



City of Spring Hill, Kansas

**Request for Proposal (RFP) for
Partnership for Deployment of a
Fiber-to-the-Premises (FTTP) Network**

**Answers to Questions Received
September 13, 2019**

Questions presented in this document are written as received. Answers are provided with information available as of September 13, 2019.

1. **Can you please provide lot level GIS details and information on Right of Way access for the City?**
 - A. *Once a Partner is chosen for this project, we will grant the Partner the City's access to all GIS data. At this time, we can provide access to a shapefile that better outlines the Spring Hill city's outside boundary.*
https://ims.jocogov.org/ddr/data/SpringHill_save/CityBoundary_20190913.zip
2. **Does the City of Spring Hill own the telephone poles in the City? Can you please provide information on their locations on a map?**
 - A. *The City does not own telephone poles in Spring Hill and does not have the location of poles owned by Westar and KCPL (recently merged to become Evergy).*
3. **In section VII 6a can you please explain the specifications for the \$350,000 project estimate? For example, we would like details on the type of fiber, equipment, handoff, etc.**
 - A. *The details for this project are undefined at this time and will be determined dependent upon the option chosen by the Partner, to either design and construct the project or to use the open ground during City construction. The intent of this project is to connect City facilities designated on the map in Appendix B and the City will work with the Partner to determine the most appropriate connection route. Respondents are not expected to design or submit a cost proposal for the connection of city facilities as a part of this RFP.*
4. **In reference to section VI B 2, when you say direct connections, can you clarify if you mean direct physical connections (i.e. physical outside plant), or do you mean network bandwidth availability?**
 - A. *While we are open to all options, the language in the RFP should reflect that our preference is a direct physical connection (i.e. physical outside plant).*
5. **In section VI B 4 can you please explain what you mean by redundancy to each customer?**
 - A. *The intent of the language in this section is to reflect our preference for a redundant backbone that would reduce or eliminate down time to the customer.*
6. **What is the City of Spring Hill's definition of network capacity (backhaul, transport, outside plant, homerun, etc.)?**
 - A. *The use of the term network capacity in the document is the amount of traffic that a network could handle at any given time to meet or exceed demands.*
7. **Please confirm the land area and population density for Spring Hill that corresponds to Appendix A – City Limits Map in the RFP. Some sources state that the land area is 3.45 square miles, which would put the population density around 1,700 people/sq. mile. Other sources state that the land area is 8.5-8.7 sq. miles, which would put the population density around 670 people/square mile.**
 - A. *Within the city boundaries, there are areas not annexed into the city (essentially considered not part of the city limits); however for the purposes of this project we understand that it may make sense for a company to build through those areas and serve those areas as well. The outer city limits of Spring Hill are 8.5 sq. miles.*

- 8. Is the City looking for a provider or prime contractor or both?**
- A. *The City is looking for a creative partnership for a comprehensive solution. The solution should include the details for construction, operations and maintenance. We understand that each company may bring a unique proposed solution.*
- 9. In section VI.B.2 it states: "Provide data infrastructure to every Spring Hill home, business, public facility, and private institution to allow residents, workers, and visitors the opportunity to access affordable, high-speed connections to the Internet and other networks. Exhibit B for the location of city stakeholders." Will the city be able to make available digital data for every "home, business, public facility, and private institution" with their, location (GPS), address, and specific service requirements?**
- A. *Once a Partner is chosen for this project, we will grant the Partner the City's access to all GIS data. At this time, we can provide access to a shapefile that better outlines the Spring Hill city's outside boundary.*
https://ims.iocogov.org/ddr/data/SpringHill_save/CityBoundary_20190913.zip
- 10. Where does the City of Spring Hill have existing conduit/fiber? If so, where is it and can it be leased /accessed?**
- A. *The City does have very limited conduit that could be leased by any provider.*
- 11. Does the City of Spring Hill have addresses of all residences within the RFP area? If so, can you provide?**
- A. *See response to Question #9.*
- 12. Does the City of Spring Hill have addresses of all businesses within the RFP area? If so, can you provide?**
- A. *See response to Question #9.*
- 13. Does the City of Spring Hill have the addresses of all MDUs within the RFP area? If so, can you provide?**
- A. *See response to Question #9.*
- 14. Does any RFP Proposal need to be a 100% Fiber solution, or can any portion of the proposal be a combination of fiber and copper, if the solution meets a certain speed requirement of the City?**
- A. *The City seeks a creative partnership that will meet the current connectivity needs and anticipate future needs. Please refer to Section VI: Project Requirements.*
- 15. Will the City of Spring Hill be able to help with Highway and Railroad permits, since existing conduit may not be accessible for use?**
- A. *The City will assist the Partner to facilitate conversation and collaboration with other entities where appropriate.*

- 16. It is much more economical to place fiber on existing poles, rather than to bury, is that acceptable? Note: The joint use expense of the utilization of power poles will also be a large factor in the economics.**
- A. *Please refer back to Section VI (B): Project Requires – Network.*
- 17. Is the City willing to contribute funds to help subsidize a fiber deployment, if so, provide details?**
- A. *Please refer to Section VII – 6: City Participation.*
- 18. Is the City mainly interested in a data solution or voice/data or voice/data/video?**
- A. *The RFP is focused on reliable, affordable, high-speed internet serving all residential, business, and community anchor institutions within the city limits of Spring Hill. Please refer to Section VIII-12: RFP Response Format – Services to indicate other service options your company provides.*
- 19. Has the City considered putting in the backbone fiber to the entire city limits and have providers place their own drops to customers, once customers actually order service?**
- A. *The results of the feasibility study, provided on the city's website at <https://www.springhillks.gov/674/Broadband-Task-Force> outlines options for consideration by the city. An option presented included a backbone structure. The Broadband Task Force recommended the City Council instead seek proposals from interested, qualified service providers.*
- 20. Does the City of Spring Hill plan to connect all of the addresses listed in Appendix B, with dark fiber? If so, is it already in an approved Spring Hill budget, e.g. \$350,000?**
- A. *Yes, the project to connect City facilities is included in the City's Capital Improvement Plan (CIP) which was approved by the City Council and can be found at <https://www.springhillks.gov/DocumentCenter/View/3335/2020-2024-Capital-Improvement-Program?bidId=>.*
- 21. Since the City of Spring Hill has limited funds for the deployment of fiber, shouldn't the City deploy fiber where there is no existing fiber provider, rather than duplicate fiber where fiber already exists, especially with Public funds?**
- A. *Please refer to Section VII: City Participation.*
- 22. Does the City of Spring Hill plan to light this dark fiber to provide data services to itself? If not, how does the City of Spring Hill plan to utilize this dark fiber?**
- A. *The City will bid services to light and maintain dark fiber connecting city facilities.*
- 23. Will Spring Hill request a provider to light the fiber and maintain the fiber? Will the City be leasing or selling dark fiber strands?**
- A. *Refer to response of Question #22. No decisions have been made regarding use of dark fiber strands other than service for city facilities/technology/communications.*

- 24. Is the City of Spring Hill interested in purchasing a fiber “lit” service (1 G) for the City locations or does it want to actually own the fiber between City locations?**
- A. *The City prefers to own the fiber between city locations.*
- 25. The RFP states that the service provider must build data infrastructure to every Spring Hill home, business, public facility, and private institution. Does this refer to only those addresses within Spring Hill city boundaries, or are addresses outside of the city boundaries also included in this requirement?**
- A. *The intent is for all addresses within the city boundaries. Also, within the city boundaries, there are areas not annexed into the city (essentially considered not part of the city limits); however for the purposes of this project we understand that it may make sense for a company to build through those areas and serve those areas as well.*
- 26. Does the homes passed estimate of 3,000 include the homes in the non-city limit areas that are surrounded by the city limits? For example, does it include the area east of Woodland Rd and north of W 207th St.?**
- A. *No, the estimate of 3,000 does not include those areas within the city boundaries not annexed into the city.*
- 27. Can you provide a map of known planned subdivisions and business parks, as well as proposed development areas not yet in the planning stage? Please include an estimate of the number of homes and business in those planned areas.**
- A. *Approved plats and plans are available on the city’s website and further information available under planning commission and city council agendas and minutes.*
- 28. Within the city, how many homes are unserved (below 25/3 Mbps)? How many homes are underserved (below 100/20 Mbps and above 25/3 Mbps)?**
- A. *The City does not have that information available.*
- 29. Is Spring Hill open to considering network designs other than FTTP as long as these designs can deliver 1,000 Mbps download speeds?**
- A. *Please submit any option that provides a creative solution for reliable and affordable access to high-speed internet.*
- 30. Can you elaborate on what is expected in the “Business Model Summary” section? Our assumption is that we would include requested city participation (right-of-way permits, etc.) and proposed network ownership.**
- A. *Under this section, please submit any information that better helps us to evaluate your proposal.*
- 31. Can you elaborate on what is expected in the “Business Structure” section? Our assumption is that we would include financial projections for this project, requested city participation (right-of-way permits, etc.), key risks, and risk mitigation plans.**
- A. *Under this section, please submit any information that better helps us to evaluate your proposal.*

- 32. What does the RFP mean by "partnership" with the city? Please provide an explanation or sample of the type of legal document that could be executed.**
- A. *A sample document is not available at this time. The City understands that a partnership could be structured in many different ways and looks forward to proposed partnership structures provided by the respondents.*
- 33. If Broadband Provider desires to partner with the City to build the backbone/Dark Fiber with the City's contribution of >\$350,000, will the Broadband Provider be accountable for all aspects of the construction and design so long as city needs are met?**
- A. *Please outline in your proposal how this option may work best for your company.*
- 34. Will city facilities be available for installation of Active equipment? Will this space allocation be free? (Assuming Broadband Provider will be responsible for utility costs e.g. Power.) Will the CO/Demarcation/Interconnection space allocation be provided by the City and would the service provider only be billed for commercial power?**
- A. *The detail requested here has not been contemplated at this time. Please outline your requirements or needs within your proposal.*
- 35. Is there an expected or planned allocation of funds by the city for the buildout of the network?**
- A. *Please refer to Section VII: City Participation.*
- 36. Will the city favor bids planning to build higher quality networks? E.g. minimum speeds closer to 1Gbps with maximum required at 1Gbps?**
- A. *The City is open to all solutions proposed and will evaluate proposals based on the project goals and requirements.*
- 37. Does the city have a preferred timeline for completing the entire buildout?**
- A. *The RFP does not reference a buildout time period; however, the Broadband Task Force recommended a maximum five-year buildout time period.*
- 38. What is the estimated number of businesses in Spring hill? (It was noted 3,000 residential units.)**
- A. *City utilities currently serve 81 businesses in Spring Hill.*
- 39. Has the city performed any study related to soil composition (e.g. % of rock in soil and at what depths)? Related to this, will there be any depth limitations imposed by the city?**
- A. *No studies have been done and no information is available at this time for depth requirements.*
- 40. How important is Redundancy vs Cost to the City? Redundancy is required to what extent, until the Subscriber/Pedestal/FDP/FDH/OLT?**
- A. *In connection of city facilities, redundancy is required. In relation to the community broadband project, please outline in your response how redundancy will be handled.*

- 41. Will the City still require Permit Drawings regardless of the support being provided to build without customary timelines?**
A. *Permit drawings are required.*
- 42. Is there any parcel or utility data (in shapefile formats) that will be provided?**
A. *Shapefile formats are provided at https://ims.jocogov.org/ddr/data/SpringHill_save/CityBoundary_20190913.zip.*
- 43. Does the city have any planned interest in the management of the network? Or is the extent of involvement to the point of arranging a partnership with financial support only? Related to this, the Broadband partner will own and manage 100% of the network once complete?**
A. *At this time, the City does not have interest in management of the proposed network.*
- 44. Can the CAI locations be defined? What/where are the Community Anchor Institutions?**
A. *The city does not have CAI location available for distributions. Please use resources such as Johnson County AIMS or Miami County online mapping tools for your own research.*
- 45. Are there any existing City of Spring Hill backbone paths?**
A. *No.*
- 46. In order to better understand what local permitting assistance is available, could the City please provide a copy of Resolution 2019-R-14 referenced in the RFP?**
A. *Yes, a copy is attached to this response.*
- 47. Among the incentives offered by the City in Section VII is a \$350,000 cost share or capital cost reduction, with the potential for increased budget dependent upon addition of optional facilities, available to a Partner constructing dark fiber between city facilities? Could the City list all requirements associated with receiving the \$350,000 incentive?**
A. *Please refer to the Project Goals and Requirements as outlined in the RFP.*
- 48. Is there already a fiber design that that the city is willing to allow the partner to use, or does the city anticipate the partner designing and building dark fiber to the sites outlined in Appendix B?**
A. *A design has not yet been completed and can be completed by either the city or Partner. Please provide your preference in your response.*
- 49. If there is not a fiber design, then is there a particular way the city would require their sites to be connected?**
A. *The City is open to ideas on the best route to connect city facilities.*
- 50. Will the city be building its own fiber infrastructure separate from the partner's infrastructure?**
A. *We anticipate that the conduit for the city's dark fiber will be separate from the Partners.*

RESOLUTION NO. 2019-R-14

A RESOLUTION APPROVING AND AUTHORIZING A FINANCIAL INCENTIVE PROGRAM FOR INTERNET SERVICE PROVIDERS DEPLOYING GIGABIT BROADBAND SERVICES TO THE RESIDENTS, BUSINESSES AND GOVERNMENTAL FACILITIES IN SPRING HILL, KANSAS, COMMENCING ON JULY 11, 2019, AND TERMINATING ON DECEMBER 31, 2020.

WHEREAS, the Governing Body finds and determines that it is within the City's interest to promote and stimulate the deployment of Gigabit broadband services within the City; and

WHEREAS, the waiver of right-of-way permit and inspection fees is determined to be for a public purpose and further determined to be an economic incentive program that does not constitute a gift for private purposes.

BE IT RESOLVED BY THE GOVERNING BODY OF THE CITY OF SPRING HILL, KANSAS as follows:

SECTION ONE: Authorization for Financial Incentive for Deployment of Gigabit Services. Effective July 11, 2019, and terminating on December 31, 2020, the program is authorized and approved. The program shall consist of the following:

1. **Waiver of Right-of-Way Permit and Inspection Fees.** The right-of-way permit and inspection fees imposed by Section Eight and Section Nine of Resolution No. 2019-R-06 are hereby waived for internet providers who deploy Gigabit-capable broadband services for sale to residents, businesses, and governmental entities within the City of Spring Hill, Kansas.
2. **Eligibility for Program.** An individual or company making application for waiver of right-of-way permits and inspection fees that are in arrears to the City of Spring Hill, Kansas are not eligible for the program until all past due accounts are paid, in full.

SECTION TWO: Execution of Documents. The Mayor, City Administrator, City Clerk, and Community Development Director are hereby authorized and directed to execute the necessary administrative documents to implement and comply with the intent of this Resolution.

SECTION THREE: Further Authority. The City shall, and the officials and agents are, hereby authorized and directed to take such further action and execute such other documents as may be necessary or desirable to carry out and comply with the intent of this Resolution.

SECTION FOUR: Effective Date. This Resolution will become effective upon its adoption by the City Council.

July ADOPTED by the City Council of the City of Spring Hill, Kansas, this 11th day of _____, 2019.

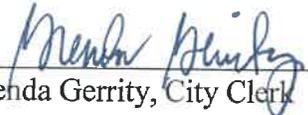
APPROVED by the Mayor this 11th day of July, 2019.

CITY OF SPRING HILL, KANSAS



Steven M. Ellis, Mayor

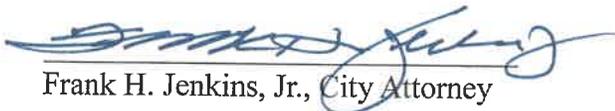
ATTEST:



Glenda Gerrity, City Clerk



APPROVED AS TO FORM:



Frank H. Jenkins, Jr., City Attorney