

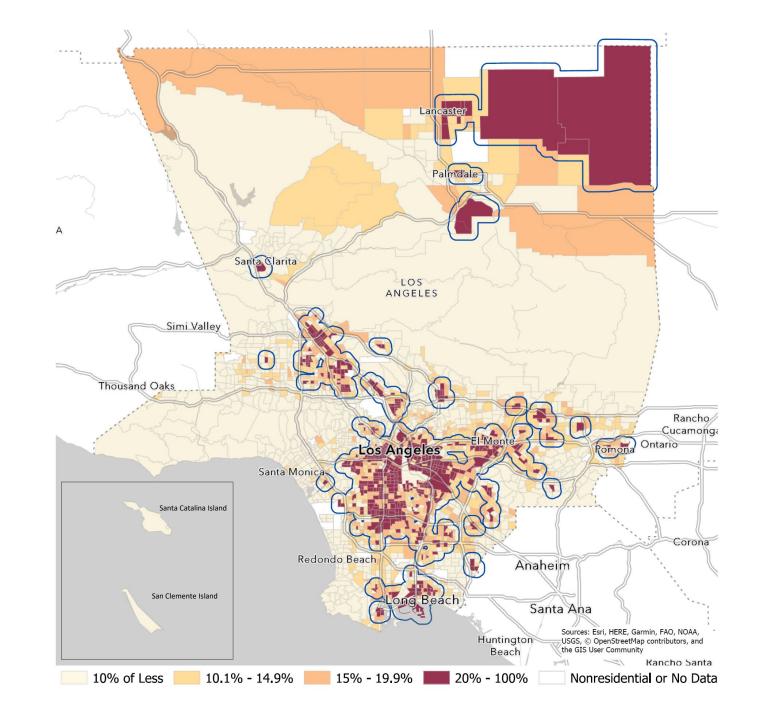
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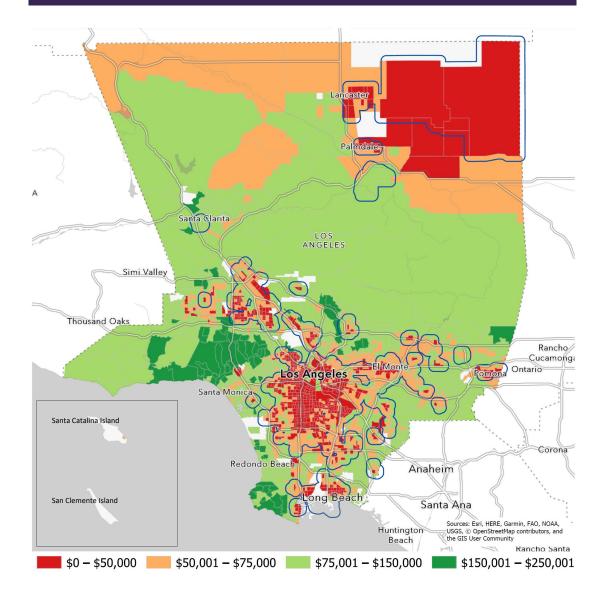
County of Los Angeles

May 5, 2022

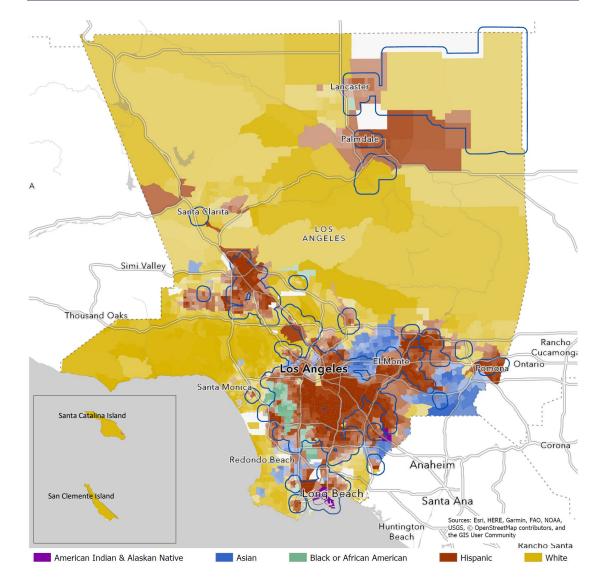
Over 365,000 households in Los Angeles County lack broadband service.



Median Household Income



Predominant Race by Census Tract



On November 16, 2021, the Board of Supervisors unanimously approved a motion to:

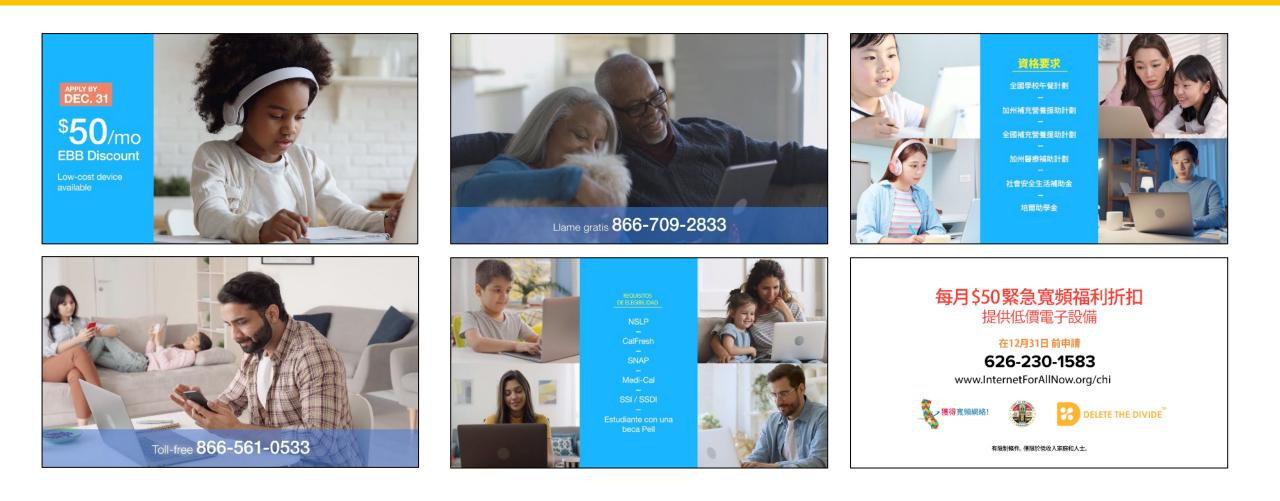
- Invest in viable options for the County to facilitate residential access to reliable broadband service in low-income communities
- Promotional campaign on financial subsidy programs
- Amendments to existing agreements with internet service providers and telecommunication companies
- Public-private partnerships for Community Wireless Network
- County-administered municipal broadband service

Countywide Promotional Campaign

Identified **\$3 million** in one-time funding to promote EBB and ACP adoption; phase one launched in December 2021 and included:

- media buys
- press releases
- virtual training sessions
- print and digital marketing
- text messaging, telephone calls, email marketing
- call center





Media Coverage Highlights

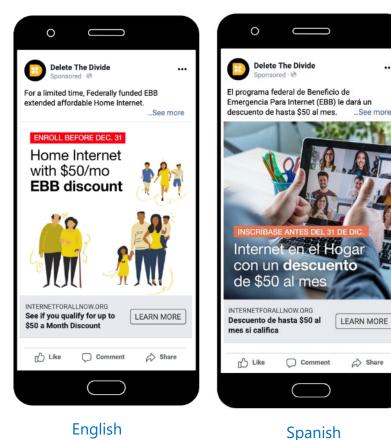






Facebook

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Low Cost Internet Deadline December 31 Apply Today Ad www.internetforallnow.org	
EBB Low Cost Internet program is available now. Apply by December 31st!	Mobile Ad
Desktop Ad	
Ad · www.internetforallnow.org/applytoday v 866-994-5177	
Low Cost Home Internet Internet For All Now EBB Program Find out about affordable Internet offers in your area. Deadline is December 31st. Apply Today. Deadline is December 31. Affordable Internet.	Aplique hoy EBB Programa en Espanol Benefico Internet en Espanol Ad internetforallnow.org/aplicahoy
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Google Search





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Vietnamese

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English

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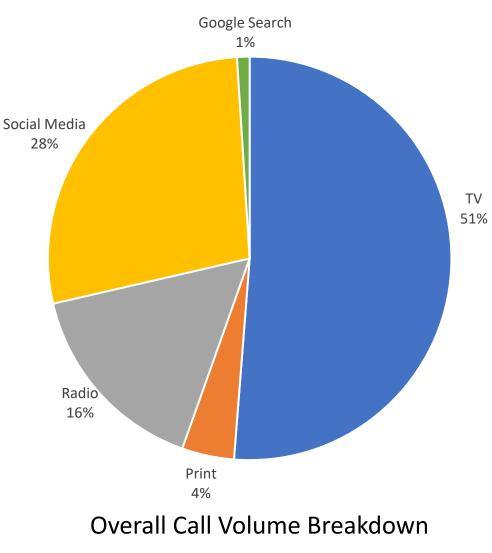
Chinese

Summary of Results

Paid media generated 16,900,118 impressions

- Media flight: December 6 to December 30, 2021
- 3,181 (64%) of calls/leads came from paid media
- Social media advertising generated more call volume than radio and print media combined (878 calls vs 641 calls).

Media	Total Impressions	Total Added Value	Call Volume/Leads
TV	12,633,946	\$85,296.00	1,630
Radio	2,946,099	\$12,500.00	508
Print	889,800	\$16,974.55	133
Social Media (Facebook)	347,563	N/A	878
Google Search	2,710	N/A	32
Media Total	16,900,118	\$114,770.55	3,181



Summary of Results



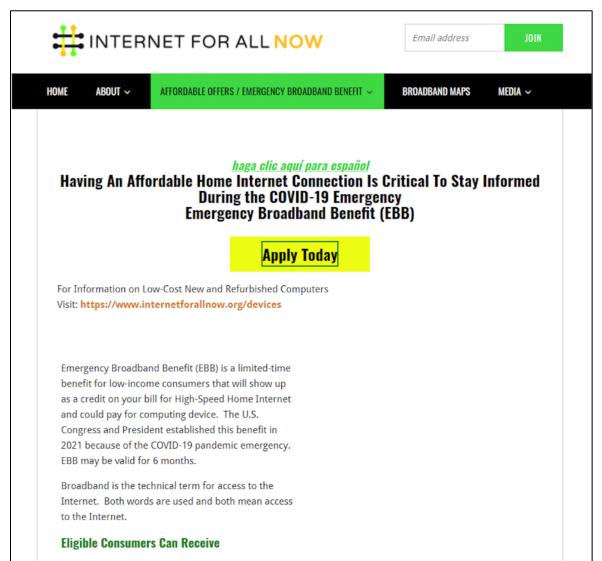
Calls are still coming in as a result of the campaign

*Collateral/Social Press kit/Press Releases

Summary of Results

Visits to IFAN EBB Application Landing page significantly increased in December

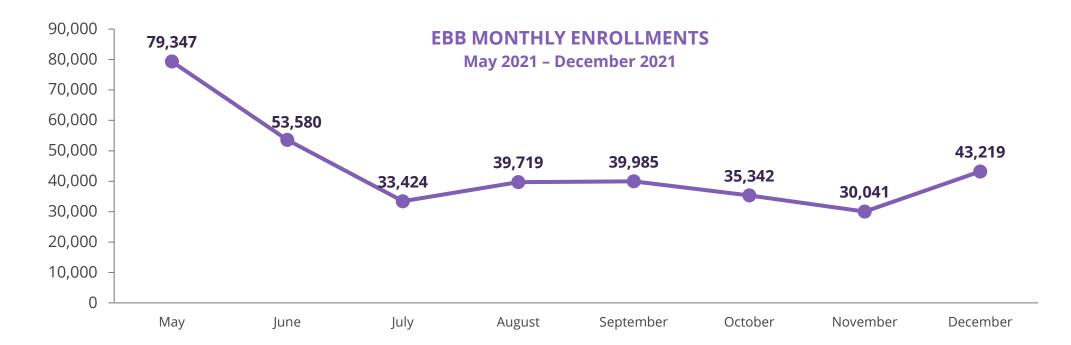
Visits increased 400% Nearly 50,000 views and 21,150 applications



Up to \$50 per month on Home Internet service

Countywide Promotional Campaign

The FCC reported a **43% increase** in EBB enrollments during the month of December 2021. Los Angeles now has the most enrolled households among counties within California.



Community Wireless Network

Performed an analysis to prepare a competitive solicitation for a Managed Services Provider (MSP)

- Conducted 20+ interviews with market participants
- Issued a public Request for Comments and reviewed 33 written responses
- Conducted site visits to identify viable County assets

Community Wireless Network

Released the competitive solicitation in March 2022.

- Pre-qualified MSPs will compete for future work orders to deploy broadband networks in communities impacted by the digital divide.
- RFSQ requires minimum speeds of 100 Mbps / 20 Mbps with technology scalable to 100 Mbps / 100 Mbps, aligning with Federal and State funding guidelines.



- Proposal deadline is May 13, 2022.
- Board of Supervisors' approval will be required prior to executing public-private partnerships with one or more MSPs

Community Wireless Network



Signed a MOU with the City of Los Angeles

- Added Los Angeles County Office of Education representing 80 school districts
- Established a working partnership to commit resources towards digital equity and inclusion initiatives
- Both agencies will deploy their assets and operations to bring new public connectivity infrastructure to communities
- Collaborating on projects and funding opportunities to maximize efficiencies and public impact while reducing duplication of efforts

Digital Navigators

A community-centered approach to improving broadband adoption and digital literacy.

- Hired from within the target communities
- In-person assistance with applying for subsidies, acquiring affordable devices, and technical support for accessing the internet
- Support residents at premises, community events, and call centers
- Administered a Request for Comments in March 2022





Questions?