team, which earlier this year was instrumental in getting the Salinas Valley designated as a State of California Enterprise Zone, has difficulty attracting new businesses because many of our citizens either do not know how to or are not using resources available via the Internet to develop basic job and computer skills. 6. This past June, Salinas was rated nationally by Forbes as one of the 10 worst cities for recession recovery. Having improved broadband availability for our residents will improve their potential for getting meaningful employment, which spurs home purchasing, which improves the economy, which ultimately will help lead Salinas out of its economic difficulties. A community-led effort is the optimal means to promote the reliable and sustainable availability of broadband services, to promote job creation, and to ensure the most widespread improvement in the broadband experience of our residents and businesses. This project will provide improved services to underserved residents who today lack meaningful access to higher-speed services and would promote affordable Internet access throughout our city. Moreover, our Anchor Institutions, critical community facilities, and Public Safety entities have developed plans to improve their own services to residents based upon the enhanced broadband access available through this project. These plans to implement and sustain these new services are summarized in the Support Letters as part of the supporting documentation for Item #41.

For example, our police department would improve its access to information through city-wide network access. This would include checking mug-shots and criminal record information in their vehicles during traffic stops and other incidents. We have also recently implemented wireless video surveillance, which could be accessed in patrol vehicles with this wireless network. Our Police Department has indicated that if we were able to provide 1 MB of service to the vehicles it would provide all of the bandwidth they would need for existing and foreseeable applications. Our library would like to provide 150 to 200 new public Internet access computers, both in their existing facilities as well as through a new Mobile Technology Center that could be used throughout the City to support learning and research. Our recreation centers have been expanding their computer services, but have been limited by the bandwidth currently available to the facilities. Increasing their broadband availability with this project will provide great benefit to the public Internet services they offer. Increasing our broadband capabilities will allow for these City departments to provide these services. The proposed funded service area includes 27 contiguous census blocks across 23 square miles. More than 43,000 households and 8,500 businesses would be covered by the network. Maps showing the proposed coverage area are included with this application. 4 public school districts, 3 libraries, our Community Center, 5 recreation centers, our Police Department and 6 Fire Stations will be served by this project. We are pleased to have broad support for this project from key leaders in our community including our Mayor, Chiefs of Police and Fire, Superintendent of one of our High School Districts, Director of Economic Development, Library Director, Local Community College, Business Chamber of Commerce, Salinas United Business Association, and the Oldtown Salinas Association. The involvement and support of these Municipal Departments and Key Anchor Institutions will ensure broad and sustained usage of this wireless broadband network. The City of Salinas also fully supports the Central Coast Broadband Consortium middle mile grant request as their project would provide ample and extensive broadband connectivity overall for our region. This project also is of special interest to the City as it would be an excellent, cost-effective way for us to provide the last mile services we are proposing in this request.

**Proposed Services and Applications for the Proposed Funded Service Areas and Users:** We will offer public internet access through a wireless broadband network with speeds in excess of 1 Mbps upstream and downstream to any user in the service area with a standard Wi-Fi device. Through the use of the open wireless infrastructure described further herein, any standard Wi-Fi device (used by the public and by Police, Fire, city staff, etc.) will be able to access the network across the city limits. The various applications planned for this network are described above and detailed further in the attached Support Letters. We forecast subscriber rates, as a % of our total population, of 20% in Year 1, 25% or more in Years 2 and 3 for this project.

**Approach to Addressing the Non-Discrimination and Interconnection Obligations:** The network would allow interconnection and competitive wholesale access for many different users, including other service providers. From an economic development perspective, a wireless broadband network owned by the City is complementary to incumbent service providers and a number of mutually beneficial relationships are possible, including use of the proposed network by incumbent wireline operators who wish to complement current services by offering mobile wireless access or by cellular providers who would use wholesale bandwidth access from this network to offload their own 3G networks. We would support network openness consistent with the Internet Policy Statement of the Federal Communications Commission, and we would not favor any particular lawful content or applications over others. Our network management practices would be transparent to the community and posted on

public websites. Type of Broadband System that Will Be Deployed (Network Type and Technology Standard): This project utilizes wireless mesh broadband technology to provide the greatest broadband speed possible to the greatest population of users in the area. Specifically, we are proposing an open-standard based unlicensed Wi-Fi (802.11) wireless service utilizing Tropos Networks mesh broadband wireless technology. The architecture will also include other wireless technology, such as point-to-multipoint and point-to-point radios and consumer wireless modems. Qualifications of the Applicant that Demonstrate the Ability to Implement and Operate a Broadband Infrastructure and/or be a Sustainable Broadband Services Provider: The proposed project will be sustainable on both a short-term and long-term basis. We believe that Honeywell will be the best fit to lead our project deployment effort, which we plan to accomplish within 18 months. As a \$38 billion diversified technology and manufacturing leader, Honeywell has the financial strength and project management expertise to ensure that our project will be a success. Honeywell would work closely with Tropos for project implementation, training, and service management. Our City's Information Systems Division and Maintenance Services Departments are qualified to maintain this system following deployment. The Information Systems Division will handle administration of the network. Maintenance Services will dispatch for any physical repairs. These Departments will be involved in each phase of the Project. Honeywell and Tropos will train our departments so that they can effectively maintain and administer the system, and Honeywell has the capabilities to handle the public access call center. Overall Infrastructure Cost of the Broadband System: The total project costs are \$13,580,326. Due to financial constraints as explained further herein, we are seeking a grant of the entire amount to support this project through BTOP. We have provided herewith a request for waiver of the cost matching requirement. Number of Jobs Estimated to be Created or Saved as Result of this Project: In addition to the substantial economic and public service benefits for our community to be served by this project, we expect this project to create a total of 23 direct jobs.