

City of Merced, CA

Request for (RFP)

for

Broadband Public-Private Partnership

PROPOSALS DUE NO LATER THAN:

2:00PM

August 28th, 2023

Submit Proposals to:

City of Merced

ATTN: Broadband Public-Private Partnership

Jeff Bennyhoff

678 W 18th Street

Merced, CA 95340

TABLE OF CONTENTS

NOTICE OF REQUEST FOR PROPOSAL

- I BACKGROUND
- II SCOPE OF WORK
- III RESPONSE FORMAT
- IV INSTRUCTIONS TO RESPONDENTS
- V EVALUATION CRITERIA
- VI CONTRACT PROVISIONS

APPENDIX A – RESPONSE MATRIX

APPENDIX B – GRANT GUIDELINES

CITY OF MERCED

NOTICE OF REQUEST FOR PROPOSALS

Broadband Public-Private Partnership PUBLIC-PRIVATE PARTNERSHIP

The City of Merced is seeking one or more qualified private parties to enter into a public-private partnership with the City to expand residential and business broadband access using a planned carrier-grade, redundant backbone ring City fiber network and the state middle-mile network (Golden State Net) along U.S. Highway 99. The planned 179,964 + feet of fiber optic network is predominantly located Underground, and will connect 876 locations via a services loop and pass more than 12,595 addresses within a 750ft buffer. This planned network will allow the private partner to build laterals and service drops to future residential and business subscribers.

The partnership will increase the availability of affordable broadband Internet access and market competition throughout the City. The private internet service provider will operate, manage, and sell or provide services through the FCC ACP program for retail internet services over the publicly owned fiber optic backbone network in exchange for lease payments, revenue share, match contributions for grant applications, or new City network construction (or a combination thereof). The City intends to work with the private partner in developing comprehensive and competitive federal and state grant applications. The City is also working in cooperation with the County of Merced for regional partnership opportunities for broadband expansion and expects this project to be part of the regional solution.

Proposals must be submitted to the City's via mail or dropped off at the City Clerk's Office at the submittal address listed below. Information is available on the City's website at [Bid Opportunities | City of Merced, CA](#)

PROSPECTIVE RESPONDENT DEADLINE FOR QUESTIONS: August 18th, 2023

RFP DUE DATE: August 28th, 2023

PUBLIC OPENING DATE: August 28th, 2023

SUBMITTAL LOCATION:

City Hall

City of Merced

678 W 18th Street

Merced, CA 95340

DIRECT WRITTEN QUESTIONS VIA EMAIL TO:

Jeff Bennyhoff

bennyhoffj@cityofmerced.org

Subject: Question RFP Broadband Public-Private Partnership

I. BACKGROUND

The City of Merced, CA is the county seat and largest city in Merced County, California, with a population of 86,333 at the 2020 census. Merced is located 55 miles northwest of Fresno, 110 miles southeast of Sacramento, and is known as the “Gateway to Yosemite National Park”. The City covers an area of approximately 23 square miles.

The City of Merced recognizes that access to high-speed internet is a necessity for its residents, businesses, healthcare providers, schools, and non-profit sector. The City has been focused on making broadband more affordable, reliable, and available to all areas to enhance broadband access, economic development, quality of life, and government innovation. In 2022, Merced County engaged Magellan Advisors (an Entrust Solutions Group company) to develop a Broadband Strategic Plan for the county as a whole including an inventory the public and private broadband assets, market and community need assessment, and develop a Conceptual Network Design to improve the city’s connectivity and provision of public services as well as meet broadband needs for the unserved and underserved parts of the community. The City of Merced was an active participant in this broadband planning process. Armed with the results of the broadband plan, in summer 2023, the city began to take steps to implement the broadband plan concepts specific to the city as identified in the broadband strategic plan. The City plans to expand their existing fiber network to complete a Citywide redundant backbone ring and connect at least 876 unserved residential locations (as identified by the California Public Utilities Commission).

City Backbone Fiber Optic Ring

The City of Merced is seeking a qualified network operator to provide competitive, reliable retail internet services to the community and businesses. The backbone loop design would connect critical government facilities while enabling last mile connections to residents and businesses.

The goal of completing the City’s backbone fiber ring is to increase community access, enable investments in last mile by private providers, create a competitive broadband marketplace and facilitate digital equity and inclusion, economic development, and improvements in quality of life.

Once completed, 179,964 feet of fiber infrastructure would be available in a redundant loop design, and would pass more than 12,595 serviceable addresses within 750ft that could be connected by an ISP utilizing City fiber. The green line in the graphic below shows 52,750ft of new construction that would occur, and the red line shows the existing 127,214ft of

infrastructure that could be utilized as part of the public-private partnership. The blue represents addresses within the 750ft buffer of the fiber optic infrastructure ring.

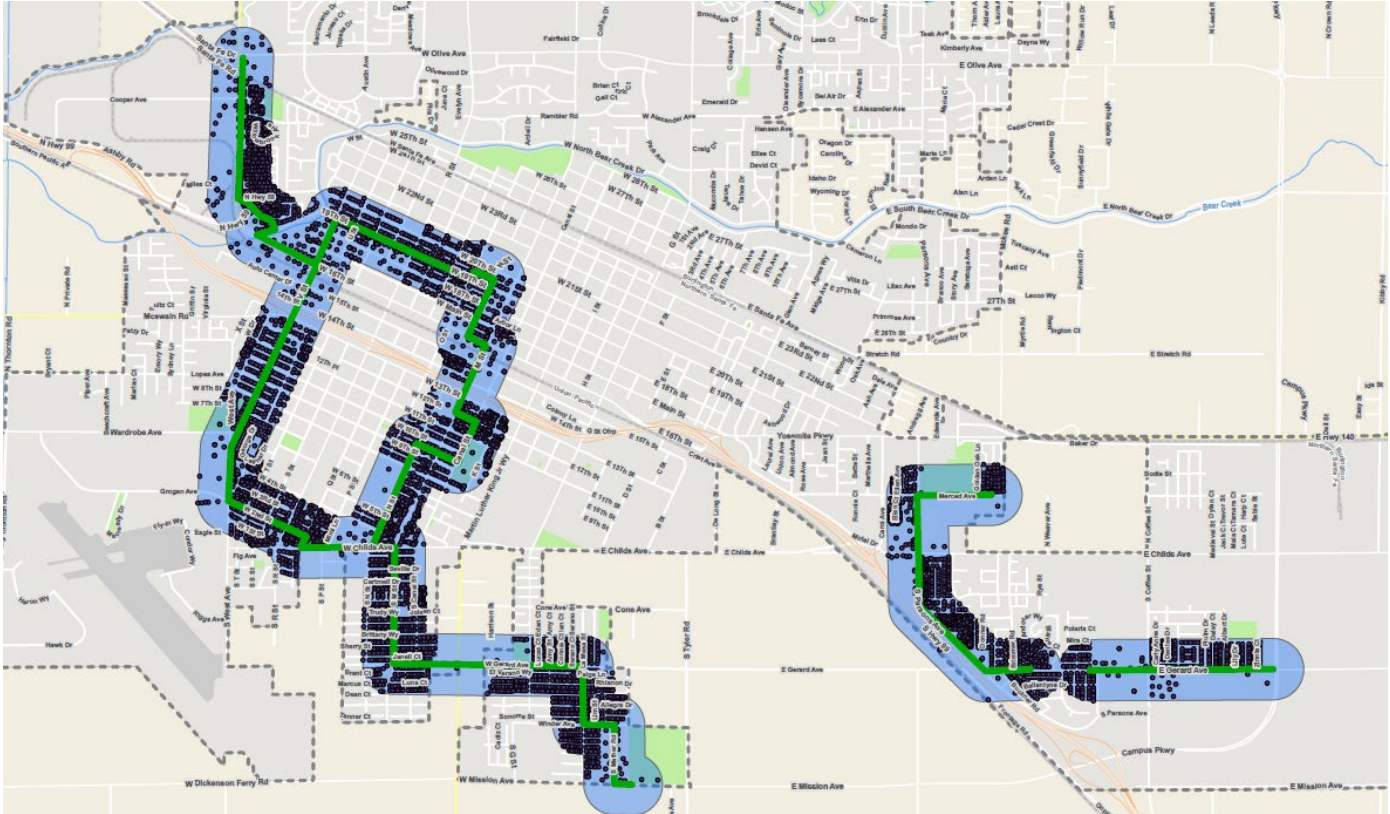
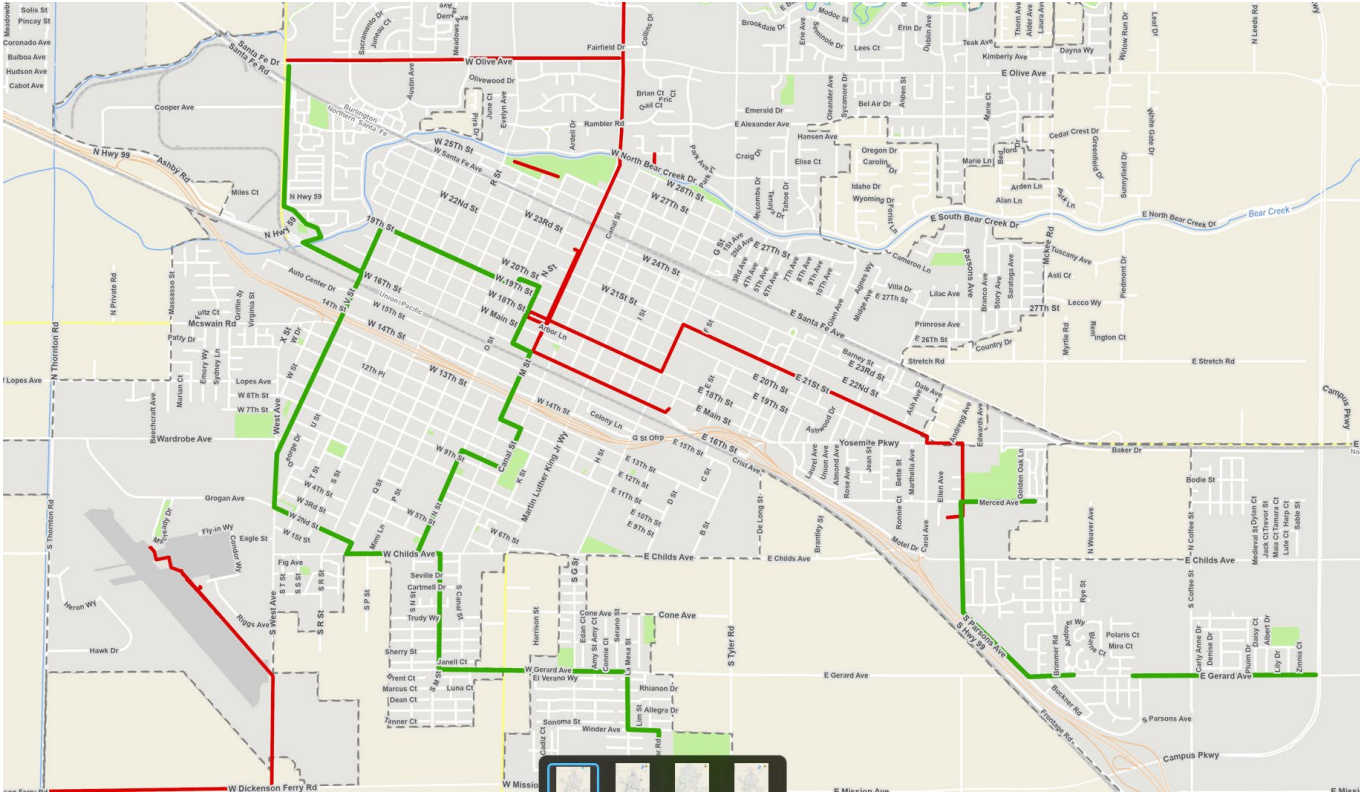
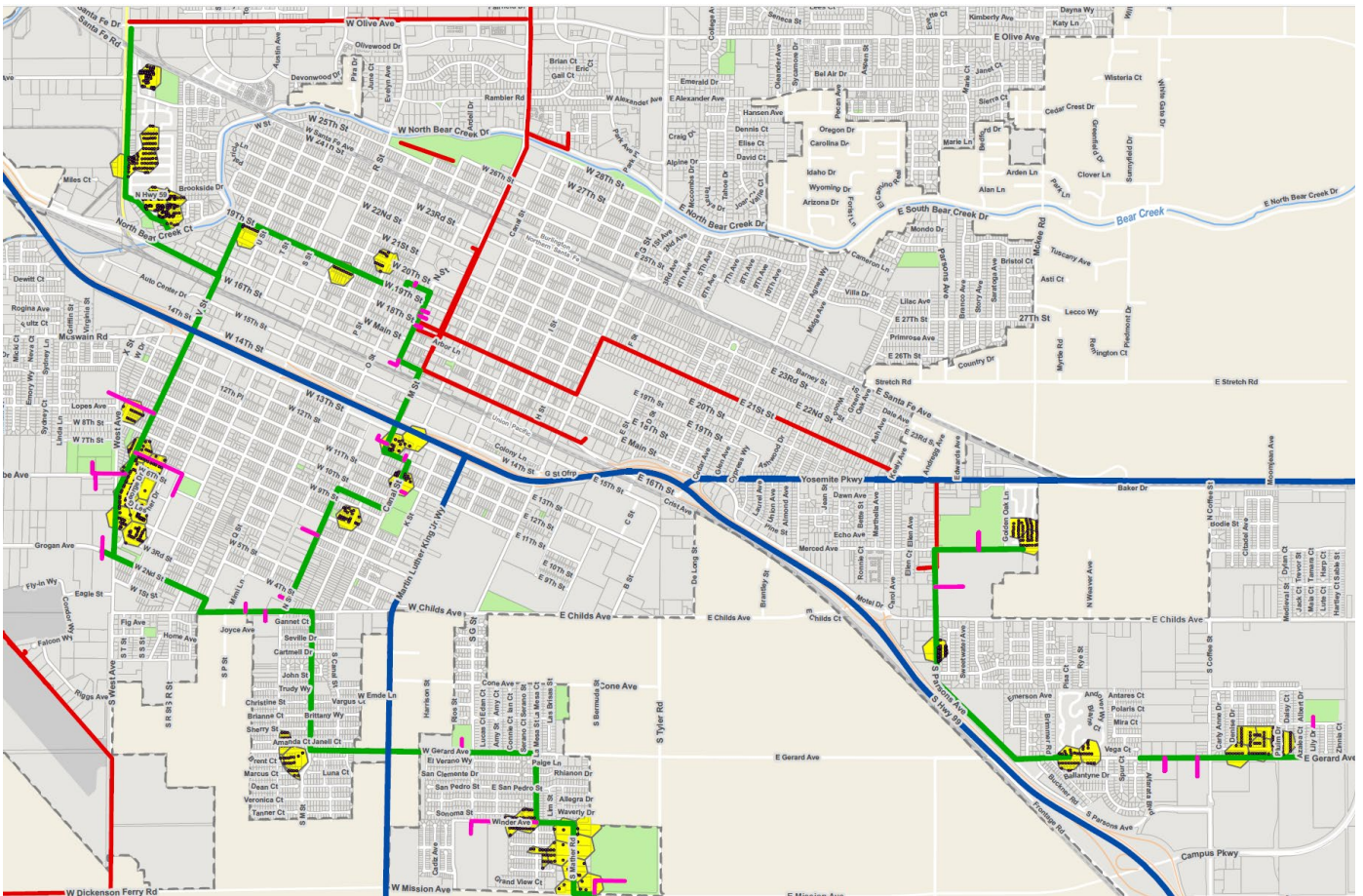


Figure 1 - Conceptual Design for City Backbone Fiber Optic Ring

The City's fiber optic backbone ring will also be inter-connected with the state middle-mile network, known as Golden State Net. GSN is well underway, with portions of the network being planned and designed within the City of Merced along Routes 59, 99, and 140 (shown in blue below). The design is still conceptual in nature; the City welcomes each proposer's suggested phasing and routing adaptations to the conceptual network design based on additional private assets that could be leveraged through a public-private partnership.

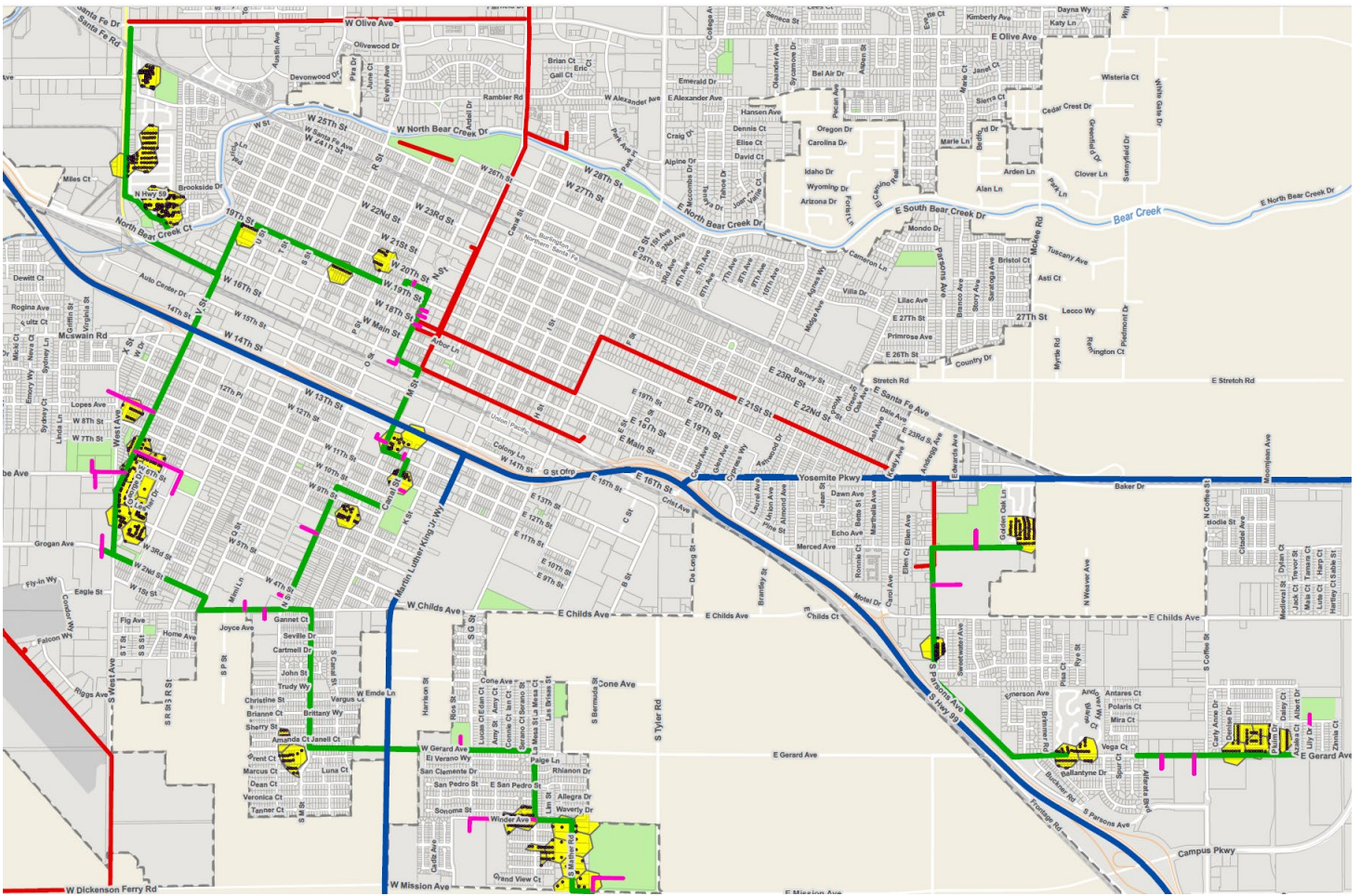
Connecting Unserved Locations

In addition to the Citywide backbone loop, the City has also developed conceptual designs as part of Phase 1 to construct service drops to more than 876 locations that have been identified by the CPUC as "unserved" and thus eligible for SB 156 Last Mile grant funding. The yellow hexes represent the "unserved" area under SB156. The black dot represents "Unserved" residential locations that would have service loop to the address constructed as part of the City SB156 grant application.



Grant Funding

The City's intent is to construct all or part of this network expansion through state and federal grants, particularly Senate Bill 156 Last Mile Federal Funding Account grants and the California Advanced Services Fund (CASF) Broadband Infrastructure Account grants and American Rescue Plan Act funding.) The State created maps that identify areas throughout the City that are prioritized for funding eligibility based on unserved status, disadvantaged or vulnerable community indicators, or low-income areas.



The Partnership

Through this RFP, the City hereby solicits one or more experienced operators that are prepared to partner with the City in the development, completion, and retail operations of the City's fiber optic network. A qualified partner would be able to demonstrate experience and ability to perform the following roles:

- Network operations, maintenance, and management
- Network construction & permitting
- Marketing & retail sales of Broadband -premises services
- Financing and constructing service drops and laterals to subscribers
- Customer services, billing, and network operations center (NOC) support
- Technical field work, subscriber calls for service, and network repairs
- Cash contributions toward match funding as required by various state and federal grant applications
- In-kind contributions of private broadband assets and/or services that would expand or enhance the City's network

The City intends to pursue grant funding to assist with the cost of deploying this network infrastructure from both state and federal agencies, including the Economic Development Administration (EDA), Federal Communications Commission (FCC) programs where relevant, the National Telecommunications Information Administration (NTIA) implementation of the Broadband Equity, Access & Deployment (BEAD) program, California Advanced Services Fund (CASF) funding accounts, and California SB 156 Last Mile Federal Funding Account programs through the California Public Utilities Commission (CPUC) and Department of Technology (CDT). Assisting the City in developing comprehensive, feasible, and competitive grant applications, and willingness to contribute toward match funding requirements, is a critical role for the City's selected partner. The City has set aside funding for this project in the amount of \$1 million dollars to be used towards this project as matching funds. This \$1 million of funding is from the American Rescue Plan Act.

The City prefers a qualified partner(s) with the ability to permit, design, support construction, and contribute to the project, either through capital or an in-kind contribution, and will evaluate proposals based on the criteria within this RFP that emphasizes the contribution from potential partnering organizations. Through a joint-build process, partnering organizations may also install their own conduit and/or fiber cable concurrently with City-owned plant, but such proposed privately-owned assets that duplicate new City infrastructure may not be considered as the in-kind contribution to this project, nor as part of the total project cost.

The City also emphasizes the importance of a partner that prioritizes un- and underserved, disadvantaged, vulnerable, or low-income areas to ensure grant eligibility and realize the public benefits of this network as soon as possible.

II. SCOPE OF WORK

The City of Merced is seeking a qualified partner(s) with the ability to permit, design, contribute to, and operate the City's fiber optic network. The city will conduct a separate RFP process for construction of the network with input from the respondent. The respondent should plan to work with the city's selected contractor for the construction of the city-owned portions of the network. The selected respondent(s) should hold a Certificate of Public Convenience and Necessity (CPCN) or qualify as a facilities-based broadband service provider and commit to extending its own communications network off any newly installed fiber to provide retail high-speed broadband internet and data services to residents and businesses. The selected respondent(s) will partner with the City to pursue federal and California state grant funding

opportunities to fully finance the project, and comply with any requirements, conditions, or service offerings as required by any grant sponsors, including, but not limited to, any affordable connectivity programs or connecting under-served or disadvantaged areas. The City seeks respondents that can contribute private broadband assets to leverage and is willing to provide match funding for federal and state grants. The City is seeking a fair exchange for rights to use the City's current and future network, which may include Indefeasible Right to Use (IRUs) fees, dark fiber lease(s), revenue share, in-lieu payments through cash contributions toward match funding for grants, or a combination thereof.

Conceptual Design Scope

Phase 1 – City Backbone Loop & Unserved Locations

- 52,750 feet of new underground construction of two 2" conduits located 36" below the surface; one conduit with a single 288-strand fiber optic cable installed.
- 12,150 feet of new underground lateral and service drops construction of a single 2" conduit located 36" below the surface; one conduit with a single 24-strand fiber optic cable installed.

Responses to this RFP shall be evaluated according to the Evaluation Criteria in Section V. At this stage, the City is still working through design. This is not a competitive bid request, and the City shall weigh responses based on all the criteria, not necessarily the lowest cost or most responsive bidder. Construction shall be subject to a public competitive bidding process, at the sole discretion of the City.

The City requests proposals from respondents that are qualified and prepared to provide all of the following:

A. Grant Application Coordination

The City of Merced is preparing to submit a grant application for funding through California SB 156 Last Mile Federal Funding Account, as well as future CASF Broadband Infrastructure Account grants. Responders shall clearly state their intention to coordinate as the City's private partner on any grant applications, and comply with any requirements of grant sponsors, including any affordability programs. The City assumes primary responsibility for preparation and submittal of grant application materials, and, if successful, grant administration.

B. Matching Funds/In-Kind Contribution for Grants

Proposers shall state their proposed local match contribution for grant application(s)

and to the total public project cost, either as a cash, in-kind contribution, or both. This may include the equivalent value of any proposed construction of service drops to connect unserved locations or disadvantaged areas (as identified on CPUC maps and databases). Any proposed match or in-kind contribution shall be separate and independent of any anticipated direct costs to the proposer that may be incurred as a result of any joint build of privately-owned/operated assets installed concurrently with grant-funded construction.

If the proposer is recommending phasing and routing adaptations to the conceptual network design based on private assets that could be integrated with the City network, proposal shall state and describe the alternative routing and identify the potential construction cost savings (and thus, the equivalent value of the in-kind contribution to the project).

C. Project Permitting

- 1) Proposer shall assume responsibility for securing all project permitting. However, the City shall provide free or reduce cost encroachment permits as part of this Broadband Public-Private partnership.
- 2) The City assumes the responsibility of securing all ROW access and other required permissions necessary for the middle mile ring.

D. Design Engineering Coordination

- 1) The City shall fund, procure, and complete full design engineering and a bill of materials for the project based on the conceptual design and input from the selected respondent.
- 2) As the City's partner, the selected respondent shall coordinate and cooperate with the City during the design engineering stage to ensure the final design meets the contractually agreed expectations of both parties, can provide the services and utilization described herein and within any grant applications, and can be constructed within a reasonable budget.
- 3) The selected partner shall coordinate with the City to ensure any existing privately-owned assets that could be leveraged to reduce the build cost are incorporated into the design engineering process.

E. Project Backbone Construction Responsibilities

The partner shall coordinate and cooperate with the city's selected contractor during construction of the backbone network.

F. Last Mile Distribution

The selected respondent(s) shall negotiate and commit to privately finance and construct additional fiber optic infrastructure, including but not limited to, privately-owned conduit and fiber optic laterals and service drops in order to expand high speed broadband service offerings within the City of Merced, with a particular focus on affordability and access for un- and underserved, disadvantaged, vulnerable, or low-income areas.

G. Network Operations, Maintenance, Sales, and Service

- 1) The responder shall undertake the following operational and sales responsibilities:
 - i. Management & operations of the City’s network
 - ii. Exclusive retail sales of lit services on behalf of City to residential and commercial customers, in compliance with affordability requirements from any applicable state and federal grant programs
 - iii. Maintenance and operation of City OSP network, including reporting and oversight of maintenance activities
 - iv. Perform 811 USA operations of the City OSP.
 - v. Secure long-haul transport services with redundant circuits
 - vi. Networks Operations Center (NOC) support
 - vii. Equipment, fiber asset, hub and colocation facility management
 - viii. Customer interface (sales, provisioning, billing, customer service, technical support, collections)
 - ix. Lateral/service drop financing, engineering, construction, and management
 - x. Marketing campaign
 - xi. Regulatory filings, taxes, fees, etc.

III. RESPONSE FORMAT – Please format response according to Matrix in Appendix A

A. Cover Letter / Letter of Interest (LOI) on company letterhead including:

- 1) Short company introduction highlighting experience, track record, qualifications, introductory comments, plus any intention to use any third-party/subcontractors.
- 2) Why the respondent is interested in a partnership with the City.
- 3) Clearly state the respondent’s intent to partner with the City on grant applications for the SB 156 Last Mile Federal Funding Account and the CASF Broadband Infrastructure Account and identify the proposed contributions

toward match funding requirements.

- 4) Clearly indicate if respondent is willing and capable to build last-mile connectivity in order to operate and provide services to un- and underserved, disadvantaged, vulnerable, and/or low-income areas at affordable rates.

B. Table of Contents: Clearly identify each section in the order listed below.

C. Background of the Proposed Partner(s): Provide an overview of the respondent's organization, services, and capabilities.

- 1) Company's knowledge, years of experience, and operations within the broadband telecommunications industry and, if applicable, infrastructure development in the City of Merced.
- 2) Provide details\resumes on key expertise\key personnel.
- 3) List any licenses, registrations, or certifications as required by law to perform the scope of services in this RFP.
- 4) Provide an overview of company's assets, products and services, operations, total subscriber count, type of services, local presence in the City of Merced, and other markets served in California and other states.
- 5) List any similar arrangements you have entered with counties, municipalities, electric utilities, or other public-private partnerships.
- 6) List any litigation or disputes you have been in within the last 48 months with a government entity.
- 7) Please include any installation, sub-contractors, partners, or service contractors in the region that may be utilized again for this project.

D. Financial Health: Please include a statement of your firm's financial health. Please state if you have any recent dispute or legal action that might impact your ability to perform.

E. Description of your Proposal and Partnership Arrangement:

- 1) State and describe the proposed match funding and/or in-kind contributions, including the equivalent cash value of any in-kind, to be contributed by private sources to the public cost for the network expansion project.
 - i. Exclude any direct or indirect costs incurred by the respondent that may result from the joint build to concurrently install privately-owned infrastructure that duplicates existing or new City infrastructure.

- ii. If the proposer is recommending phasing and routing adaptations to the conceptual network design based on private assets that could be integrated with the City network, proposal shall state and describe the alternative routing and identify the potential construction cost savings (and thus, the equivalent value of the in-kind contribution to the project).
- 2) Price & Terms of payment proposed in exchange for rights to sell retail services over the City's network (IRU fees, lease payments, revenue share, and/or in-lieu or in-kind contributions), including any exclusivity terms and length of proposed agreement.
- 3) Technical specifications for any proposed last mile distribution build of privately owned fiber infrastructure, including but not limited to:
- i. Map/description of any privately funded last-mile or middle-mile fiber routes in addition to the proposed City-owned network.
 - 1. Identify proposed aerial vs. underground build.
 - 2. Identify which of these areas qualify under state and federal grant eligibility due to un- and underserved, disadvantaged, vulnerability, or low-income status.
 - ii. Type & size of conduit to be used for private build.
 - iii. Type and strand count for any fiber cable to be installed as part of private build.
 - iv. Estimated cost of privately funded construction.
 - v. Proposed technical specifications and plan for interconnecting private build within auxiliary public network infrastructure (vaults, handholes, pull boxes, etc.), if applicable.
 - vi. Description of your strategy, materials, and recommended construction method(s) for installation of last mile fiber and/or service drops, including on private property, to connect customers to the City backbone network.
 - vii. Estimated number of businesses, residents, and anchor institutions to be served by the proposed private infrastructure, including take rates and estimated schedules for phasing and/or service roll-out.
 - viii. Proposed retail pricing for tiered, symmetrical service offerings to be provided through new private infrastructure, minimally for 50 Mbps, 100 Mbps, 200 Mbps, 1 Gbps, and up to 10 Gbps. Please describe any additional value-added services and pricing.
 - ix. Considerations for connectivity to internet points of presence, including dual or singular route, in order to provide retail ISP services.

- 4) Estimated total construction cost of City's Conceptual Network Design (the City is not requesting a formal construction bid at this time, but only an estimate based on the conceptual design)
- 5) Description of anticipated construction phasing (including timeline).
- 6) Expertise/experience in construction of similar networks (if applicable).
- 7) Considerations for permitting fees or expediting permitting processes.
- 8) Define any requirements or commitments that the respondent would need from the City to ensure a successful agreement or partnership.
- 9) Provide potential conflicts of interest disclosure that is a direct or indirect financial investor, partner, employee, or member of any corporation, partnership, or other legal entity making or participating in this proposal.
- 10) Additional details, preferred arrangements, or creative business models.
- 11) Clearly outline any limitations or oppositions in your ability to meet any requirements detailed in the RFP.

F. **Third-Party / Subcontractors:** If the Respondent intends to subcontract, please provide a detailed list of any sub-contractors, partners, or third-party vendors who will be involved in the implementation of the project (including any privately funded joint build), including but not limited to:

- 1) Description of the Respondent's experience with each of the proposed subcontractors, and
- 2) Three (3) customer references for each subcontractor to include references names and contact info for products and services similar to those described in this RFP, and
- 3) Describe the specific role of each.

G. **References:**

- 1) Provide a minimum of three (3) references of existing partners, municipalities, or constituents served in a similar fashion as described in this RFP.
- 2) Provide three (3) industry references that demonstrate your ability to successfully plan, implement, and deploy broadband networks, products, and services using innovative public and/or private environments.

H. **Response Matrix:** Please complete a Response Matrix (see Appendix A). If alternative or multiple proposals are being offered, please include a Response Matrix for each alternative approach.

IV. INSTRUCTIONS TO PROPOSERS

Completed responses must be submitted to the city via mail on a USB Drive

Broadband Public-Private Partnership

Information Technology

678 W 18th Street

Merced, CA 95340

Respondents are responsible for ensuring their submissions are received by the City on or before the Submittal Deadline. No oral, telegraphic, facsimile, e-mail, or telephone proposals or modifications will be considered.

4.1 Responses

Respondents must submit their responses and all required information and forms by the submittal deadline. Responses failing to provide complete information may be deemed non-responsive. Offerors should keep copies of their submittals for future reference.

4.2 Modification of Responses

Any Respondent who wishes to make modifications to a response already received by City must withdraw their response in order to make the modifications. All modifications must be made on-line, properly by Respondent's authorized representative, executed, and submitted in accordance with the terms and conditions of this RFP. It is the responsibility of Respondent to ensure that modified responses are resubmitted before the Submittal Deadline.

4.3 Examination of the Request for Information

Respondents should carefully examine the entire RFP, any addenda thereto, and all related materials and data referenced herein or otherwise available to offeror.

Respondents shall be presumed to be familiar with all specifications and requirements of this RFP. The failure or omission to examine any form, instrument or document shall in no way relieve offerors from any obligation with respect to this proposal

4.4 RFP Response

Respondents must submit their response and all information and forms by the submittal deadline. Respondents should keep copies of their submittals for future reference.

4.5 Costs Incurred in Responding

The City will not pay any costs incurred in RFP preparation, presentation, demonstration, or negotiation, nor does it commit to procure or contract for any services. All costs of proposal preparation shall be borne by the offeror. It is understood that all RFIs, inquiries, and correspondence relating to this RFP and all reports, charts, displays, schedules, exhibits, and other documentation will become the property of the City of Merced when received by the City and may be considered public information under applicable law. The City assumes no liability for any costs incurred by respondents throughout the entire selection process.

4.6 Nomenclatures

The terms "Successful Offeror, Successful Contractor, and Contractor" may be used interchangeably and shall refer exclusively to the firm with whom the City enters into a contract.

The terms "RFP" refer to all Request for Proposal documents and related addenda produced by the City and provided to prospective Offerors.

RFP = Request for Proposal

4.7 Confidential and Proprietary Data

All materials received relative to this RFP will be kept confidential, until such time an agreement is presented and the RFP is canceled, at which time all materials received will be made available to the public. Proposals received will be subject to Government Code §6250, the Public Information Act. Under the Act, the City may be obligated to provide a copy of any and all responses to this Request for Proposals, if such requests are made.

V. EVALUATION CRITERIA

At its sole discretion, the City may elect to combine any phases under a single partnership agreement with a single responder; alternatively, the City may elect to enter into agreements with two or more proposers for different sub-phases of the project.

The following criteria shall be used when evaluating proposals.

| Category | Description | Maximum Points |
|--|--|----------------|
| Qualifications & Experience | The proposer’s qualifications and experience handling similar projects and public-private partnerships, including but not limited to: the length of time in business, knowledge and education of key personnel, presence in The City of Merced, and fiscal health. | 25 |
| Contribution | The value of cash or in-kind contributions toward grant submittals and/or the publicly owned fiber optic backbone ring project, separate from and excluding any investment in private infrastructure through joint build or last mile distribution laterals. | 20 |
| Price & Terms | The terms of payment (IRU fees, lease payments, revenue share, and/or in-lieu or in-kind contributions) proposed in exchange for rights to sell retail services over the City’s network. | 15 |
| Ability to Perform | Proposer shall demonstrate ability to execute within FFA 24 month timetable through related experience | 5 |
| Broadband Offerings | The speed, pricing, and retail offerings proposed to businesses and residents, including the ability to provide symmetrical services and reach un- or under-served, disadvantaged, vulnerable, and/or low-income areas. | 10 |
| Private Infrastructure | The value and scope of the proposed privately funded last mile distribution infrastructure used to connect un- or underserved, disadvantaged, vulnerable, and/or low-income areas as identified by state and/or federal grant programs. | 25 |
| TOTAL POSSIBLE POINTS | | 100 |

VI. CONTRACT PROVISIONS

- A. Davis-Bacon Act, as amended (40 U.S.C. 3141-3148). All prime construction contracts in excess of \$2,000 must be in compliance with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors are required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors are required to pay wages not less than once a week. The decision to award a contract or subcontract is conditioned upon the acceptance of the wage determination. The City will report all suspected or reported violations to the Federal awarding agency.
- B. Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The City will report all suspected or reported violations to the Federal awarding agency.

APPENDIX A
RESPONSE MATRIX

Please refer to Section III for details expected in each section

| | |
|--|------------------------|
| <p>A. Cover Letter Items 1-5)</p> | <p>Response</p> |
| <p>A.1 company introduction</p> | |
| <p>A.2 Why the respondent is interested</p> | |
| <p>A.3 partner with the City on grant applications</p> | |
| <p>A.4 willing and capable to build last-mile connectivity</p> | |
| <p>B. Table of Contents</p> | |
| <p>C. Background (Items 1-7)</p> | |
| <p>C.1 Company's knowledge, years of experience</p> | |
| <p>C.2 Provide details\resumes on key expertise\key personnel</p> | |

| | |
|---|--|
| C.3 List any licenses, registrations, or certifications | |
| C.4 overview of company's assets | |
| C.5 similar arrangements | |
| C.6 List any litigation or disputes | |
| C.7 any installation, sub-contractors, partners | |
| D. Financial Health | |
| E. Description of Proposal and Partnership Arrangement | |
| E . 1 proposed match funding | |
| E.2 Price & Terms | |
| E.3 Technical specifications | |

| | |
|--|--|
| <p>E.4 Estimated total construction cost</p> | |
| <p>E.5 Description of anticipated construction phasing</p> | |
| <p>E.6 Expertise/experience in construction of similar networks</p> | |
| <p>E.7 permitting</p> | |
| <p>E.8 requirements or commitments</p> | |
| <p>E.9 conflicts of interest disclosure</p> | |
| <p>E.10 business models</p> | |
| <p>E.11 limitations or oppositions</p> | |
| <p>F. Third-Party / Subcontractors (Items1-3)</p> | |
| <p>F.1 Respondent's experience with each of the proposed subcontractors</p> | |

| | |
|--|--|
| <p>F.2 Three (3) customer references for each subcontractor</p> | |
| <p>F.3 Describe the specific role of each</p> | |
| <p>G. References (Items 1-2)</p> | |
| <p>G.1 three (3) references of existing partners, municipalities</p> | |
| <p>G.2 (3) industry references</p> | |
| <p>H. Response Matrix – Proposal specifics</p> | <p>Please complete the items below</p> |
| <p>Estimated total cost for publicly owned fiber optic network expansion project (Phase 1)</p> | |
| <p>Proposed match funding for public project</p> | <p>\$</p> |
| <p>Proposed in-kind contribution including any alternative designs utilizing private assets</p> | |

| | |
|---|---|
| Estimated dollar value of in-kind contribution | \$ |
| Proposed privately-funded last-mile distribution build to unserved and/or disadvantaged areas | Description/Area for : Construction methodology (aerial, underground): # of conduit: Size of conduit: Fiber cable strand count: |
| Estimated cost of privately-funded last-mile distribution build to unserved and/or disadvantaged areas | \$ |
| Proposed service offerings for retail internet & data services | 50/50 Mbps: \$ 100/100 Mbps: \$ 250/250 Mbps: \$ 1/1 Gbps: \$ 10/10 Gbps: \$ |
| Proposed Price & Terms in Exchange for Rights to Sell Services over City Network | |
| Requirements from the City | |
| Other Benefits to the City | |

Appendix B
Grant Guidelines

California Public Utilities Commission (CPUC) – Federal Funding Account (FFA) Grant Guidelines Link

<https://docs.cpuc.ca.gov/PublishedDocs/Published/G000/M470/K481/470481278.PDF>

ARPA Grant Guidelines Link

<https://home.treasury.gov/policy-issues/coronavirus/assistance-for-state-local-and-tribal-governments/state-and-local-fiscal-recovery-funds/recipient-compliance-and-reporting-responsibilities>