How Broadband Infrastructure Contributes to Economic Development

9/17 Meeting of the Metropolitan Council's Land Use Advisory Committee

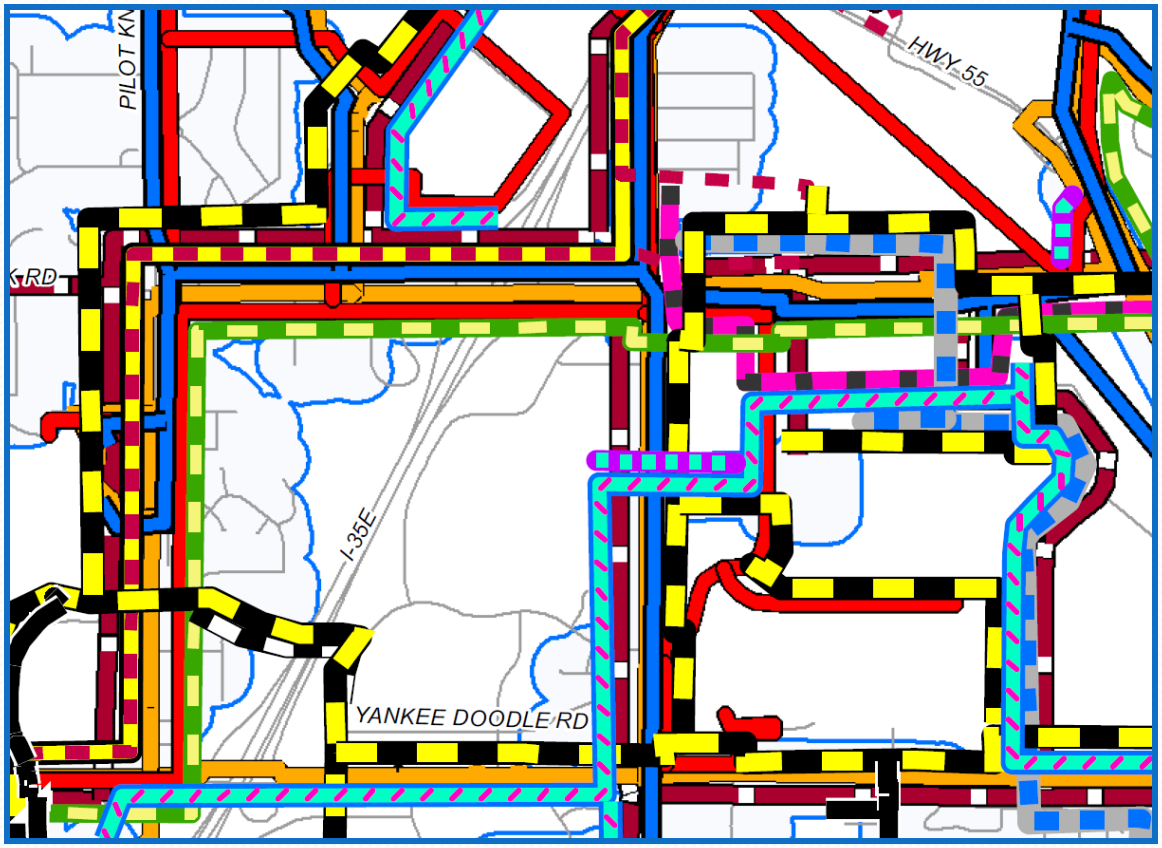
City of Eagan

Preview of Topics

- What Eagan is doing with broadband infrastructure to encourage economic development
- Regional and sub-regional collaboration potential
- Q&A, Discussion, Opportunities

What Eagan is Doing

- Mapping
- Meeting
- Listening
- Responding
- Attracting

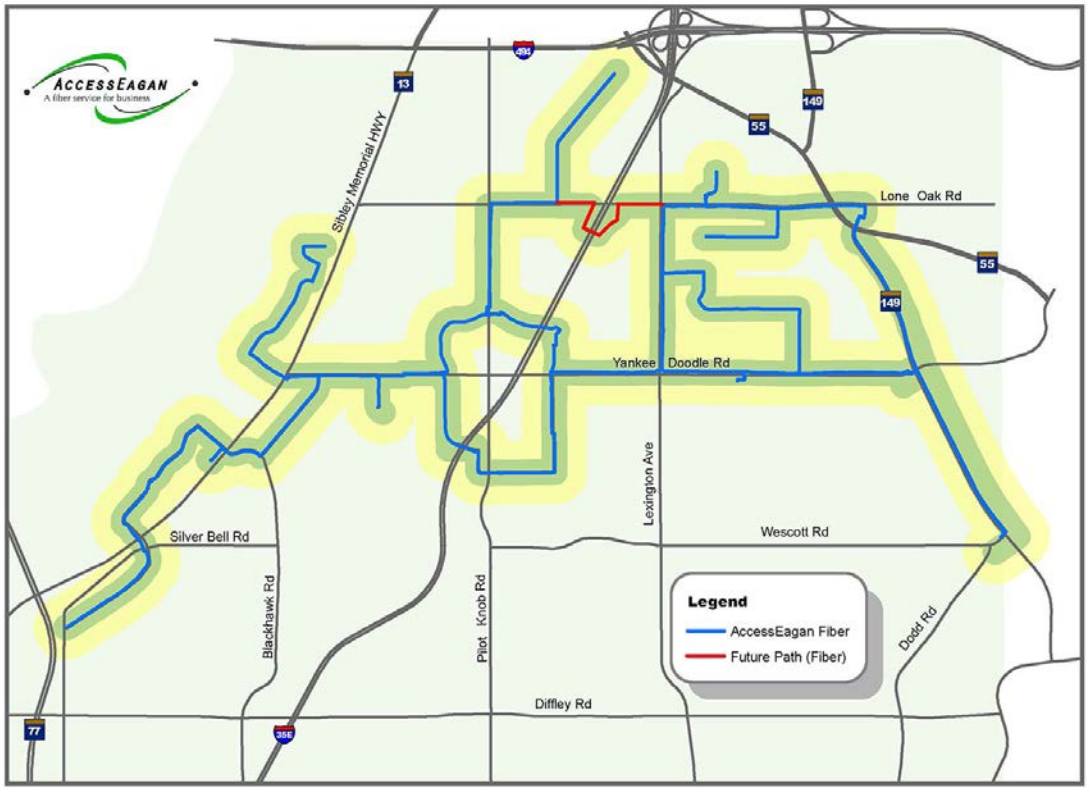


Eagan Strategies

- Working Group since 2004
- Carrier neutral
- Focus on Speed, Choice and Competition
- Solve problems, know the *needs*, know the *language*
- Improve continuously
- Strengthen the Region

AccessEagan

- 17.0 mile wholesale fiber network
- Open to any carrier that wants to serve Eagan businesses
- Carrier-class
- Cost about $2 million paid from non-tax revenues.
- Network Availability Guarantee



ACCESSEAGAN

Six providers so far

AccessEagan

frontier Communications

arvig

Velocity Telephone

Granite

Consolidated communications formerly Enventis

onenet USA

Impact

- AccessEagan fiber the only fiber into the new Twin Cities Premium Outlet Mall
- Nearby apartment complex has market attraction because of high bandwidth.
- Corporation enlarging its data center has 2nd pathway

Impact – Opened May, 2015

- In June, 2014, Dallas-based DataBank announces an 88,000 sq. ft. multi-tenant data center & carrier hotel

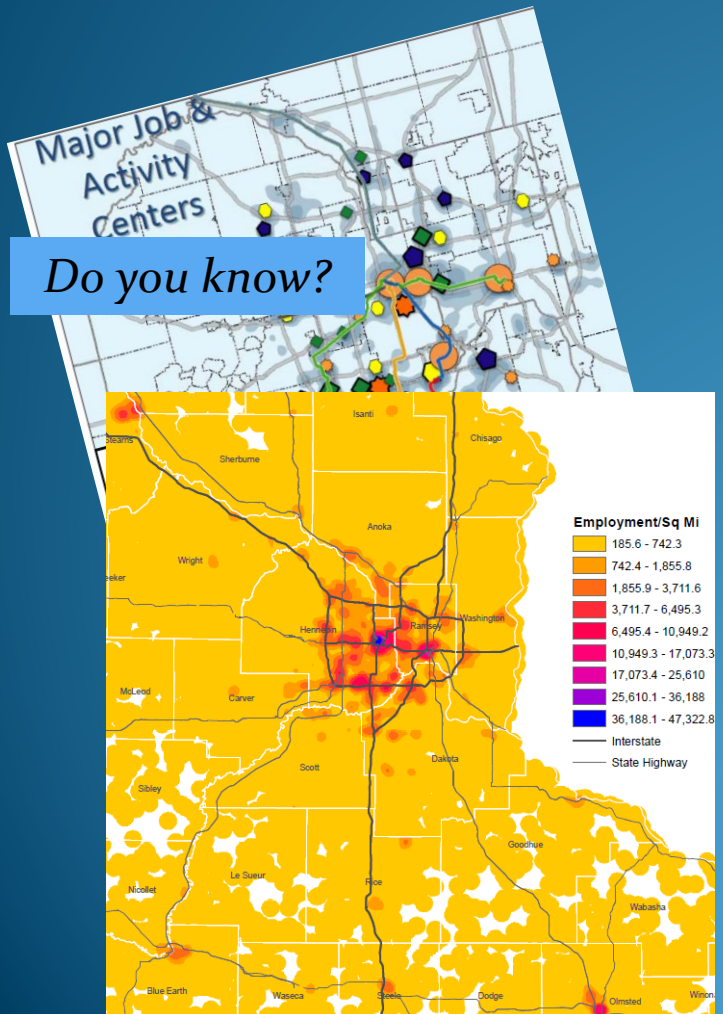
"The City of Eagan presented the perfect location . . . Between the robust AccessEagan network and the support of their forwarding-thinking city leadership, [they] made our choice simple."
~ Tim Moore, DataBank CEO

DATA BANK

Lessons Learned

- Know the *needs*
- Know the *language*
- Be nimble but take a long-term approach
- Get organization to embrace

Best Practices



- Know what site selectors need
- Know strengths & clusters
- Know who your partners need to be
- Technology neutral but not technology blind
- Joint trench / one-stop permits / acting with all due speed

Next Steps?

- Getting beyond artificial borders
- Not just about broadband & infrastructure
- What can adjacent cities do together?
- What makes the region more attractive?
- How to incentivize collaboration?
- How to create competition for innovation and enhanced service delivery?

Questions/Discussion

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- State Broadband Task Force '08-'09 & Gig Group founding member