

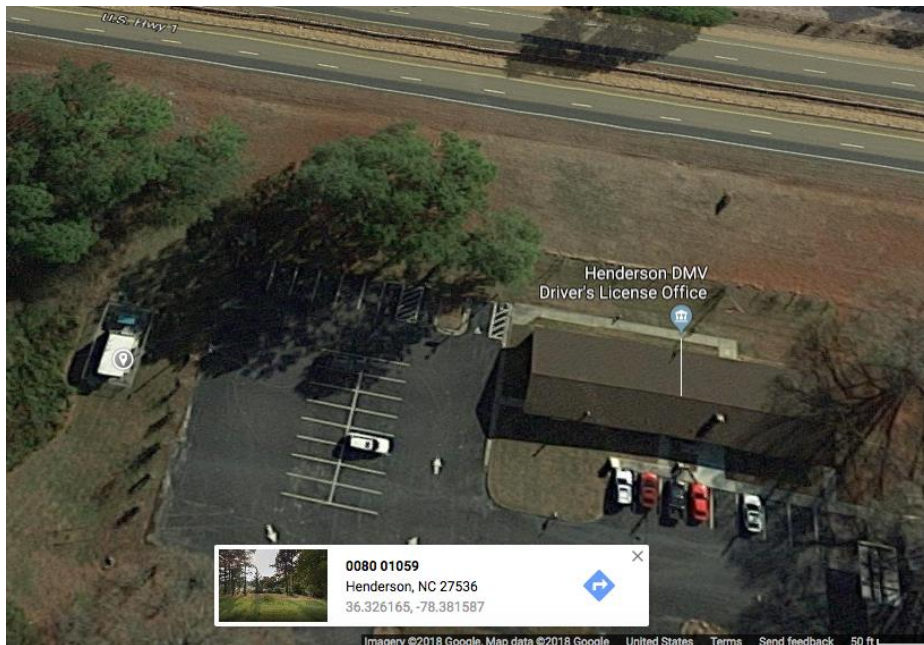


Kerr-Tar Council of Government
Franklin, Granville and Vance County Broadband RFPs
8/24/18

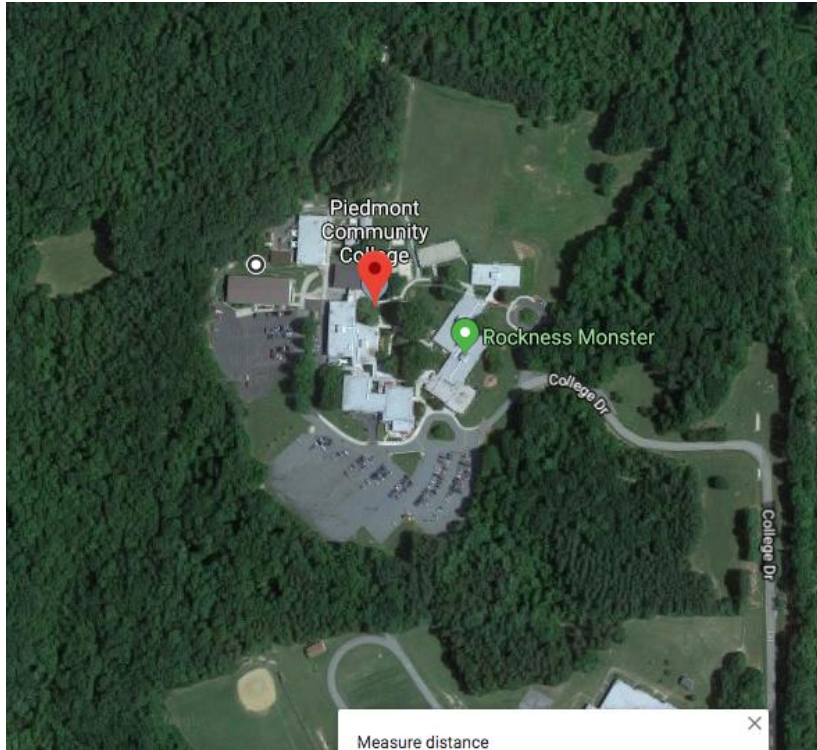
1) MCNC Middle Mile Map

- a. Here is the link to the map:
https://www.mcnc.org/sites/default/files/MCNCMap_7-5-17_web.jpg
- b. Here are the aerial photographs of the network interconnect facilities at

Open Access Network Interconnect Location in Henderson (Vance County)
NC DoT and NC State Highway Patrol Station
1080 Eastern Blvd, Henderson, NC 27536
(Latitude/Longitude: **36.326173, -78.381593**) (White Dot)



Open Access Network Interconnect Location in Roxboro (Person County)
Piedmont Community College in Roxboro (White Dot)
(Latitude/Longitude: **36.432233, -78.981668**)



2) **Vendor Attendance list from vendor meeting**

Name	Company
Joe Starks	ECC Technologies
Keith Schnetzer	HMI Technical Solutions, LLC
Kip Tibbitts	Momentum Telecom
David Sobotta	WideOpen Networks
Sean Barba	Utilis Engineering, PA
Brian Proffitt	WANRack
Joshua Strickland	NC Wireless, LLC/Lightleap
Bill Shillito	NC Wireless, LLC/Lightleap
Jody Call	RiverStreet Networks
Jody Souther	RiverStreet Networks
Greg Coltrain	RiverStreet Networks
Chris Helms	3-GIS
Brian Snider	Foresite Group
Drew Housand	Foresite Group
Gene Conti	The Conti Group, LLC
Gopi Sundaram	Radius Capital Partners
Larry Mathiot	CenturyLink
Robert "Ben" Richards	Spectrum Enterprise
Lee Rayzor	Absolute Health – North Carolina
Dr. Rocco DiSanto	Utiliplex, Inc.
John Bartuska	ONUG Communications
Terry Crawford	ONUG Communications
Ricardo Manautou	Graybar

3) **NCDOT Long Range Transportation Projects in Franklin, Granville and Vance Counties**

Franklin:

[Franklin County Link](#)

Granville:

[Granville County Link](#)

Vance:

[Vance County Link](#)

- 4) Who are the incumbent providers that are currently providing services, and what are their service packages and rates? Which providers are receiving FCC Connect America Funding for Mobile and which are receiving for Wireline?

For reference, the counties have provided the link to the latest national broadband map created by the Federal Communications Commission. This map is divided into census blocks and shows service options in each census block in the 3 counties.

[https://broadbandmap.fcc.gov/#/location-summary?lat=36.029349&lon=-78.473668&tech=acfosw&speed=25 3&vlat=36.02953602798512&vlon=-78.47490499999327&vzoom=12.473266758988927](https://broadbandmap.fcc.gov/#/location-summary?lat=36.029349&lon=-78.473668&tech=acfosw&speed=25%203&vlat=36.02953602798512&vlon=-78.47490499999327&vzoom=12.473266758988927)

An example census block is downtown Youngsville, NC (in Franklin County).

The incumbent telco is CenturyLink. CenturyLink offers an ADSL service with advertised speeds of 80 Mbps download and 10 Mbps upload. Service plans are subject to promotional offers but non-promotional pricing is \$99.95/Mo

The incumbent cable is Spectrum. In this census block Spectrum offers a 300 Mbps download and 20 Mbps upload service unbundled for a promotional price of \$69.95 per month rising to \$99.95 per month after the promotional period. Spectrum also offers a bundled Internet (200 Mbps download/20 Mbps upload), voice and video for \$29.95 per service per month. When the promotional period ends (one-year) prices increase.

- 5) What are the existing backhaul and middle-mile access options available in the counties/targeted coverage areas? Who are the key providers of these infrastructure elements, and on what basis and capacity – dark-fiber, lit-fiber, licensed wireless?

The non-profit service provider, MCNC, offers leased dark fiber on its network originating from its PoPs in Vance and nearby Person Counties. These are listed in question 1. MCNC's backbone has PoP locations in Raleigh and Charlotte at Internet on-ramp locations.

Lit long-haul service in the region is offered by CenturyLink/Level3; Conterra; Charter/Spectrum. Crown Castle, through its acquisition of Lighttower also offers service. Rates are negotiated on a per deal basis.

- 6) Will the County provide additional detail on vertical assets that can be provided to the broadband provider, including location, height, contractual commitments, and rates?

This information is provided on a per county basis in google maps that are linked in the RFP. In each RFP the links are on the following pages:

Franklin: Page 38 of the Franklin RFP has a link to a Google Map with these locations

Granville: Page 39 of the Granville RFP has a link to a Google Map with these locations

Vance: Page 35 of the Granville RFP has a link to a Google Map with these locations

- 7) Do the counties have the ability to get spectrum or other licenses at an economically preferred basis for their regions from existing spectrum owners - LTE, Point-to-Point Microwave, Point-to-Multipoint microwave, other frequencies?

The Counties do not have the ability to obtain spectrum for commercial use, but will support a respondent's application for use of spectrum with any regulatory agency.

- 8) Could you please provide a list of vertical infrastructure assets that can be utilized for distribution of signal? Also, any other county assets that can be contributed to the project, and might be relevant to the infrastructure being deployed?

- a. Franklin: Page 38 of the Franklin RFP has a link to a Google Map with these locations*
- b. Granville: Page 39 of the Granville RFP has a link to a Google Map with these locations*
- c. Vance: Page 35 of the Granville RFP has a link to a Google Map with these locations*

Some of these assets are owned by private tower operators. Leasing space on privately owned towers will be up to the respondent and the tower owner to negotiate terms and conditions. For County owned vertical assets, the respondent should suggest the terms and conditions expected for the lease of space on any tower in the respondent's proposal.

- 9) Service period - is the requirement that we build and operate? And as an operator are we restricted to 20 years? If yes, what happens after 20 years? Also, during the 20 year period, do the local bodies agree to maintain/upgrade the assets they intend to contribute to ensure the overall design / architectural integrity of the network is maintained?

For service to government entities whose purchasing is determined by the county, respondents should propose 5 year pricing for fully managed lit service. The contract will be negotiated between the County or Municipality and the vendor.

For service to businesses and residences, the respondent will provide service on its standard terms and conditions to these markets.

The 20 year reference addresses that the service provider's/respondent's planned infrastructure should plan to serve these markets for the next twenty years. This is a normal expectation for any market entrant.

- 10) As a service provider we're expected to provide services involving voice, data, telecom-health etc. However the RFP also mentions providing open-access services? Could you please define the open-access services that a bidder is expected to provide in addition to services they provide on their own? Please define your view on open access vs. retail services requirements.

Each respondent should study the markets and determine the consumer, enterprise and public sector suite of services it plans to offer. In the government market, for example, unbundled broadband and unbundled voice service for example may be more attractive than video. The same with the business market.

The consumer/individual residence market historically in the region, seems to be more of a triple play market.

The open access reference refers to two items:

- 1) **County/Municipal Assets**- Access to County and Municipal Assets where has been offered to respondents (mainly, space on existing county or municipal owned vertical assets, and access to land for placement of vertical assets) will be offered under the same terms and conditions to any service provider.
- 2) **Excess Capacity of Respondent Assets**-Franklin, Granville and Vance County are asking that service providers who build assets (fiber systems, wireless towers) to serve the needs of citizens, businesses and government entities, offer access to any excess capacity (tower space, dark fiber) to other service providers.

- 11) What are the local bodies' capacity for subsidies and grants that have been cited as options in the RFP documents. How do the local bodies expect to fund these and what are the structuring options envisioned?

The County Commissioners in all three counties have agreed to consider limited grant support to respondents. Granville County specifically stated that its Commissioner's would consider grants up to 20% of the capital investment a respondent would propose to make in the county. Franklin and Vance County chose not to designate a proposed grant amount.

Vance County, the only tier one county involved in the RFP, has expressed its intent to support any respondent's pursuit of recently appropriated State of North Carolina Growing Rural Economies with Access to Technology Grants (GREAT).

All three counties have expressed a desire to assist respondents in their pursuit of Federal Funding from Universal Service Fund, United States Department of Agriculture, United States Department of Energy and any other federal funding sources. This includes the newly crafted e-Connectivity Pilot Program from the United States Department of Agriculture.

- 12) Are broadband/telecommunications services and construction tax exempt from State and County taxes?

There are no tax exemptions for commercial carriers.

- 13) Will the Counties provide a 911 address listing and associated Kmz file for planning purposes?

Granville County has provided this in a separate document (Attachment 1).

Franklin County's population density maps appear on page 10 and separate document to this document (Attachment 2).

Vance County's development maps appear as attachment 3 to this document.

- 14) When do you expect to close the RFP process and when do you anticipate the network build to begin?

The Counties Tentatively plan to make decisions on their path forward by December 31, 2018.

- 15) Where is the existing middle-mile/transport networks in the county and where do they terminate?

The only existing known open-access middle mile network is the one owned by MCNC. The routes and interconnects are discussed in question 1.

- 16) Is there a Fiber Management System in place?

The counties own no existing fiber so there is not a fiber management system in place.

- 17) Has the Kerr Tal COG assessed concessions impacting current: Right of Way permitting, water crossings, traffic control plans, events and tourism, etc.)?

Each RFP contains new fiber construction specifications that mentions these items as respondent responsibilities to explore.

Note that in North Carolina, the vast majority of roadway rights of way are controlled by the State of North Carolina Department of Transportation (NCDOT). This is because NCDOT is responsible for maintaining all but a few rural roads.

Right of Way permits are issued by the District Traffic Engineer. Each county enjoys a productive working relationship with NCDOT and will make proper introductions for the winning respondent(s).

- 18) Can Kerr Tal COG share any sample ROW permits and any long lead permitting pertinent to this RFP?

Here is a link to NCDOT's right of way/utility encroachment agreement page.

<https://connect.ncdot.gov/municipalities/Utilities/pages/encroachment-agreements.aspx>

If encroachment/Right of Way agreements directly with the county are required, it is expected that they will closely resemble the NCDOT agreements

- 19) Regarding timeframes for the grants awarded by the FCBI, does the County intend on providing the subsidization over the same period of performance?

Yes, the County's would plan to provide any grant funding over a period of performance period.

The Counties anticipate that there will likely be performance milestones such as construction timeline milestones and numbers of customers passed that are part of the grant agreement. These milestones will have to be met for grant funds to be released.

- 20) Regarding the grants provided by the FCBI, is there a priority for enabling service in any of the eligible service area categories (Unserved/Underserved, High Density Economic Corridors, and Government Facilities)?

Franklin, Granville and Vance Counties will help the respondents balance the need for revenue generating business with need to reach areas of the counties where there is inadequate service today (unserved/underserved).

While the areas with significant service gaps are an immediate priority, the counties understand that any business plan from a respondent must be sustainable. The counties will work with respondents to properly strike a balance between revenue generation and capital cost deployment.

- 21) The RFP mentions "small percentage" throughout the document. Does the FCBI have a fixed percentage and/or grant ceiling amount for each of the eligible service area categories?

Granville County's RFP caps the figure at 20%. Franklin and Vance have chosen not to put a specific number in the RFP. In research for other infrastructures, the counties have

found that grants in the range of 12-20% of capital expenditures are a normal range. This is in-line with the White House's recent Infrastructure Proposal released earlier this year.

The County Commissioners in each county will assess the proposed requests for County Grant Support and make decisions based on the scoring factors listed in each RFP. An additional factor considered in proposals that will include grant funding, is the specific county's budget constraints.

- 22) While the RFP states that any subsidy is contingent upon approval and funding by the Franklin County Commissioners, does the contract with FCBI include any contract clauses that would reduce the scope of work/services proportionately to the loss of grant funding?

No draft grant agreement for Franklin, Granville and Vance Counties has been proposed at this stage of the Broadband Enhancement RFP, however, each county anticipates meeting its grant obligations if an agreement is consummated with a provider. If a specific county cannot meet its grant obligations, it would be reasonable expectation for the County to provide some relief to the respondent/chosen vendor.

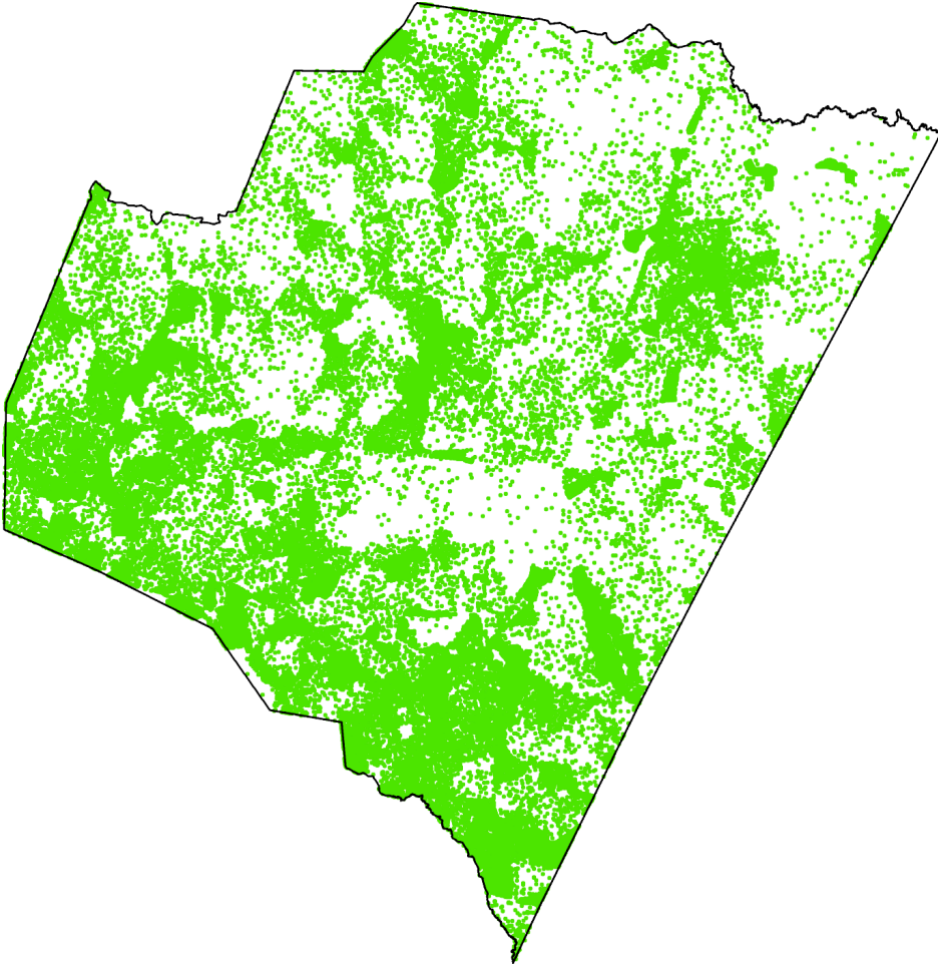
- 23) Regarding the draw-down process for grant funding, does the FCBI anticipate a monthly or quarterly schedule?

This will be subject to negotiation with the respondent. Keep in mind, the Counties anticipate that there will likely be performance milestones such as construction timeline milestones and numbers of customers passed that are part of the grant agreement. These milestones will have to be met for grant funds to be released.

- 24) Regarding the Award Requirements included in the RFP, does the County and FCBI have an expanded list of anticipated requirements (i.e. job creation, CRM location, etc.)?

The Counties are considering this solely as an improvement of broadband service RFP. A respondent is welcome to include other economic and community benefits that could accrue to the Counties as a result of their work in their RFP response.

Franklin County Population Density



Note:
One dot is equal to 1 person per square mile by census block.

