



Monterey County

Item No.

Board Report

Board of Supervisors
Chambers

168 W. Alisal St., 1st Floor
Salinas, CA 93901

Legistar File Number: A 22-312

June 21, 2022

Introduced: 6/6/2022

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Information Officer, or his designee, to execute an Agreement with Cruzio Internet, to build, deploy, operate, and maintain broadband services to unserved and underserved areas in Monterey County, set forth in Request for Proposal (RFP) Number 10819, in the amount of \$320,333 for the term of June 21, 2022 through December 31, 2024; and
- b. Authorize the Chief Information Officer the option to extend the agreement up to three (3) additional up to three (3) additional amendments to this Agreement, extending the term by one year, where the additional costs per year do not exceed ten percent (10%) of the cost of the prior year, subject to County Counsel review, and provided that the terms and conditions of the agreement remain substantially the same.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer, or his designee, to execute an Agreement with Cruzio Internet, to build, deploy, operate, and maintain broadband services to unserved and underserved areas in Monterey County, set forth in Request for Proposal (RFP) Number 10819, in the amount of \$320,333 for the term of June 21, 2022 through December 31, 2024; and
- b. Authorize the Chief Information Officer the option to extend the agreement up to three (3) additional up to three (3) additional amendments to this Agreement, extending the term by one year, where the additional costs per year do not exceed ten percent (10%) of the cost of the prior year, subject to County Counsel review, and provided that the terms and conditions of the agreement remain substantially the same.

SUMMARY:

The Information Technology Department (ITD) solicited a Request for Proposal, Broadband Deployment, Operations and Services (RFP #10819) utilizing the American Rescue Plan Act of 2021 (ARPA) funds in the amount of \$1.935 million allocated to ITD. Cruzio Internet was awarded a portion of the funds to build, deploy, operate, and maintain broadband services to unserved and underserved areas in Monterey County.

DISCUSSION:

On March 11, 2021, President Biden signed the federal American Rescue Plan Act of 2021 (ARPA) funding a stimulus package designed to facilitate the United States' recovery from the effects of the COVID-19 pandemic. A portion of this package is allocated to expand broadband access addressing the digital divide throughout the nation.

In June 2021, the Board of Supervisors approved \$1.935 million in ARPA funds for FY 21-22 for broadband development. On September 23, 2021 The Information Technology Department released a Request for Proposal #10819, Broadband Deployment, Operations and Services requesting strategic solutions to build, deploy, operate, and maintain broadband services to unserved and underserved areas in Monterey County.

Cruzio Internet submitted a proposal and has agreed to expand broadband services in the North County and Salinas areas, which will serve over five hundred unserved and underserved households, and up to eighteen hundred residents.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed the Standard Agreement with Cruzio Internet.

FINANCING:

American Rescue Plan Act of 2021 (ARPA) funding for this request has been included in the FY21-22 Approved Budget and FY 22-23 Recommended Budget and will be incorporated into future fiscal years for the Information Technology Department, ITD 1930, Appropriations Unit INF002. Based on the vendor's Request For Proposal response, each Point of Presence cost is approximately \$35,000. The remaining \$5,333 is for potential project contingencies.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The pandemic has underscored the critical utility of broadband infrastructure. From the homework gap and workforce adaptation to essential healthcare services and e-commerce, broadband is now the keystone to our nation's response to the global pandemic and imperative to building resilient and future-ready communities. The lack of reliable broadband is a major economic barrier and a leading driver of socioeconomic inequality.


The Board's approval of the recommended agreement will address the digital divide, lack of internet access that disproportionately effects unserved and underserved Monterey County residents. The County's goal is to ensure that every resident in Monterey County, regardless of their circumstances, could access broadband. The ability to do so will pay dividends far beyond the current crisis we find ourselves in. The collaboration and partnerships on expanding broadband access will close the digital divide throughout Monterey County.

- X Economic Development
- X Administration
- X Health & Human Services
- X Infrastructure
- X Public Safety

Prepared by: Sandra Shaffer, Management Analyst III, 759-6957

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Approved by:

DocuSigned by:
 Date: 6/9/2022 | 1:36 PM PDT
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Eric A. Chatham, Chief Information Officer, 759-6920

Attachments:

Cruzio Broadband Agreement

Exhibit A

Exhibit B