



STAFF REPORT

Meeting Type:	City Council
Meeting Date:	July 20, 2026
From:	Gregory Brewster, IT Director
Subject:	IGA Revision: Clackamas County Business ISP Services

DECISION TO BE MADE:

Whether to authorize an amendment to the existing IGA with Clackamas County to revise the monthly price for the half-gigabit speed tier.

APPLICABLE COUNCIL GOAL:

N/A

BACKGROUND / CONTEXT:

On [October 6, 2025](#), the City Council approved an amendment to an existing IGA between the City of Sandy and Clackamas County's Broadband Exchange (CBX) for offering business level ISP services within Clackamas County. The IGA was originally created back in 2022.

In the 2025 amendment, staff proposed a special rate for a number of lottery sites that were awarded to both CBX and SandyNet to service. That project has since wrapped up. In that same amendment, a new rate was established for businesses that wanted a half-gigabit connection (or 500 Mbps down and 500 Mbps up). The price for that plan was originally set at \$100 a month, with \$52 being held by the City, and the remainder being remitted to the County.

KEY CONSIDERATIONS / ANALYSIS:

During the construction of many of the lottery sites, SandyNet and CBX determined that the originally established rate for the half-gigabit service would need to be increased to \$120 to be sustainable. Staff have made proposed revisions to the IGA to increase the monthly rate for the half-gigabit service tier to \$120 a month. The new proposed revenue split would have \$60 retained by the City and the remaining \$60 to be sent to the County.

Staff are aware that by raising the price of the half-gigabit speed package, the offering may be less competitive compared to other service providers in the area. This has been more noticeable in areas primarily fed by cable providers, which are currently offering long multi-year promotional plans. However those who are not available for a promotion with their current provider or lack access to fiber optic as a medium have been more likely to inquire about the half-gigabit plan. Overall staff does not believe that the proposed rate increase will discourage interest in SandyNet.

Upon reviewing the work performed under the lottery project, both City Staff and CBX have determined that the new proposed rate will increase the City's return on its investment, and cover any additional costs associated with the subscriber. For example, the lottery project did not require SandyNet to provide a router, whereas a subscriber under the half-gigabit plan is more likely to need an additional piece of equipment. Both the City and County are comfortable that the new proposed rate will be a more sustainable package for the future.

BUDGET IMPACT:

Each half-gigabit connection will provide SandyNet an additional \$8 per month, for a total of \$60 per month. The remainder of the added revenue will be sent to the County.

RECOMMENDATION:

Staff respectfully request that City Council review and approve the revisions to the IGA between the City of Sandy and Clackamas County.

SUGGESTED MOTION LANGUAGE:

"I move to authorize the City Manager to sign the revised IGA between the City of Sandy and Clackamas County for business broadband services, as included in the meeting packet."

LIST OF ATTACHMENTS / EXHIBITS:

- Revised Intergovernmental Agreement Between the City of Sandy and Clackamas County for Business Broadband Services