December 22, 2022

CITY OF JOPLIN
RFP: Solicitation for Citywide Fiber Optic Network Partnership

Addendum No. 2

Contract Bidders:

Enclosed is Addendum No. 2 for the above referenced project. Please execute, attach, and submit this Addendum No. 2 with your proposal.

City of Joplin

Johan Bullington
Assistant Director of Planning, Development &
Neighborhood Services

CITY OF JOPLIN
RFP Solicitation for Citywide Fiber Optic Network Partnership

Addendum No. 2

Addendum 2: Responses to Questions

The undersigned hereby acknowledges receipt of this addendum, which by this reference is hereby incorporated in and becomes a part of the Contract Documents for the above referenced project.

_____
Company Name

_____
Signature

_____
Printed Name, Title

City of Joplin Missouri
Request for Proposals – Solicitation for Citywide Fiber Optic Network Partnership
Addendum 2: Responses to Questions

Background: The City of Joplin ("the City") published its Request for Proposal (RFP) to solicit proposals from Internet Service Providers (ISPs) and vendors to partner with the City to meet its connectivity goals and further progress towards a Smarter Joplin by bringing fiber-optic broadband to every home and business in the City.

RFP Responses Due: No later than 5:00 PM CST on January 31, 2023

Question #1: Clarify how the City views an Open Access Network. We ask because we have a traditional view but there seems to be a suggestion of cities sometimes providing access to city conduit. Are there requirements around open-access (e.g., nondiscriminatory access by all ISPs) that you can share with us?

Answer #1: There are no open-access network requirements. The City will consider proposals for both open-access and single ISP structures. As such, the City does not have a predetermined concept of open-access and will consider any business plans that address the RFP requirements.

Question #2: We do not believe the project is financially viable with 100% underground deployment. Is the City willing to consider aerial deployments as well?

Answer #2: Yes. The City will consider aerial deployment where justified.

Question #3: Does the City have any relationship with the pole owner utilities that could facilitate the pole access and permitting process?

Answer #3: No. The future partner must work directly with the utility, where required. The City will support the future partner with introductory meetings and other activities as it makes sense supporting the partnership, while representing the stakeholders of Joplin.

Question #4: Does the City have any Pole Attachment Agreement with the power utilities?

Answer #4: No.

Question #5: Will the City consider a 100% aerial deployment proposal?

Answer #5: Given experience with natural disasters and to mitigate future communication disruptions vital to response and recovery efforts, the City prefers underground facilities where feasible. The City will, however, consider alternative designs with technical and financial justification, including aerial deployment. We encourage respondents to share these designs in proposal responses.

Question #6: Regarding funding, will the City consider any financial participation at all? If so, to which extent?

Answer #6: Yes. During the negotiations phase, the City will consider financial contribution into the future partnership.

Question #7: What are acceptable forms of proof of funding? (1.7)

Answer #7: The City will conduct financial due diligence of all parties responding to this RFP. Acceptable proof of funding includes documentation that explains the financial approach, the financial capacity of the proposers (i.e., ability to raise debt or equity), proof of bonding capability, bonding record, and/or legal & financial disclosures. As part of the general requirements, the City is requesting respondents provide DUNs number.

Question #8: Please elaborate on what is meant by discussion of possible future presence in Joplin? (3.1.3.4)

Answer #8: The City of Joplin wishes to understand, in detail, if the future partner will operate a local customer service or support center and have a strong local presence during the construction, operation, and maintenance of the fiber-optic network.

Question #9: Do the City facilities have any connectivity needs? If so, please provide addresses and KMZ of facilities and bandwidth needs.

Answer #9: The City has identified infrastructure assets and facilities in which they require connectivity in the geodatabase attached to the RFP. The geodatabase identifies the location and addresses or approximate locations where connectivity is desired. The City seeks a partnership where those infrastructure assets and facilities are connected with the best available technology. At this time, there are no identified bandwidth needs.

Question #10: Are there existing city-owned fiber/assets that can be incorporated into the design?

Answer #10: Yes. The City will provide details of existing and proposed City-owned fiber and assets during negotiations with potential partners, following the preliminary review of RFP responses.

Question #11: Please provide expected number of premises to be passed.

Answer #11: The Broadband Gap study identified almost 21,000 residential passings and 2,600 businesses. See https://www.joplinmo.org/DocumentCenter/View/10293/Joplin-Internet_Broadband-Gap-Report-v2---10_06_2021-2 for more information.

Question #12: Do you have any moratoriums that would affect construction timing?

Answer #12: The City will work diligently with the future partner to prioritize the construction of the future fiber-optic network.

Question #13: In order to provide an accurate financial estimate for the project, it will be necessary to obtain power company data that is not available via the City of Joplin website. Please provide a contact for Empire District Electric Company/Liberty Utilities that can provide this information.

Answer #13: Please contact Mr. Bruce Short (bruce.short@libertyutilities.com)

Question #14: What is the total amount has the city set aside for contribution from the ARPA funds or other funds to assist in the cost of the construction of the fiber to the home project?

Answer #14: The City will disclose potential future ARPA and other funding sources during the negotiations phase following the preliminary review of RFP responses.

Question #15: What information would you need to satisfy the audited financials requirement for the RFP?

Answer #15: Provide a detailed explanation of what financial information can or cannot be shared with the City, at this time. **Question/Answer #7** discusses needed financial data, if available by respondent.

Question #16: Can you explain in more detail what is meant by the statement in the proposal section 1.5 "The City will potentially make existing publicly owned infrastructure available for consideration in future negotiations."

Answer #16: The City will provide details of existing and proposed City-owned fiber and assets during negotiations with potential partners, following the preliminary review of RFP responses.

Question #17: Is the city looking to own the network post build completion and provide its own oversight of the operation and sales of the network to independent ISP's? If the city is interested in owning the network, would they consider contracting with an outside company to provide management of the network to include, operation, maintenance, marketing, sales, outside plant growth through new customer acquisition, customer support and trouble resolution.

Answer #17: The City does not wish to own and operate the network.

Question #18: Will the city provide support for entities seeking outside funding or loans as a guarantee of available funds for the project?

Answer #18: The City is prepared to provide support letter describing the future partnership, where practicable, to seek outside funding (e.g., loans) especially as it relates to future grant funds.

Question #19: What type of revenue share expectations will the city have in a public/private partnership?

Answer #19: The City is open to discussion and negotiation with future partners. The City encourages respondents to present the best solution and financial structure for review and consideration.

Question #20: What will the private company that participates in the public/private arrangement be expected to report to the city and what level of participation will the private company be required in the reporting process?

Answer #20: As there will be City-wide construction impacts and potential state/federal financial reporting associated with the deployment, the City and future partner will determine the

structure and cadence for reporting (e.g., paperwork and public appearances) which meets all expectations. Please provide your proposed solutions which integrate the City and respondent teams, if applicable.

Question #21: Will the public/private partnership be required to share company information to the public?

Answer #21: It will depend upon the partnership structure and the agreed upon City role in the future partnership. The City is required to follow all Missouri State law and federal fund reporting requirements.

Question #22: Will the City assist in obtaining future government grants that would qualify for this project?

Answer #22: The City is prepared to support the future partner, where practicable, to seek outside funding especially as it relates to future grant funds. The City is keenly interested in grant funding and is building a pursuit strategy at this time.

Question #23: Will the City accept electronic delivery of responses? Is physical mail submission required?

Answer #23: Yes, the City will accept RFP response delivery via email. Physical mail submission is not required.