

ORANGE COUNTY BROADBAND AUTHORITY
FY2020 Virginia Telecommunications Initiative (VATI) Grant Opportunity
REQUEST FOR INFORMATION #2019-03 OCBA
Issued: May 30, 2019



The Orange County Broadband Authority (OCBA) will accept responses until 2:00PM EST on June 27, 2019, in the Orange County Management Services Department Office located at 112 W. Main Street, 2nd Floor, Orange, Virginia 22960.

INQUIRIES: Any questions which may arise as a result of this Request for Information (RFI) may be addressed to Lewis Foster, Broadband Program Manager, at lfoster@orangecountyva.gov. Contact initiated by an offeror concerning this RFI with any other County or OCBA representative, not expressly authorized elsewhere in this document, is prohibited. Any such unauthorized contact may result in disqualification of the offeror from this transaction.

PLEASE COMPLETE THE FOLLOWING INFORMATION:

Complete Legal Name of Firm: _____

Address: _____

Federal Tax ID Number: _____

Signature of Authorized Representative: _____

Typed Name & Title: _____

Please provide the primary contact person for questions relative to this project:

Contact Name & Title: _____

Phone: _____ **E-mail:** _____

The respondent has the sole responsibility to identify and describe the services it proposes. Respondents should take into account that not only the content but also the form and clarity of their response. If the Authority cannot determine what is being proposed, it is likely to reject the response. All information should be submitted in an organized, easy-to-understand manner. The right is reserved, as the interest of the Authority requires, to revise this document prior to the due date and postpone the due date. Such revisions will be announced by written addenda. The Authority will reject proposals received after the date and time of closing and return them to the offeror unopened. Timely submission of proposals is the sole responsibility of the respondent. The OCBA reserves the right to reject any and all proposals, to waive informalities, and to negotiate with the successful respondent(s). If the Authority closes its offices due to inclement weather scheduled receipt of responses will be extended to the next business day, same time.

RETURN THIS PAGE WITH RESPONSE

I. PURPOSE

The Orange County Broadband Authority is seeking one (1) or more Internet Service Providers (ISPs) to partner with for the submission of one (1) or more applications for the Virginia Department of Housing and Community Development's (DHCD) Virginia Telecommunication Initiative (VATI) Grant opportunity for FY2020. Responses to this Request for Information are due by 2:00PM June 27, 2019. VATI Guidelines are expected to be published on or about July 1, 2019. All VATI applications are due by 11:59 P.M. on September 3, 2019. For more information on VATI, please visit the Virginia Department of Housing and Community Development (DHCD) website: <https://www.dhcd.virginia.gov/virginia-telecommunication-initiative-vati> for complete information regarding VATI, including details on how to apply for the funding.

II. BACKGROUND

The Orange County Broadband Authority operates within Orange County which is located in Central Virginia at the foothills of the Blue Ridge Mountains. The County serves an area of 355 square miles with a population of approximately 35,000.

Orange County is served in varying degrees by broadband service. Areas principally around the incorporated Towns of Orange and Gordonsville, as well as, the Lake of the Woods subdivision are served by incumbent broadband providers either with DSL, wireless, or fiber; however, large portions of the county are not covered by reliable, affordable broadband. In 2016, the Orange County Board of Supervisors created the Orange County Broadband Authority (OCBA), an independent political subdivision of the Commonwealth of Virginia under the Virginia Wireless Service Authorities Act, in order to address the issue of providing high speed and affordable broadband to citizens through the *Rural Broadband Initiative*.

The OCBA intends to partner with one (1) or more private sector broadband service providers to begin implementation of the *Rural Broadband Initiative* if successful in obtaining VATI grant funds. VATI has received approximately \$20 million for FY2020 intended to be offered to eligible applicants to provide last-mile broadband services to unserved areas of the state. The VATI program intends to fund broadband infrastructure deployment in partnership with private sector broadband service providers to ensure that unserved areas of the state have access to broadband speeds of at least 25 Mbps download and 3Mbps upload. Unserved areas are defined as having 10 Mbps download and 1 Mbps upload or less. VATI anticipates releasing FY2020 Grant Guidelines on or about July 1, 2019. Any successful respondent who works with the OCBA must adhere to *all* VATI grant guidelines.

The Authority reserves the right to make available all or portions of its fiber and tower infrastructure to potential partners for the implementation of the *Rural Broadband Initiative* through a 2020 VATI grant(s). The fiber network ("Core Network") and towers are comprised of: a thirty-three (33) mile fiber optic network, four (4) self-supporting towers (with compounds, shelters, and generators), and one (1) water tank to be completed by late autumn 2019. See figures A and B below.

Figure A. Core Network and Towers/Tank

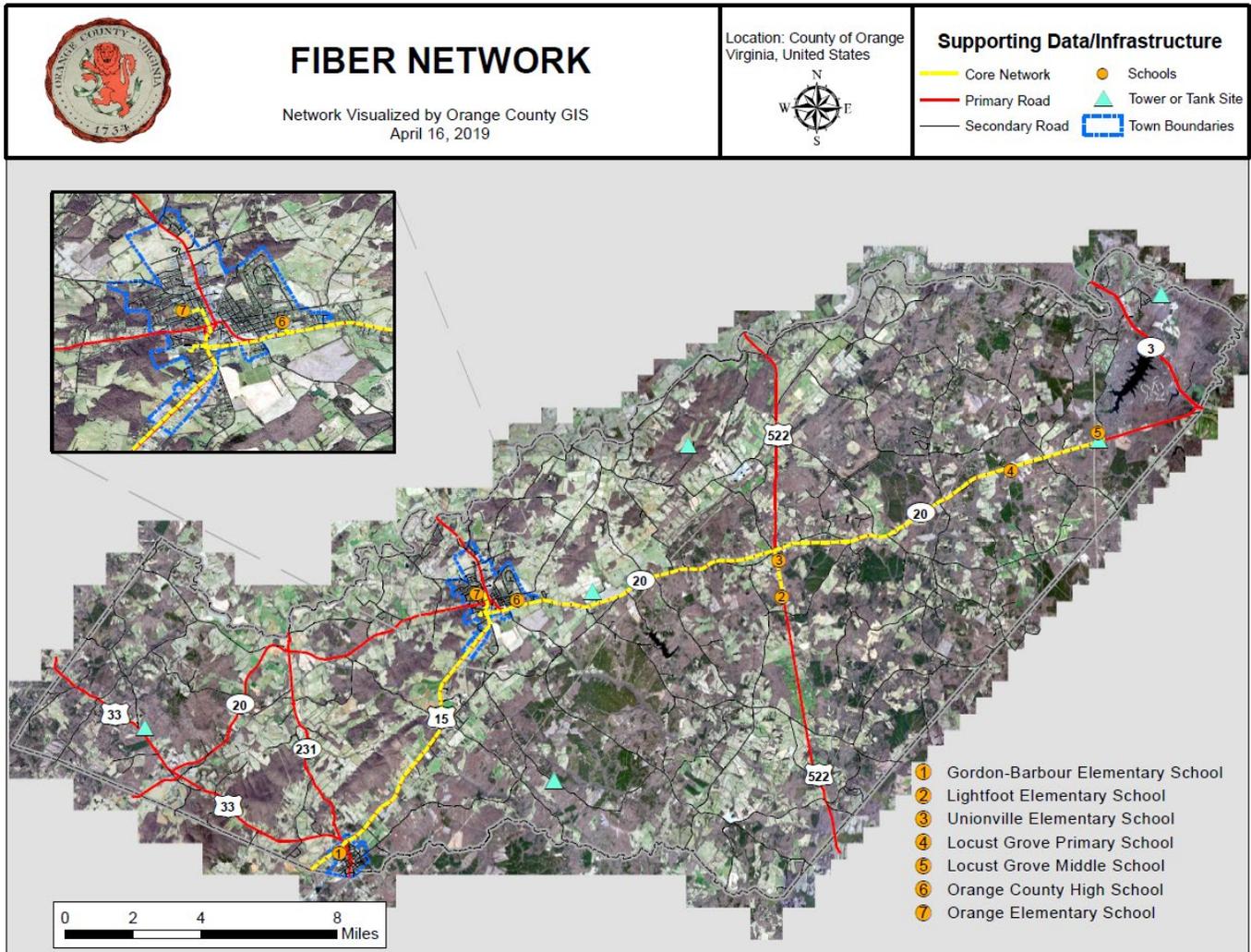


Figure B. Tower/Tank Locations

Physical Address	Height	Latitude	Longitude	Type
36057 Wilderness Shores Way, Locust Grove, Virginia 22508	195'	38.37381	-77.747145	Tower
17176 Mountain Track Road, Orange, Virginia 22960	195'	38.1684	-78.07686	Tower
4328 Spotswood Trail, Barboursville, Virginia 22923	195'	38.191555	-78.297497	Tower
TBD/Adjacent to Orange County Airport	45'	38.249033	-78.055831	Tower
6368 Flat Run Road, Locust Grove, Virginia 22508	122'	38.312156	-77.78157	Water Tank

III. Requested Information:

Through this RFI, eligible private sector broadband service providers are encouraged to submit one (1) or more VATI Broadband Project Proposals (VBPP) which may potentially be included in the OCBA's application(s) for VATI funding. Each project and response must contain:

1. FCC Form 477 or equivalent
2. Summary of current services provided and locations your organization currently serves including

- the number of years in the telecom industry.
3. Take Rate, Adoption, and Affordability Metrics (tiers of service including range of cost).
 4. Map of proposed service area with notation of potential customers (residential and commercial)
 - a. Maps must show physical address and street names
 - b. Printed map, and an ESRI file map on a jump drive (ESRI preferred, KMZ or KML also accepted)
 5. Statement of eligibility
 6. How area proposed is eligible for VATI funding per DHCD guidelines
 7. Documentation that proposed project area is unserved based on VATI criteria.
 8. Status of contracts within the proposed service area
 - a. Have the residents/businesses in the area expressed interest in improved broadband?
 9. Technology Proposed for the VBPP
 - a. Wireless, Fiber, etc.
 - b. Proposed speed of the network
 - c. Type of equipment to be installed for the VBPP
 - d. Proposed service speeds to customers
 - e. Speed of the “backbone” network
 10. Type of VBPP Proposed Cost Model
 - a. Estimated total cost of the project
 - b. Estimated cost to be reimbursed by VATI
 11. VBPP Partnership Model
 - a. Proposed partnership agreement
 - i. VATI requires that the submitting locality “partner” with a private sector broadband service provider as part of the application. What is your recommendation for the partnership agreement?
 - b. Proposed OCBA Support
 - i. What types and level(s) of support will you require from the OCBA
 1. Demand Aggregation Support (surveying OCBA residents to create demand for the improved broadband service).
 2. Permitting Support (VDOT and others contact and permit processing)
 3. Other
 12. VBPP Schedule
 - a. State preparedness to complete the work
 - i. Who will be working on the project
 - ii. Availability of equipment and materials required to complete the work
 13. Project Schedule
 - a. Major Milestones and Project Plan
 14. Ability to complete a project within twelve (12) months of VATI award contract execution.

IV. Desired Outcome

The desired outcome is an OCBA partnership(s) with one (1) or more private sector broadband service providers to effectively submit application(s) for VATI funding. OCBA reserves the right to partner with more than one (1) ISP in this VATI effort.

V. Submissions

OCBA requests that interested companies, consultants and persons with expertise in the areas outlined above submit information regarding creative ideas, recommended approaches, strategies, advice and the like. OCBA seeks input in any form deemed appropriate by the respondent, including but not limited to white papers, lessons learned, etc. All submission should be made in printed copy

with the exception of the ESRI file submitted on a jump drive (ESRI preferred, KMZ or KML also accepted).

VI. Timeline

Responses to this RFI are due by 2:00 p.m. E.S.T. on June 27, 2019. One (1) original and five (5) copies are required. Late response shall not be accepted. Responses should be submitted in writing and clearly labeled "RFI #2019-03-OCBA" to:

Amanda Amos, Procurement Coordinator
County of Orange, Virginia
112 W. Main Street, 2nd Floor
Orange, VA 22960

Disclaimer:

Be advised. This is a request for information ONLY. This RFI is issued solely for information and planning purposes-it does not constitute a request for proposal or a promise to issue an RFP or IFB in the future.

This RFI does not commit the Orange County Broadband Authority (OCBA) to contract for any supply or service whatsoever. Furthermore, OCBA is not at this time seeking proposals and will not accept unsolicited proposals. Parties responding are advised that OCBA will not pay for any information or administrative costs incurred in response to this RFI; all costs associated with responding to this RFI will be solely at the interested party's expense. Not responding to this RFI does not preclude participation in any future RFP or IFB, if any is issued. Any materials submitted in response to this RFI shall be the sole property of the OCBA.