



Dinwiddie County Administration Office

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ADDENDUM #1

Date: May 24, 2019

PPEA Request for Proposals: RFP 19-050719

Broadband Project

Deadline: Tuesday, June 11, 2019

TO ALL POTENTIAL OFFERORS:

The following information is being provided for purposes of clarification or in response to questions received from potential offerors. In the event that any of these specifications conflict with previous specifications, the specifications in this addendum shall control. Prepare your proposals accordingly:

1. In the broadband network solicitation, you appear to be seeking a WISP (wireless internet service provider) to solve the broadband problem. However, you only looked at wireline broadband offerings in the analysis of what currently exists to serve residents (Cable, DSL, Fiber). On the tower maps, you show the large number of cellular towers that exist all over the county today.

Why isn't LTE service (which exceeds both the 10/1 and 15/3 FCC goals) included in the analysis of existing services?

Would the counties be willing to put the same \$\$, waivers and other support into helping the LTE networks advance to the latest standards (100+ Mbps service) as opposed to building a separate new network?

Answer: The TRRC grant requires a wireless broadband solution; however, the specific wireless technology is up to Offerors to propose, and the Counties will consider them as long as the proposed solutions would meet or exceed the project requirements and goals.

2. Would companies be required to provide funding for the project?

Answer: Project funding is described in Section 3.3 of the RFP. There is a total of \$3.4 million currently available for the project. Companies are not required to provide additional funding. However, the Counties are certainly open to considering proposals that include funding from the Offeror or other sources to either help offset County costs or enhance the project and services.

3. StraightUp Internet began to install LTE wireless equipment in Amelia county before they were awarded your previous RFP. It is my understanding that they used Baicells brand wireless equipment that utilizes spectrum "authorized" per location by the FCC; meaning that no one else can utilize that radio spectrum unless StraightUp relinquishes it. If they don't plan to relinquish it, one might assume that they will continue to offer service and will continue to expand. (I know one of the towers is in the Amelia Courthouse area and the census blocks he reaches are not part of the RFP because most have multiple broadband providers, to include us, so that one is not relevant.) However, they also deployed on a tower in Jetersville and because they filed those clients on their FCC Form 477 as of December 2017, that area no longer qualifies for funding for a new build and one cannot deploy LTE wireless over top of him because of the spectrum issues.

With the FCC form 477 data running so far behind, we really have no way to find out what else he has done in either county. I emailed Mr. Hodges several days ago with these questions, but he has not replied, so I am wondering if you have any information as to what relationship he now has with the counties and any information you might have to assist us in our planning as we consider StraightUp and their current standing.

Answer: Dinwiddie and Amelia Counties currently have no relationship with StraightUp Net. We have no information to provide on what current services they are providing or what services may be pending in the area.

4. In our experience a network operates best when local people are part of the solution. Are you aware of a local or nearby wireless internet service provider (WISP) or any group looking to become a WISP.

Answer: The Counties do see this project as possibly having a team of companies to complete all aspects of the project, as long as there is one prime contractor with the overall responsibility under the contract. A copy of the Attendance Sheet from the Pre-Proposal Meeting is attached.

5. What price is considered affordable to end users?

Answer: The cost to end users should be comparable with the market rates for similar areas in the state.

6. In building vertical assets, would the normal permit and review process be required for both Counties?

Answer: Yes. Same process must be followed for County projects as would be for a private project.

7. Would Southside Electric and/or Dominion Virginia Power allow the use of their poles for equipment?

Answer: You would have to contact Southside Electric and/or Dominion Virginia Power directly for this information.

8. Does the policy on 5G apply to this project?

Answer: To the extent that 5G solutions enter this market, then applicable state and federal laws would apply; however, with the exception of two or three micro-cell applications or placements in in the more urban northeastern corner of Dinwiddie

County, the Counties are not aware of any applications for 5G small cell or other related infrastructure being proposed or considered at this time.

9. Will a hybrid solution be allowed?

Answer: Yes, even though the grant is for wireless, the Counties will accept solutions that are a hybrid (wireless, fiber, etc). It would be up to the TRRC whether to accept as a part of the grant funding any significant use of fiber for example. The counties expect that certain components of the network will require the use of fiber, but at this time fiber to the customer premise has not been contemplated and is not included in the grant.

10. Will E-rate registration be required?

Answer: Yes, see Section 5.1B of the RFP.

11. The RFP states that towers paid for by the project will be the ownership of the Counties. What about the equipment ownership? Is there a sample of what the lease agreement would look like?

Answer: Correct, the towers bought by grant and county funds will remain the ownership of the Counties, at least until the project is complete. Options for purchasing the towers upon project completion will be considered. Network Equipment will remain the ownership of the contracted company.

The Counties do not have a sample tower lease agreement. Feel free to provide your own sample or suggested leasing terms with your proposal.

12. Will the 25/3 speed goals be required for all census blocks?

Answer: Yes.

13. Who are the school service providers?

Answer: Dinwiddie County's internet service provider is currently Windstream. This contract ends in July. Amelia County's provider is TDS.

14. MBC fibers run through both counties. In Amelia, MBC fiber does run into the schools; however, in Dinwiddie County it does not.

15. How far apart does MBC build handholds?

Answer: Per a meeting participant, this information can be found on MBC's website.

16. What is the time line for spending the grant funds?

Answer: Per the grant, funds must be spent within 3 years of award date. Since approximately 1.5 years has passed since being awarded the grant, the Counties will request an extension from the Tobacco Commission.

17. What is Comcast's take rate?

Answer: The project's main focus is on the under and unserved areas of the Counties. We are not interested in competition with Comcast or other current internet service providers that already serve portions of the Counties.

18. Due to the amount of data collection needed for this project, can the deadline for proposals be extended?

Answer: At this time there will be no extension of the deadline. Conceptual proposals shall describe a broad approach to the project. At a later date, more detailed proposals will be requested from selected companies.

19. How many farmers are there in the Counties?

Answer: This answer is unknown, but both Dinwiddie and Amelia Counties are agricultural counties.

20. Is GIS information available for the Counties?

Answer: Neither of the Counties have a full-time GIS position on staff. Dinwiddie County has GIS information available on their website at www.dinwiddieva.us, Interactive Maps. Should you have additional questions, please contact Jamie Sherry at jsherry@dinwiddieva.us or 804-469-4500 x 2146.

Amelia County has GIS information available at <https://www.ameliagis.timmons.com/#/>. Should you have additional questions, please contact Kenneth Llewellyn at Kenneth.llewellyn@ameliacova.com.

21. Are there any areas in the Counties that do not have Public Safety Radio Service?

Answer: All areas of Dinwiddie County have Public Safety Communication through radios. In Amelia, there are poor areas in the fringes of the County, especially the northwestern and southwestern ends.

22. There is one college, Richard Bland College, that is partially in Dinwiddie County and would possibly benefit from this project.

23. Who manages the existing vertical assets?

Answer: In Dinwiddie County, the Dinwiddie County Water Authority (a separate entity from the County) owns the water towers. They manage and maintain the water towers. Inspection and maintenance of county-owned towers is completed by RCV, whom is a subcontractor of Motorola, as part of the Public Safety Radio Communication contract. When a contractor is selected for the new public safety radio system, that contractor will take over the inspection and maintenance of the towers.

Amelia County does not own any communication towers. The water tower is owned by the County. Amelia's public works departments is in charge of maintenance but subcontractors are used for most of the tank maintenance.

24. Has an audit been done of mobile carriers and other service providers to verify that the frequencies do not interfere?

Answer: No.

Note: A signed acknowledgement of this addendum must be received by this office prior to the due date and time, or must be attached to your proposal. Signature on this addendum does not constitute signature on the original proposal document. The original proposal document must also be signed per RFP instructions.

Company Name: _____

Signature: _____

Type/Print Name: _____

Title: _____

Date: _____

**Mandatory Pre-Proposal Meeting
 Joint RFP #: 19-050719
 Broadband Project
 Monday, May 20, 2019 at 2 p.m.**

Company Name/Contact	Address	Phone	Email
Conxx David Kartchner	434 N. Centre Street Cumberland, MD 21502	240-580-2767	Dave.kartchner@conxx.net
Big Wireless Joe Roth	156 N. George Street York, PA 17401	717-801-3895	jroth@bigwireless.net
AcelaNet LLC Lon Whelchel	604 Thomas Nelson Hwy Arrington, VA	804-306-8131	lwhelchel@scsbroadband.com
Kinextel Scott	717 E. 3 rd Street Farmville, VA 23901	434-392-4804	scott@kinextel.net
ECC Technologies Jeff Brooks	13441 New Falls of Neuse Rd, Ste 200 Raleigh, NC 27614	919-602-8080	jbrooks@ecctec.com
StraightUp Net Rebecca Giella Tara Hodges	17001 Goodes Bridge Amelia, VA	804-601-4421	admin@straightupnet.com mhodes@straightupnet.com
Roger Scott	13302 Chula Road Amelia	804-240-9886	Roger.scott@ameliacova.com
All Points Broadband Tom Innes	908 Trailview Blvd, 170 Leesburg, VA 20175	703-554-6616	tinnnes@allpointsbroadband.com
Elite Contracting Group Forrest Heinle	23220 Airport Drive Petersburg, VA 23803	804-732-2341	Forrest.heinle@elitecontractinggroup.com
Data Stream Sean Lee	1535 S. Perimeter Road Fort Landerdale, FL 33309	407-766-0225 540-295-4290	slee@dswltech.net cthomas@dswltech.net

Ridge Comms James Wilson	PO Box 1121 Marshall, NC 28753	828-649-7680	james@ridgecomms.com
Lake County Internet David Varner	1874 Daniels Road Boydton, VA 23907	434-374-8558	david@lakecountrysat.com
VA Air Networks Joe Jones	101-C Founders Way Strasburg, VA 22657	540-328-9876	jjones@vaairnet.com
Open Broadband Alan Fitzpatrick Ken Winrich	PO Box 722 Waxhaw, NC 28173	704-237-0102 919-924-3389	alan@openbb.net kent@openbb.net
CAS Severn Carl Dodson	4509 Cochire Trail Richmond, VA 23237	804-397-9268	cdodson@cassevern.com
Wi4Me LLC / AER Wireless Keith Walker	119 Mable Wood Ave Springfield, MA	202-660-2926	kwalker@wi4me.net
B2X Online Logan DeHart Warren Kane	30 Mill Lane Salem, VA 24153	540-556-4507 540-389-7924	Logan.dehart@B2XOnline.com Warren.kane@B2XOnline.com
RiverStreet Networks Jody Call Greg Coltrain Chad Plemons	1400 River St, Wilesboro, NC 28697 165 Deer Run Rd, Danville, VA 24540 2193 NC Hwy, S. Belhaven, NC 27810	336-467-2388 434-792-2253 252-945-3058	jodycall@myriverstreet.net chadplemons@myriverstreet.net gregcoltrain@myriverstreet.net
North Carolina Wireless Bill Shillito	1985 Tate Blvd SE #43 Hickory, NC 28602	828-322-1505	bill@lightleap.com
InteliPort Fiber Steve Lane	103 W. Church Street Hartford, NC 27544	252-331-3367 252-426-4600	steve@inteliport.com