



KING WILLIAM COUNTY, VIRGINIA
Established 1702

REQUEST FOR PROPOSAL (RFP)

(#2020-09)

for

INTERNET CONNECTIVITY FOR KING WILLIAM COUNTY

On Behalf of The

King William County Economic Development Authority

180 Horse Landing Road, #4

King William, VA 23086

Release Date: May 28, 2020

Responses must be submitted no later than 4:00PM
Eastern Daylight Time on June 15, 2020
Due Date has been extended to June 30, 2020



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PURPOSE

King William County is requesting information and proposals from one or more qualified firms to support the expansion and delivery of infrastructure, services, management and sustainment activities to bring high-speed, broadband Internet access to those residents and businesses in currently underserved (< 10/1) as well as in still-unserved regions throughout the County through grant and/or loan applications.

INTRODUCTION

The King William County Economic Development Authority (KWEDA) is a public authority of King William County, established pursuant to Title 15.2, Chapter 49 of the Code of Virginia whose charter is *"To enhance the quality of life and raise the standard of living for all Virginians, especially those in King William, in collaboration with other Virginia communities, through aggressive business recruitment, expansion assistance and trade development, thereby expanding the tax base and creating higher-income employment opportunities."* The King William Internet Connectivity (KWIC) special sub-committee serves under the KWEDA and acts as a broadband authority for King William County. The Board of Supervisors has the final decision-making authority on expenditures.

The KWEDA is prepared to engage through industry partnerships and apply for various grants and loans from state and federal sources to include, but not limited to:

- The Virginia Department of Housing and Community Development (DHCD) Virginia Telecommunications Initiative (VATI) grant program and Community Development Block Grants (CDBG)
- The Federal Communications Commission's (FCC) Rural Digital Opportunity Fund (RDOF) and Connect America Fund (CAF-II)
- The U.S. Department of Agriculture's (USDA) Re-Connect Loan and Grant Program
- Other state and federal programs established as a result of the COVID-19 pandemic (e.g., COVID-19 Telehealth and Telemedicine Grant Program)

The Responder should describe how they will develop and provide a management plan for expanding, distributing, terminating, managing and/or sustaining internet service(s) for the Citizens, Businesses and Government entities such as Community Anchor Institutions (CAI) of King William County in accordance with the appropriate guidelines of each program. The Responder will also include a plan to meet the various grant/loan application deadlines of each program.

Questions must be received no later than 4:00PM, June 8, 2020. If a determination is made that a clarification or change to the RFP is required, a written addendum will be sent to all respondents.



Respondents are responsible for obtaining all RFP addenda and are encouraged to let the County know if they intend to submit a response.

Neither this RFP nor any response submitted hereto are to be construed as a legal offer.

BACKGROUND

King William County lies 23 miles north-northeast of downtown Richmond, Virginia. There are two major thoroughfares transiting the County: 1) State Route 30, which runs from Caroline County from the northwest and then terminates in West Point, approximately 40 miles to the southeast; and 2) Route 360, which runs from Hanover County from the southwest and then exits the County approximately 10 miles northeast into King and Queen County.

The current services available to residents, businesses and government are typical of those found in rural areas and include wireless and wired access via major commercial carriers, satellite, DSL and ISDN. Lack of consistent and/or poor performance, high costs and availability are among the chief complaints for those in still under-served or unserved areas.

Two relatively new fiber broadband providers, and Segra (<https://segra.com>) and Atlantic Broadband (<https://atlanticbb.com>), provide fiber-based connectivity to portions of King William County. Segra's enterprise service provides giga-bit fiber internet access to our four King William County Public School (KWPCS) sites, King William High, Hamilton-Holmes Middle, Acquinton Elementary and Cool Spring Primary schools. Segra also provides giga-bit fiber internet access to our County Administration campus at 180 Horse Landing Road, King William VA 23086 as well as our Courthouse complex at 351 Courthouse Lane, King William VA 23086. Atlantic Broadband currently provides fiber-to-the-home (FTTH) residential and business services primarily around the Central Garage area to about 1500 locations. Their services include internet, TV and/or telephone.

In 2017, the KWEDA identified the lack of high-capacity internet access as a strategic issue threatening the immediate quality of life and economic interests of local businesses, as well as a long-term threat to the economic viability of the County. Of particular note, members of the community (citizen and business) suggested that the lack of adequate broadband in the County has hindered real estate transactions, restrained home-based business growth (as well as initial establishment), impedes telecommuting, and suppresses interest in economic activity within the County. The ongoing COVID-19 pandemic, with the associated closing of our schools and businesses, has exacerbated and strongly highlighted the impacts and shortfalls associated with poor or no internet services in rural locations.



GOALS AND OBJECTIVES

By releasing this RFP, KWEDA seeks to:

- Understand the key technical considerations involved in integrating with a fiber middle mile provider and deploying an optimized solution to residences, businesses and Community Anchor Institutions.
- Develop an appropriate business model for King William County and any contracted vendor during construction and service phases, keeping in mind the requirements under Virginia general law.
- Learn of the capabilities and requirements of the respondents with regard to construction, operation, maintenance and sustainment (including technology refreshes) of the network.
- Identify strategies for structuring and/or implementing the Initiative and to stimulate interest in providing broadband/high speed internet service access to all underserved and unserved areas of the County.
- Identify potential challenges and/or roadblocks related to the implementation of broadband/high speed internet service access for underserved and unserved areas of King William County.
- Identify ideas and/or recommendations on ways to speed deployment of broadband/high speed internet service infrastructure to meet King William County broadband/high speed internet service goals and the proposed timeline.
- Identify suggestions on how the County can leverage partnerships, utilize existing assets, coordinate broadband/high speed internet service deployment with other infrastructure improvements and/or take other steps to reduce broadband/high speed internet service deployment costs.
- Identify regional considerations that might be relevant to the KWIC Initiative ability to meet its goals.
- Identify potential challenges, and/or roadblocks, barrier, etc., that may prevent residents, businesses and/or CAIs from taking advantage of the benefits of broadband/high speed internet service, including approaches to ensure all Citizens and Business Owners have uncapped access to the internet at reasonable costs (relative to the current markets and technologies) and a high degree of availability.
- Develop a competitive grant and/or loan application package.



HOW RESPONSES WILL BE USED

KWEDA welcomes responses to this RFP and seeks creative solutions that will maximize investment while providing reliable, high-quality broadband services. This plan will also help to identify potential partners and interested parties and the results will be provided to KWEDA and to elected King William County officials and policy-makers. KWEDA may issue an award and therefore may use information obtained from any and all responses to this RFP, or otherwise obtained. KWEDA reserves the right to withdraw this RFP or any subsequent procurement documentation, or to decline to award any Initiative-related contract.

KWEDA may choose to contract for services from more than one vendor. Vendors should clearly indicate if their responses are considered partial and which services are included in their response.

GENERAL FORMAT FOR RESPONSES

1. Provide a brief overview of your organization.

a. Please identify yourself and any organization you represent

- i. Name of respondent speaking for the organization.
- ii. Organization and affiliation
- iii. Address (organizational, if responding on behalf of an entity)
- iv. Federal Tax ID Number
- v. Contact information (phone number(s) and email address)

b. Indicate in what capacity you are responding:

- i. Broadband/high-speed internet service provider (last-mile)
- ii. Broadband/high-speed internet service provider (middle-mile)
- iii. Municipality
- iv. Broadband consumer
- v. Other interested party (please describe)

2. Please identify and describe any Virginia counties and/or regions that you represent or in which you conduct business.

3. Please provide at least three (3) references, including contact information, from previous contracts or partnerships.

4. *If you are a broadband/high-speed internet provider*, please describe your experience, capabilities, and qualifications in the broadband sector, including other networks your organization has designed, built, maintained, or operated.



5. *If you are a broadband/high-speed internet provider*, please describe the assets and capabilities that might lead you to participate in the expansion of internet access in King William County, including, but not limited to, fiber, conduits, towers, poles and other physical infrastructure.
6. Please describe potential partnerships you feel will/may be necessary to enable the KWIC Initiative to achieve its goals?
 - a. Are there strategic partners whose cooperation would enhance your ability to deliver services under the Initiative and/or reduce your time and cost to deploy? If so, please list the strategic partners you are currently working with and/or plan to partner with in the future.
 - b. Would you be willing to partner with other broadband providers and/or municipalities to provide broadband access to underserved and unserved areas of King William County? If so, please explain under what circumstances you would be willing to enter such partnerships.
 - c. Are you willing to connect to open-access fiber networks? Or to open your fiber networks or lease fiber or communications services to partners?
 - d. Are there types of interconnection arrangements that would foster innovative models to reach underserved and unserved areas?
7. What other steps do you believe the County of King William can take to encourage or facilitate partnerships?
8. Please provide any other comments and/or recommendations relevant to the KWIC Initiative.

GUIDANCE FOR RESPONDENTS

KWEDA may use information obtained from responses to this RFP in its implementation of the King William County Internet Connectivity Program.

Neither KWEDA, or the County of King William, Virginia will be liable for any costs incurred by any respondent pertaining to the preparation and submittal of any written responses, or for participation in a demonstration in response to this RFP. Any content that is **proprietary** and/or **confidential** must be clearly marked as such in the response. Failure to mark content as proprietary and/or confidential may result in its disclosure in the event a response is the subject of a Freedom of Information Act (FOIA) request under guidance located in § 2.2-3700 et seq. of the Code of Virginia. In any event, King William County's FOIA Officer will determine the appropriate disclosure in response to any FOIA request(s). All materials submitted by a respondent shall become the property of KWEDA and may or may not be returned to the respondent, at the sole discretion of KWEDA.

- Respondents should mark any information deemed **competition sensitive** and/or **proprietary** as such either *in toto* or by paragraph, sentence or section as appropriate. It is suggested that colored or *italicized* font be used to clearly distinguish such information (please indicate the nature of any such distinction used). KWEDA can then protect this information as necessary.



- Respondents are encouraged to submit questions for clarification of any statements/questions, or for other stated reasons concerning this RFP. We request there be one responsible agent for each responding entity responsible for communicating with the KWEDA. Questions regarding this RFP can be submitted via email to ***emoren@kingwilliamcounty.us***.
- At its discretion, KWEDA may contact respondents who submit questions for clarification before issuing a response. KWEDA is under no obligation to respond to questions. KWEDA reserves the right to amend the RFP response submission schedule, depending upon the extent and complexity of the questions received.

EVALUATION CRITERIA

The KWEDA will evaluate the information gathered through this process and make a determination on whether to proceed with pursuing a partnership with one or more respondents to apply for the various grants.

CONTACT INFORMATION

RFI responses should be submitted to the Chairman, King William Internet Connectivity Initiative committee at ***emoren@kingwilliamcounty.us***. If respondents cannot submit through email or the file is too large, RFI responses may be mailed to:

King William County Administration
Attention: KWIC Committee
180 Horse Landing Road, #4
King William, VA 23086

SCHEDULE

- RFP Release: May 28, 2020
- Respondent Question Period: Until June 8, 2020 by 1600 (4:00PM) EDT
- RFP Response Due Date: On or before June 30, 2020 by 1600 (4:00PM) EDT



ADDENDUM

This map depicts the general unserved and underserved areas (in dark blue) of King William County and is not 100% accurate. The URL is: <https://www.fcc.gov/reports-research/maps/auction-904-preliminary-eligible-areas/>

