



A Tradition of Stewardship
A Commitment to Service

Agenda Date: 11/13/2018

Agenda Placement: 10C

NAPA COUNTY BOARD OF SUPERVISORS Board Agenda Letter

TO: Board of Supervisors

FROM: Jon Gjestvang - Chief Information Officer
Information Technology Services

REPORT BY: Shawn Smith, Supervising Staff Services Analyst - 707.259.8665

SUBJECT: Sole Source Award to Magellan for Fiber Infrastructure Engineering Assessment

RECOMMENDATION

County Executive Officer and Chief Information Officer request the following actions regarding fiber infrastructure:

1. Receive an update of North Bay/North Coast Broadband Consortium work for the 2017/2018 work-years; and
2. A waiver of competitive bidding requirements and sole source award of a contract to Magellan Advisors for engineering assessment services, pursuant to Napa County Code Section 2.36.090;
3. Approval of and authorization for the Chair to sign a Professional Services Agreement with Magellan Advisors for a maximum of \$100,250 for the term October 30, 2018 through June 30, 2020 for engineering assessment.

EXECUTIVE SUMMARY

Fire events in Napa County and the surrounding areas have cast a spotlight on the crucial importance of broadband communications infrastructure particularly as it supports public safety communications. During the October 2017 fire event, cellular communications virtually stopped in many areas and some lost service completely. From earlier assessments, Napa County has identified numerous underserved and unserved focus areas throughout the County, which could greatly benefit from the availability of new fiber and cellular infrastructure. However, Napa County also requires an infrastructure and engineering assessment of its broadband and cellular communications that will include options to increase network redundancy and planning for communications during emergencies. This assessment will identify "gaps" in the current infrastructure.

Napa County, since 2014, has been a part of a 4-county consortium - North Bay/North Coast Broadband Consortium (NBNCBC) - with Sonoma, Marin and Mendocino counties to work towards securing grant funding to expand and integrate broadband internet access to unserved and/or underserved areas within each county. Every

two years, the Consortium applies for a two-year \$250,000 grant that is evenly split between each County to support projects. Napa County received \$63,000 split between 2017 and 2018.

In 2018, the focus, through direction of Supervisors Diane Dillon and Belia Ramos as the NBNCBC representatives, turned to finding a way to combine our efforts at the Consortium with our emergency preparedness planning with the goal of expanding service in areas that are unserved/underserved and/or building more resilient telecommunications infrastructure to support our emergency planning and preparedness. Napa County currently has a grant balance of \$37,749.13 to use by December 31, 2018. The Consortium is in the process of applying for the 2019/2020 grant year.

Approval of today's requested actions will allow a waiver of competitive bidding and Sole Source award and agreement with Magellan Advisors for a fiber infrastructure engineering assessment. Napa County anticipates leveraging County and CPUC funds for the use of the assessment. Due to CPUC funds, there is no expected fiscal impact in the first year of the agreement, and up to \$66,250 in County costs for FY19-20. The Sonoma County Economic Development Board shall continue to serve as the fiscal agent for purposes of the CPUC grant.

Magellan Advisors is not a local vendor.

FISCAL IMPACT

Is there a Fiscal Impact?	Yes
Is it currently budgeted?	No
What is the revenue source?	ITS budget
Is it Mandatory or Discretionary?	Discretionary
Discretionary Justification:	Fire events in Napa County and the surrounding areas have highlighted the crucial importance of broadband communications infrastructure particularly as it supports public safety communications. Napa County requires an infrastructure and engineering assessment of its broadband communications that includes options to increase network redundancy and planning for communications during emergencies. Creation of an infrastructure and engineering study necessarily involves assessment of the County's telecommunications infrastructure, technology and any gaps in the infrastructure that exist.
Is the general fund affected?	Yes
Future fiscal impact:	The impact beyond current fiscal year is a maximum of up to \$66,250. However, this may be reduced significantly if the County receives CPUC funding for FY19-20. The expected net County cost is anticipated at \$0 for FY18-19 and between \$26,250 and \$66,250 for FY19-20. The County also has the ability to opt out of the agreement with notice for work tasks #2 through #4.
Consequences if not approved:	If the agreement is not approved, the County will need to seek other options to assess the County's telecommunications infrastructure, technology and any gaps in the infrastructure that exist.

Additional Information:

ENVIRONMENTAL IMPACT

ENVIRONMENTAL DETERMINATION: The proposed action is not a project as defined by 14 California Code of Regulations 15378 (State CEQA Guidelines) and therefore CEQA is not applicable.

BACKGROUND AND DISCUSSION**About North Bay/North Coast Broadband Consortium & previous work**

On January 7, 2014, the Board approved a resolution endorsing Napa County's membership in the North Bay North Coast Broadband Consortium (NBNCBC), which seeks to secure grant funding, every two years, to expand and integrate broadband internet access to underserved communities in the counties of Mendocino, Sonoma, Marin and Napa. Supervisor Diane Dillon has been the representative for Napa County since then, however, in 2018 the Consortium voted to allow alternates to join and Supervisor Belia Ramos was appointed by the Board. The consortium jointly submits a grant application to the California Public Utilities Commission (CPUC) California Advanced Services Fund ("CASF") Rural and Urban Regional Broadband Grant Program, as the Consortium, to obtain grant funds to: (1) identify immediate and future broadband needs and demands of residents and entities that are located in the North Coast Region; (2) assess reliability and accuracy of the regional broadband data compiled by CPUC and National Telecommunications and Information Administration (NTIA); and (3) assist broadband providers by giving providers access to this data so the providers can ensure that standard or broadband access is made available throughout the North Coast Region. Since 2014, the Consortium has applied for two grant cycles (2015/2016 and 2017/2018) and have been awarded grant funds of up to \$250,000 in a two-year grant of funds (up to \$125,000 per year) to implement the CPUC approved NBNCBC Annual Work Plan, Project Schedule and Budget for each year. Napa County was allotted \$31,500 per year or \$63,000 every 2-year cycle. The approval of the 2014 Memorandum of Understanding (MOU) was required to authorize grant acceptance and fund distribution, from the NBNCBC Oversight Committee, and define the structure and roles of the NBNCBC Oversight Committee.

In the first cycle (2015/2016) Napa County worked to identify unserved and underserved areas and create "priority areas" to focus on and assess reliability and accuracy of broadband data compiled by the CPUC. Staff conducted a groundtruth wireless testing and came up with 9 priority areas: Angwin, Pope Valley, Oakville area, Calistoga (unincorporated areas), Monticello, Rim Rock, Wild Horse Valley Road, Browns Valley and some areas in American Canyon.

2017 and 2018 Work

In 2017, efforts remained around assessing reliability and accuracy of broadband data, however, this time focused on wired and landline service. As such, Napa County contracted services with CSU Chico to conduct a survey and ground truth testing. Attached is the report.

Following the October 2017 wildfires, the Consortium saw a need to survey the impact that the telecommunications service disruption and failures had on the public. Of the 3,705 that responded, Napa County had the most with 54% or 2,018. The report found that 67% lost landline service, 87% lost cellular service and 73% lost internet service during the fires. In the entire wildfires' footprint - includes Sonoma and Mendocino - it is estimated that 160,000 wireline and 85,000 wireless customers lost service, including 11-15 public safety points losing service. Over 340 cell sites were destroyed or damaged. Attached is the report.

In 2018, Supervisor Ramos was appointed as an alternate and through the direction of both Supervisors Dillon and Ramos, staff began to find ways to combine Consortium work with emergency preparedness work. In order to utilize grant funds, a work plan must be submitted and approved by CPUC. Staff submitted a revised work plan and

was approved, for Year 2 (2018).

The approved revised work plan (attached) for the remaining of 2018 consists of the following:

Activity 1 - Assess the County's telecommunications infrastructure and identify opportunities to improve telecommunications systems (Fiber Infrastructure Assessment)

Activity 2 - Provide Internet access at the three farm worker centers. Purchased 3 business class LTE to Wi-Fi devices that will be installed in each of the three farm worker centers to provide internet access to residents. Installation should be complete by December 1.

The work plan was approved towards the end of the third quarter leaving a limited amount of time to do a Request for Proposal and use the remaining balance of grant funds by December 31. Because of this reason, staff requests sole sourcing with Magellan Advisors, which has experience in this field and is familiar with the Consortium and the region through their work with Sonoma County.

Fiber Infrastructure Assessment (Activity 1)

Fire events in Napa County and the surrounding areas have cast a spotlight on the crucial importance of broadband communications infrastructure particularly as it supports public safety communications. During the fire events, cellular communications virtually stopped in many areas and some lost service completely. In addition, Napa County has identified numerous underserved and unserved focus areas throughout the County, which could greatly benefit from the availability of new fiber infrastructure. Napa County requires an infrastructure and engineering assessment of its cellular broadband communications, which includes options to increase network redundancy and planning for communications during emergencies. Creation of an infrastructure and engineering study necessarily involves assessment of the County's telecommunications infrastructure, technology and any "gaps" in the infrastructure that exist.

Utilizing CPUC grant funding, Napa County would like to engage with Magellan Advisors. Magellan Advisors is the industry's leading broadband consulting firm, providing broadband planning and implementation services for public utilities, government organizations and service providers across the United States and internationally. They assist providers of all types to leverage their strengths to plan, deploy and manage next-generation broadband networks, enabling their communities to thrive in the digital economy. The organization believes that broadband is a critical element to achieving these goals and their services position public and private organizations with effective strategies to expand broadband, customized to their individual needs.

Magellan's proposed assessment includes the following four tasks:

1. Assess telecommunications infrastructure and system damages from fire events
2. Assess fire impacted areas emergency telecommunications systems resiliency
3. Identify priority areas with opportunities to improve telecommunications infrastructure to increase service
4. Recommendations

Today's approval will allow a waiver of competitive bidding and Sole Source award to Magellan Partners and authorize an agreement for a fiber infrastructure engineering assessment with the term of October 30, 2018 through June 30, 2020. Napa County anticipates leveraging County and CPUC funds for the assessment. Due to CPUC funds, there is no expected fiscal impact in the first year of the agreement, and up to \$66,250 in County costs for FY19-20. The Sonoma County Economic Development Board shall continue to serve as the fiscal agent for purposes of the CPUC grant.

SUPPORTING DOCUMENTS

- A . 2017 Firestorms Telecommunications Outage Survey Report
- B . 2018 Work Plan and Budget
- C . 2017 Ground Truth Survey Report

CEO Recommendation: Approve

Reviewed By: Helene Franchi