



March 26, 2010

Google
1600 Amphitheatre Parkway
Mountain View, CA 94043

Dear Google:

The City of Falls Church Economic Development Authority is a seven member volunteer board appointed by the City Council. The EDA was created to advise City Council on economic development issues and proposals. Part of our mission is to help achieve the full economic potential of the City. That potential comes from a variety of fairly unique attributes of Falls Church:

- **Size:** The City of Falls Church is 2.2 square miles, making it one of the smallest local governments in the country.
- **Location:** The City is situated about 4 miles outside of our nation's capitol, inside the Capital Beltway.
- **Citizens:** The residents of the City are highly educated.
- **Government:** As an independent city within the Commonwealth of Virginia we maintain our own elected government which allows the City to efficiently and quickly evolve.
- **Schools:** The City operates an independent school system which is highly regarded regionally and nationally.

We see a great fit between these attributes and the goals Google has established for the Fiber for Communities project.

Size and Government

The City is small, fully developed, and controlled by an active and agile local government. This would allow Google to quickly deploy a new fiber network in our community for this trial. Our residential stock consists of a variety of structures from historic single family homes, to modern multi-unit apartment and condo buildings, to everything in between. This variety, all contained in a small geographic area, would allow Google to easily test a variety of new deployment techniques.

Our City government fully supports Google's Fiber for Communities project and would work quickly to provide any permits or approvals that would be needed for deployment.

Location

Our proximity to Washington DC means that many government workers currently live in the City. These workers, in addition to many others in this region, are often encouraged to tele-work from their homes in order to alleviate traffic and environmental problems associated with commuting. In addition to industries related to the federal government, the region boasts a high concentration of bio-tech, internet, and other technology companies. All of these industries are poised to take advantage of ultra high-speed Internet services.

Citizens

The average education level of our citizens means we have a high concentration of doctors, lawyers, educators, and similar professionals which could utilize high-speed Internet service. The education level means that our citizens are also more comfortable and familiar with technology and could quickly adapt to, and take advantage of, the cutting edge services that would evolve as a result of these new internet speeds.

Our proximity to the federal government also means we have a significant population of Foreign Service workers, both Americans and people from overseas. Access to ultra high-speed data networks would allow these workers to interact with people all over the world in ways that currently are not available.

Schools

Because our small, world class, school system is independently operated it is able to take advantage of new technologies much faster than larger school systems. For example, the use of Google Docs and related applications has been quickly spreading through the schools as teachers and administrators learn the value of these web-based technologies.

With only four schools in our system we could quickly extend Google's fiber service to our entire school system.

Many citizens are attracted to Falls Church because of the size and quality of the public schools, which means that parents are highly motivated and very involved with their children's education. This means that any new applications that evolve as a result of the availability of ultra high-speed Internet access will be quickly adopted by parents and families.

We recognize that there are several areas where our City does not meet Google's stated criteria. Specifically, the relatively small size of our population (fewer than 12,000 people) and the fact that other fiber data services are already available in this area are not in line with Google's criteria. However, we think Falls Church fits Google's primary requirement very well, "above all, we're interested in deploying our network efficiently and quickly, and are hoping to identify interested communities that will work with us to achieve this goal." Our small community is willing and able to move quickly to help Google deploy an ultra high-speed network as fast Google wants.

If Google chooses to deploy trial networks in more than one community it seems that the City of Falls Church would be an outstanding component. Our proximity to D.C. would allow Google to use us as a showcase for what's possible, giving the FCC and other government entities some hands on experience with these new networks.

If our City is accepted into Google's Fiber for Communities trial the Economic Development Authority would provide our full support to all aspects of the project. We truly believe Falls Church is uniquely positioned to serve as an outstanding test bed for Google's project and we look forward to Google's full consideration of our application.

Sincerely,

David Tarter
Chairman
Falls Church Economic Development Authority