

**Meeting**

June 24, 2021 @ 3pm

## Summary

**Location:** Zoom**Agenda:**

Overview of the meeting/Presentation

1. Magellan Presentation
2. Questions and Answers

**Notes:**

1. Introduction from Liza
2. Magellan presentation from Greg Laudeman
  - a. Magellan's Role
    - i. Analyze outreach data
    - ii. Compile asset inventory
    - iii. Identify potential funding options
    - iv. Develop a conceptual network design for Countywide broadband
    - v. Provide a range of best-practice business model options and make recommendations.
  - b. Targeted Areas/Areas of Opportunity
    - i. Marin City
    - ii. Canal District
    - iii. West Marin
    - iv. City of Novato (2 areas)
      1. Areas of disadvantage were less likely to respond.
  - c. These areas of opportunity should be thought of as provider business opportunities.
  - d. We had to dive deep in the data to show the five areas in need of investment. For example, the Canal area is intermixed with more affluent households so on average the data does not reveal the problem.
  - e. Smart corridor fiber is available to the County and local cities are authorized to use six of the twelve strands of fiber.
  - f. The resident survey showed that there are some respondents that said that they would be willing to pay more, but about a third of the respondents said they couldn't afford it. Cost is a big reason for some residents that don't have broadband, but availability is also a large factor.
  - g. Gap Analysis
    - i. Physical Infrastructure

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1. Pockets along 101 are underserved with little infrastructure in West Marin.
- ii. Accessibility of Services and Information
- h. These areas of opportunity should be thought of as provider business opportunities.
  1. Survey responses should be viewed as a best case scenario. The disconnected were less likely to participate.
  - ii. Digital Literacy
    1. A quarter of respondents indicated less than adequate ability to use the internet.
  - iii. End User Devices
    1. Survey responses suggested that the respondents are well equipped
    2. There is a trend toward wireless devices.
  - iv. Affordability
    1. A third of respondents said they'd pay more for better internet
    2. The underserved may be underrepresented in this process to date.
  - v. Sharing Information About network infrastructure .
    1. 139 cell sites were at one point owned by US TelePacific that were not able to be owner identified
  - vi. Network Design "Phases" (Network design phases visuals in video)
    1. Connect municipal facilities in 101 corridors via smart fiber
    2. Extend the backbone into underserved urban core areas
    3. Connect area schools and adjacent areas
    4. Connect County facilities and adjacent areas
    5. Deploy additional fiber to support services offerings in remote areas.
  - vii. Estimated Costs (Breakdown by phases in video around minute 41)
  - viii. Funding Opportunities
    1. Local Funding
      - a. Mello-Roos Community
      - b. Public Debt Funding
      - c. Joint Build/Joint Use
    2. State 7 Billion in State Funding
    3. Federal Funding
      - a. American Rescue Plan
      - b. Economic Development Administration

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- c. CDBG
      - d. Emergency Broadband Benefit
    - ix. Best Options for Digital Marin
      - 1. Independent Public Corporation such as an Authority of Special District
      - 2. Not-for-profit Benefit Corporation
    - i. The governmental hoops that providers must jump through can be enough to deter them from working in the community.
    - j. Recommendations
      - i. Evolve Digital Marin into a formal organization
      - ii. Establish a staff position to focus on funding
      - iii. Develop a business plan for digital inclusion
      - iv. Create a framework for cooperation on data
      - v. Establish common policies and standards
        - 1. i.e., if you are building a subdivision, you are building fiber and conduit, so it is internet ready
      - vi. Develop a “shovel-ready” high level design
  - 3. Questions and Answers
    - a. Does underground take longer?
      - i. Underground does take more time, aerial can be substantially more money.
      - ii. The cost difference is large between the two.
    - b. Is there a time frame for each phase?
      - i. Typically, a fiber build takes 18-24 months but can be more because the demand is high.
    - c. How do we understand the experience from other communities that may not have answered the online survey?
      - 1. Digital Marin has done 13 different surveys and have reached out to communities that may not have participated digitally.
  - 4. Demographics will be included in the plan

### Recording

This meeting was recorded and can be viewed at

<https://www.youtube.com/watch?v=299PgTml2Qs>