ADDENDUM NO: ONE

TO ALL OFFERORS:

REFERENCE:  
RFP No:  2020-06303-122
Commodity:  Expansion of Broadband Services
RFP Due On:  Tuesday, June 30, 2020

Please note the clarifications and/or changes made to this solicitation:

1. Questions and Answers as per Attachment 1.

2. Please see updated options for Receipt of Proposals, Attachment 2.

3. All other terms and conditions of the solicitation remain unchanged. Sealed proposals must be received in accordance with the solicitation requirements by **3:00pm on Tuesday, June 30, 2020**. Late proposals will not be considered.

4. A signed acknowledgement of this addendum must be received by this office attached to your proposal. Signature on this addendum does not constitute your signature on the original proposal document. The original proposal document must be signed also.

Sincerely,

Sharon Cash
Sharon Cash, VCO, VCCO
Buyer II
Phone: (434) 296-5854

Attachments

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Q1  Our engineers are counting 3,069 unique underserved addresses in the spreadsheet file. Does this sound correct? We were expecting closer to 3,700.

A1  The County expects there to be overlap in many of the project area depending on current service. And there are other projects going on now which when complete will address the identified discrepancy.

Q2  I was (we were?) under the impression that CVEC would be bringing its “Firefly” fiber to the home offering to all CVEC customers in Albemarle County? If so, our understanding is that this would reduce the aforementioned 3,069 underserved households to 2,772 (net reduction of 297 CVEC homes). Does this sound correct? See map below with red diamonds depicting 297 CVEC homes we eliminated given the brown colored areas that we believe are CVEC service areas.

A2  CVEC, through its subsidiary FireFly is committed to offering all of its Albemarle based members internet service over the next several years. The Albemarle Broadband Authority continues to support those efforts. However, the area of the County where 297 CVEC members reside is not on FireFly’s schedule for the 18 months period of performance for RFP responses. ABBA’s intent is to partner with interested ISPs (including FireFly) to complete expansion in the next 18 months so the 297 serviceable units are included.

Q3  Our interpretation of this RFP is that ABBA may fund projects without any VATI support. Is this correct? How much funding does ABBA have to fund projects with no additional VATI funding?

A3  The Albemarle Broadband Authority has reserved funds for VATI partnerships, assistance to application for Federal funding, and direct funding for the projects resulting from successful bids. The goal is to be creative with responses; identifying any strategy the ISP deems as a successful method to achieve broadband expansion, whether the proposal is for one or all of the project areas. At minimum, ABBA intends to apply $640,000 as leverage for successful bids (VATI proposals or otherwise).

Q4  Our interpretation of this RFP is that ABBA may fund projects in coordination with VATI funding. We therefore assume that any projects that would include VATI would need to be 2021 projects. Is this correct? If so, this would require us to complete 100% of our 2021 projects prior to 12/31/2021 or risk losing VATI funding?
A4  Yes, one option for project proposals is to leverage VATI funds. However, the period of performance for VATI 2021 projects will vary with provisions available to extend into early 2022. The VATI 2021 Guidelines are under development. In the past, the period of performance was 12 months after contract. In the draft guidelines the period of performance is extended to 18 months after contract. Thus, if the guidelines are final; 18 months after contract will be the period of performance. The schedules will vary as a result; in addition, VATI does provide for requests for extensions of deadlines.

Q5  Just to give us some idea of the potential opportunity, what was the general range of prior ABBA grants? For example, $XX-$YY per underserved home.

A5  The Albemarle Broadband Authority encourages potential bidders to research prior VATI applications to determine the range. The range varies significantly. Potential bidders can determine funds provided by the County to each of the past projects and determine costs by serviceable unit. [https://www.dhcd.virginia.gov/vati](https://www.dhcd.virginia.gov/vati) halfway down the page and [https://www.dhcd.virginia.gov/vati-archive-programs](https://www.dhcd.virginia.gov/vati-archive-programs). If time permits, potential bidders should attempt to compare the cost for serviceable units across the successful applications, not just the applications submitted for Albemarle County, VA.

Q6  Many of the underserved areas have no existing vertical real estate (i.e., existing towers, existing tall buildings, existing water tanks, etc.) that we can leverage. Therefore, we would require new towers to be built. Given the County’s challenging wireless ordinance with respect new tower height, as well as unknown willingness of property owners to lease property for a tower, I assume we should include worst case assumptions of how many underserved homes we can cover per new cell site (e.g., a 150’ tower may cover 200 homes and a 80’ tower cover 75 homes).

A6  The Albemarle Broadband Authority encourages potential bidders to work within County existing guidelines as regards to tower siting. Here to assist in anyway possible, to navigate the process of determining the optimal solution. The County does approve 150’ and more tower heights and is committed to working within period of performance and current guidelines. Potential bidders are encouraged to consider existing publicly held property as potential sites.
Proposal Receipt Procedures

2020-06303-122: Expansion of Broadband Services

June 2, 2020

1. Please see the following options for Receipt of Proposals:
   a. Electronically:
      i. Email: Proposals and a redacted copy if necessary, may be emailed to scash2@albemarle.org, however, due to limitations of the size of email attachment (25 MB), documents may need to be sent in more than one (1) email. Please see item 3 below.
      
      ii. Flash Drive (See b and c below): Proposals may be mailed on a flash drive containing the proposal and redacted copy if necessary, to the Issuing Agency Address, as noted in the RFP document. Be sure to that the room number and the RFP number are clearly written on the exterior of the shipping package. Please see item 3 below.

   b. USPS Mail: One (1) original copy RFP, and redacted copy if necessary, and one flash drive containing the proposal and redacted copy if necessary, may be mailed to the Issuing Agency Address as noted in the RFP document. The room number and RFP number shall be clearly written on the exterior of the shipping package. Please see item 3 below.

   c. Shipping Services: One (1) original copy RFP, and redacted copy if necessary, and one flash drive containing the proposal and redacted copy if necessary, may be mailed to the Issuing Agency Address as noted in the RFP document. The room number and RFP number shall be clearly written on the exterior of the shipping package. Please see item 3 below.

   d. Lock Box: One (1) original copy RFP, and one (1) redacted copy if necessary, and one flash drive containing the proposal and redacted copy if necessary, may be deposited in the Lock Box, labeled Vendor/Contractor Bids or Proposals Only, at the County Office Building (401 McIntire Road, Charlottesville, VA 22902), prior to the established due date and time. The room number and RFP number shall be clearly written on the exterior of the shipping package. Please see item 3 below.

2. For the immediate COVID 19 emergency, notary requirements are waived. However, documents should be properly signed, and the attached Electronic Transaction Authorization signed and included with the electronic package.

3. It is the offeror’s responsibility to insure and confirm delivery by the established due date/time.
ELECTRONIC TRANSACTION AUTHORIZATION:

RFP: 2020-06303-122: Expansion of Broadband Services

Electronic Transaction. By signing here, I ___________________________(typed/written name), agree that all transactions acts, and notices for ___________________________(typed/written company name), may be carried out by electronic means, unless the context would not permit a transaction, act, or notice to occur electronically.