



City of Flagstaff

January 28, 2022
Arizona Commerce Authority
100 N. 7th Avenue, Suite 400
Phoenix, AZ 85007

To Whom It May Concern:

This letter serves as a letter of support for WANRack's ABDG application from the City of Flagstaff. We have identified WANRack's proposal as one that serves community needs both within the city-limits and the surrounding community. Their proposal aligns with the City's Broadband Master Plan in providing high speed broadband to local businesses, government and education facilities, and community neighborhoods.

We have noted the following key potential benefits with this project:

- Providing fiber services to our primary business corridor down Milton Ave.
- Providing fiber services to our Historic Downtown district.
- Providing fiber services to our Business Accelerator and Incubator and supporting economic development in the region.
- Providing fiber services to the Ft Valley region just outside Flagstaff City limits which historically has had speeds of less than 10 Mbps available.
- Possibly providing fiber services between the ADOT fiber route down I-17, potentially the Arcadian fiber route to Denver/Salt Lake City and the broader Flagstaff community. These longer routes provide no value to the community until they are integrated into local fiber projects such as the one WANRack is proposing.
- Possibly providing fiber services to the US Geological Survey.
- Possibly providing fiber services to the local hospital and further supporting telehealth opportunities.
- Possibly providing fiber services to multiple schools and Northern Arizona University.
- Providing fiber infrastructure for current City of Flagstaff Smart City initiatives.

The City of Flagstaff has been working for the past 3 years on providing additional broadband opportunities to the residents of Flagstaff. In doing so we have been building conduit throughout the City and actively looking for public-private partnership opportunities to leverage City infrastructure for broadband use.

Additionally, the City currently has \$2 million budgeted for additional broadband infrastructure projects, whether that be direct City builds, grant opportunities or contracts for installation of City facilities in coordination with a private company's fiber project. As such we are looking at dedicating these resources to any projects that significantly benefit our local community.

Funding this project will ensure the continued success of providing fiber services in Flagstaff and help reach the City's goals. I support WANRack's grant request and urge you to fund these important priorities to continue to provide high speed broadband to local business, government and education facilities, and community neighborhoods.

Sincerely,

Greg Clifton
City Manager

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