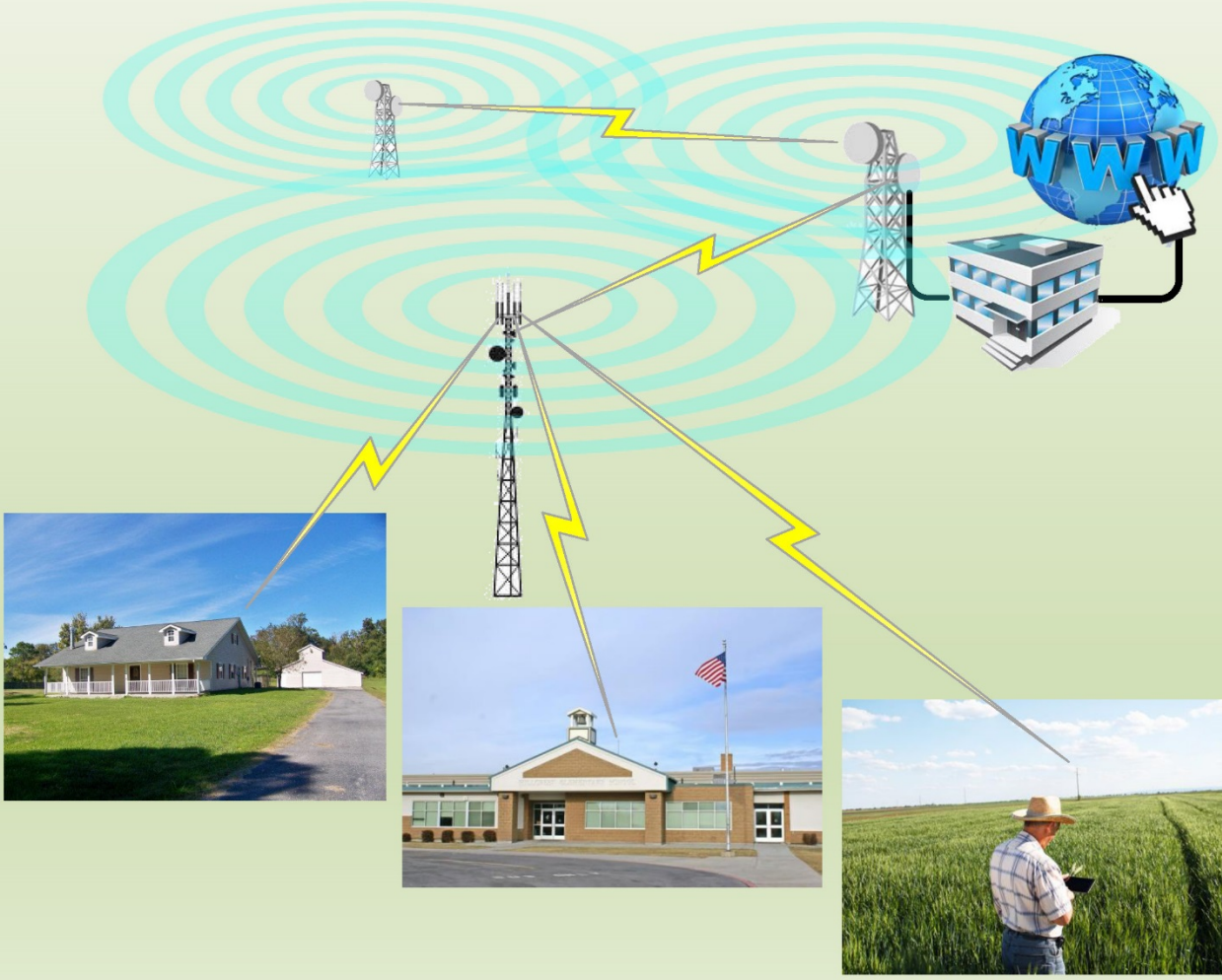
REDACTED VERSION



COUNTIES OF AMELIA AND DINWIDDIE
JOINT PPEA REQUEST FOR PROPOSALS

BROADBAND PROJECT

RFP-19-050719

JUNE 11, 2019

SUBMITTED BY:
ELITE CONTRACTING GROUP
23220 Airpark Dr. Petersburg, VA 23803

Re: Broadband Project RFP-19-050719

Attn: Hollie R. Casey
County of Dinwiddie
14010 Boydton Plank Rd.
P.O. Drawer 70
Dinwiddie, VA 23841

On behalf of Elite Contracting Group, a Virginia SWaM, and our Elite Team of industry experts, we are pleased to provide the Counties of Amelia and Dinwiddie Counties a PPEA Proposal to provide high quality Broadband Services to the underserved residential and business consumers in our counties.

Our proposal will demonstrate a unique approach that leads with safety, and includes a disciplined business and engineering approach to providing long-term sustainable services. We believe that this approach, combined with our extensive team experience, close geographic proximity to the project, under the guidelines of the PPEA procurement model, will result in the lowest risk, best long term value to Amelia and Dinwiddie County and their residents.

Note This version of the proposal has been redacted in accordance with Virginia Code Section 2.2-3705.6(11)(b) as required in the RFP section 4.2.B.6.

We appreciate the opportunity and look forward to your review and response to our proposal.

Sincerely;

L. Scott Wray

CEO & President

Elite Contracting Group

23220 Airpark Dr.

Petersburg, VA 23803

CC: Gary Schworm

Executive Vice President

Table of Contents

The following sections are provided as a response to the Specific Proposal Instruction section of the RFP. To assist with your review and evaluation of our proposal response, the *italics portion of the response,* restates the RFP requirement, followed by our response to that requirement.

4.2 Specific Proposal Instructions

Proposals shall be submitted in a sealed envelope or package. Conceptual Design Proposals should be as thorough and detailed as possible so that the Counties may properly evaluate your capabilities to provide the Counties' needs. Offerors are required to submit the following items as a complete proposal.

A. Qualification and Experience:

1. ***RFP Requirement A-1**:*
   Identify the name, title, address, phone number, and email of the individual who will serve as the point of the contact for the Offeror.

   Elite Contracting Group Response: The following Point of Contact (POC) will be the main contact for Elite.

   Primary Contact

Name:	Scott Wray
Title:	President and CEO
Address:	23220 Airpark Dr. Petersburg, VA 23803
Phone:	804-641-3173
Email:	Scott.Wray@EliteContractingGroup.com

   Secondary Contact:

Name:	Gary Schworm
Title:	Executive Vice President
Address:	23220 Airpark Dr. Petersburg, VA 23803
Phone:	804-357-1376
Email:	Gary.Schworm@EliteContractingGroup.com

2. ***RFP Requirement A-2**:*
Identify the full name and legal structure of the firm or consortium of firms making the proposal (i.e. corporation, partnership, joint venture, limited liability corporation.) Identify the organizational structure for the project, the management approach, and how each participant and major subcontractor in the structure fit into the overall team.

Elite Contracting Group Response: Elite Contracting Group, Inc. (Elite) shall be the Prime Contractor for this Project. Scott Wray, is the owner, President and CEO of Elite Contracting Group and is responsible for the day to day operations of the organization. Gary Schworm is the Executive Vice President of Elite and is responsible for the continued sustainable growth of Elite in all market areas. Together they form the senior leadership for our team of experienced professionals. For this project, under their leadership, Elite will have single source responsibility to Amelia and Dinwiddie counties to provide the design, installation, maintenance, and direct to consumer support required to successfully provide a Wireless Internet Service Network for underserved rural consumers within Amelia and Dinwiddie counties as specified in the RFP. To provide these critical services, Elite will leverage the strategic relationships we have with important commercial industry partners, consisting of subcontractors, service providers and suppliers to deliver a sustainable and affordable solution to the residents of each county.

The project will be professionally managed by Elite's Operations team with a dedicated Project Manager assigned during the design and installation phases of the project working in close coordination with the Counties. After installation completion, maintenance of hardware for both transmission and consumer installation would be managed through the Elite Service department, with a coordinator for all activities appointed to ensure proper connectivity is provided to the Counties and any business or residential clients.

Elite has carefully chosen a core team to help design and implement our Broadband deployment strategy.

- **Prime Technology Contractor**: Elite Contracting Group

Strategic Subcontractor

- **PE Design & Engineering**: Kimley Horn

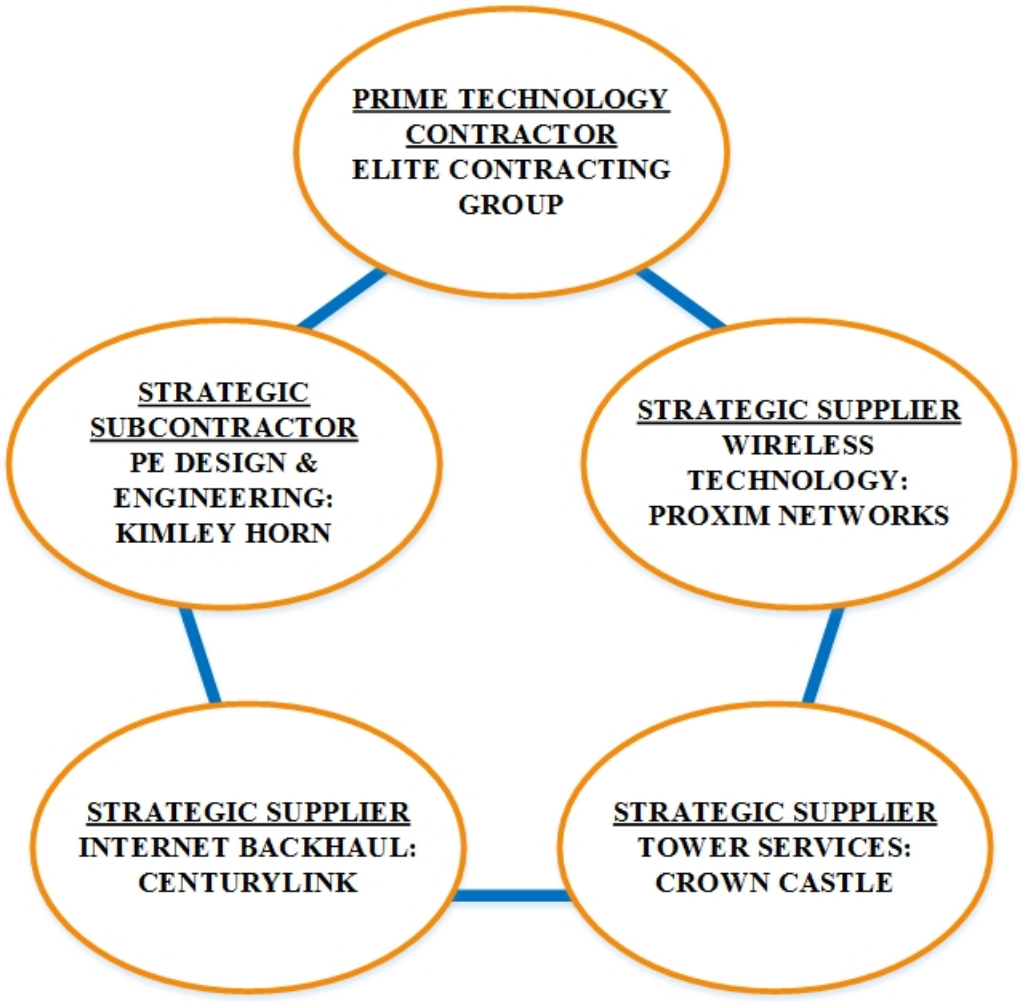
Strategic Suppliers

- **Wireless Technology**: Proxim Networks
- **Internet Backhaul**: Century Link
- **Tower Services**: Crown Castle

3. ***RFP Requirement A-3**:*

Describe the experience of the firm or consortium of firms making the proposal and the key principals involved in the proposed project, including experience with design and construction of high-speed Internet facilities and infrastructure, including but not limited to communications towers, design and installation of a high-speed wireless network and operation of a WISP. Describe the length of time in business, length of time in business as a WISP, business experience, public sector experience, and other engagement of the firm or consortium of firms. Include the identity of any firms that will provide design, construction and completion guarantees and warranties, and a description of such guarantees and warranties. Provide resumes of the key individuals who will be involved in the project. Provide a list of past projects that have been completed by the same team proposed for this project.

Elite Contracting Group Response:



Prime Technology Contractor - Elite, the Prime Contractor for the project, has successfully designed, installed and maintained a variety of complex technology and construction integrated solutions including wired and wireless communication systems that support critical infrastructure for clients who are subject to stringent regulation in the industrial, commercial, and government markets. These systems have been deployed and sustained in transportation, bridge/tunnel, power distribution and maritime applications with a proven track record of delivering results safely, on time and on budget. In addition to our direct corporate experience, our strategic team members demonstrate successful experience delivering rural broadband that is the requirement of this RFP. Collectively, our experience exceeds the requirements of the RFP and provides a pathway forward based upon proven engineering disciplines that have resulted in successful deployment of many complex projects. This experience also includes extensive work under Virginia Public Procurement laws and policies that will govern this project and working relationships. The strategic team proposed by Elite is based upon our experience with each partner and is subject to change as needed by Elite to support the project. Strategic partnerships include:

- **Technology and Construction Design** – Elite has selected Kimley-Horn as our strategic subcontractor to provide Professional Engineering (PE) services for the design portion of the project including but not limited to technology, civil, electrical, structural, right of way and other support services that may be required for this project. This may include identifying wireless transmission locations, internet backhaul locations, fiber routing for internet backhaul, RF spectrum analysis and design documentation creation/submission. As Elite's Design partner, Kimley-Horn will ensure that the design of a system is completely vetted prior to submission and review by the Counties.

- **Technology Product Solutions** - Elite has selected Proxim Wireless as our primary strategic technology products supplier including the Subject Matter Experts (SME) for the design, engineering and certification of the wireless systems to be utilized for The Project. Proxim has years of experience in the wireless manufacturing industry and has successfully worked with an end-user to deploy a large-scale WISP system in Illinois.

- **Internet Backhaul Communications**: Elite has selected Century Link as a strategic supplier to provide ISP design and connections from specific points within the transmission network for the Rural Broadband consumer. Century Link is one of the largest network and Internet providers in the country and will help provide affordable, scalable Internet to meet the needs of end-users who subscribe to the WISP system.

- **Communication Towers** – Elite has selected Crown Castle as a strategic supplier to provide their expertise for the design, installation, and management of tower assets that may be required for the success of the project. While a list of potential mounting locations for existing towers was provided in the RFP documents, the Elite Team believes there are potential dead zones that do not have any coverage, or potential zones where coverage might not be feasible due to lack of collocation capability. To help bridge these gaps, Elite will work with Crown Castle to help identify potential locations for the existing Dinwiddie owned towers and any new tower locations that will help provide additional coverage. Crown will also assist with the ownership, licensing agreements and overall management of tower assets for Elite.

- **Safety Management** – Safe execution of our work is our top priority every day. We have dedicated staff who review all field work activities on a daily basis and perform safety checks while also providing safety briefings based on site and project specific data. We have attached a sample of our safety plan for your review. This plan will be modified and managed as needed based upon the actual work that we will provide to the Amelia and Dinwiddie Counties. (See Attachment #1)

Team Project Examples - The following project examples demonstrate many of the regulated and demanding environments that Elite has provided turnkey integrated solutions to end-user clients with a proven track record of safely meeting demanding requirements. Most of our projects and clients have non-disclosure agreements in place with our team. To protect the sensitive nature of these projects and clients, the actual client contacts and specific project names may be available under the non-disclosure guidelines of each client and the FOIA exemption requirements under FOIA REF VA 2.2 – 3705.2 (14).

Project #1: Wireless Mesh Installation in a Maritime Application

Elite was selected by a State Agency to design, build and maintain a wireless mesh system solution to transmit secure data located on ferries moving across the water from one port to another on the opposite side of the river. Our team assumed responsibility for this project after prior incumbents had installed systems that did not meet the client's demanding requirements. We accepted the risks for that challenge and prior to the installation, our team conducted performed a complete on site evaluation including a full RF spectrum analysis, an engineered wireless survey with certified industry experts to determine optimal bands and mounting locations and then mounted wireless antennas on both ends of each boat to allow for transmission in either direction, and a comprehensive engineered design and financial solution. At the midpoint of each ferry's route, the system automatically switches transmission from one shore to another with the remote port transmitting video back to the security center using a point-to-point wireless backhaul. This installation was conducted on time and on budget with a minimum throughput of exceeding 30Mb/s transmission speed and has been maintained 24.7.365 since completion.

Project #2: Critical Infrastructure Bridge Multi-Point Wireless Solution

Elite was selected by a State Bridge Facilities team to design, build and maintain a wireless interface to connect critical infrastructure resiliency devices on either end of a large bridge to a control system located within the bridge's control house. This wireless interface consisted of multiple point-to-point and multi-point-to-point wireless connections for the technology and multiple intelligent transportation systems leading to the bridge itself. Two long range multi-mile links were installed, to connect the control house to a secondary facility for redundant control of the stop gate system with the other long-range link connection multiple intersections via a multi-point wireless link. All systems were installed after a complete engineered design including an RF analysis was conducted and mounting points were researched with a final design being submitted to the customer prior to installation. A separate dedicated backhaul wireless communications link was provided to connect an adjacent bridge facility approximately 6 miles across a commercial waterway adjacent to a major federal contractor's secure facility. Elite installed the wireless systems in conjunction with security and transportation technology providing 24.7.365 on-site service support including annual testing of the wireless systems, and continual new technology hardware improvements to enhance performance of the solution.

Project #3: Long Range Point-to-Point Wireless Link for Rural County

Elite was selected to design, build and maintain a multi-point wireless link connecting multiple intelligent transportation assets and systems along a major roadway and a separate multi-mile point-to-point high speed wireless link to provide backhaul for a series of signalized intersections. This installation required the erection of multiple structural poles including foundations and the installation of several miles of underground fiber to link the wireless network to the end-users operation center that would monitor the transportation assets. All systems were installed after a complete engineered design including an RF spectrum analysis was conducted for the wireless links, to ensure that the long-range point-to-point and other wireless connections would receive minimal interference, allowing for optimal bandwidth for video transmission. Elite installed the wireless systems and provided 24.7.365 on-site service support including annual testing of the wireless systems.

Project #4: Southern Virginia Multi-County High Speed Network

Elite was selected to provide a high speed dedicated secure network to allow critical communications between transportation operations centers located in Roanoke, Lynchburg and Richmond, Virginia. The project included the design, build and maintenance of over 50 miles of fiber optics along Interstates and secondary highways utilizing a variety of construction means and methods. Our team worked with multiple PE firms for the design and route coordination of the fiber installation which included the creation of a detailed plan set on where all fiber, junction boxes and splice points would occur. In addition to the fiber optics we installed, we also connected that fiber to dark fiber provided by multiple dark fiber network providers, across Southern Virginia starting in Dinwiddie County connecting through multiple counties and jurisdictions to Southwest Virginia. When the fiber backbone was established and proofed, we then installed multiple Layer 3 scalable gigabit switches located across hundreds of miles of dark fiber to connect multiple data centers and develop a redundant ring for added security. Elite designed the network configuration, including the programming of the L3 switches, and installed all of the hardware in various facilities along the hundreds of miles utilizing long haul gigabit connections to bridge each switch. This network services thousands of individual network drops for various end-user hardware through the state and includes critical infrastructure facilities that receive priority routing. This project was delivered safely, on time and on budget after complete end to end testing was conducted with a comprehensive report submitted to the State agency for analysis at the end of the project. At the completion of the project Elite was selected to provide a comprehensive 24.7.365 maintenance program with demanding service level agreement response and repair times.

Project #5: Multi-point Wireless Link for Signalized Intersections

Elite has been selected by multiple localities through regional state agency contracts to furnish, install and maintain a number of wireless links at signalized intersections at various municipalities and rural regions. This installation typically involves installing point-to-point wireless antennas at multiple signal intersections, adjusting the antennas for optimal performance, and then linking the radios of each system to form a communication chain so that each intersection can talk to other intersections. This allows for the critical timing of each intersection to interact with others based on traffic flow and volume, but requires a robust signal to ensure that communications are not interrupted which would disrupt signal timing. Elite has installed hundreds of wireless link antennas under these contracts, utilizing our wireless experience to ensure that each link is properly managed and maintained safely and in accordance with rigorous contract standards.

24.7.365 Maintenance Support –

In addition to multiple long-term service agreements that are part of each individual contract reference, Elite was selected to provide 24.7.365 maintenance support on a statewide basis for many clients demanding needs and regulated requirements. As an organization we respond to over 2000 service requests each month with rigorous response and repair times including 4, 8, 24- and 72-hour repair times that are measured with a performance scorecard. Routinely month after month we exceed 98% SLA compliance with standards. This experience and capabilities will demonstrate our ability to provide 24.7.365 support to the Rural Broadband consumers that are part of this program. Dedicated maintenance projects include:

Project #6: Statewide Transportation & Communication Systems 24.7.365 Maintenance Contract

Elite has maintained critical transportation and communication assets for a State Agency for over 10 years across multiple contract renewals. This contract has multiple Service Level Agreements (SLAs) which apply incentives and penalties for responding to and repairing assets within a specified amount of time. Many assets under this contract require a 4-hour repair time where the device must be fixed within a 4-hours. The assets maintained under this contract include a variety of wireless and fiber communication systems which must routinely be maintained, programmed and upgraded to meet the increasing bandwidth requirements of the state. All materials and response times are individually tracked by Elite and the State with our team safely and consistently exceeding 98% score card for meeting all response requirements throughout the state.

Project #7: Statewide Security and Communications Systems 24.7.365 Maintenance Agreement

Our team has successfully held a Statewide Security and Communications Systems maintenance contract with a State agency for over 7 years, providing coverage to a number of crucial security and communication systems with same day response and repair times. A number of these assets are located in critical facilities such as bridge/tunnels, network operations centers, power facilities and agency headquarters. All assets under this Agreement are managed in our in-house maintenance management system (MMS) which allows us to issue, assign, track and manage work tickets as well as maintain a log of all field devices including number of calls for a device, frequency of calls, resolution times and parts replacement. Elite has safely and successfully managed this agreement on time and on budget throughout every year of service exceeding customer expectations.

Project #8: Statewide Transportation Maintenance of Traffic (MOT) Services

Elite Contracting has self-performed MOT services for our various transportation, security and communication contracts for over 10 years. Our main motivation for procuring expensive truck mounted attenuators, training drivers in their operations and developing MOT processes is to provide our employees with a safe work environment while conducting business along busy roadways. This service could be outsourced, but the safety our or personnel and the ability to ensure proper MOT setup, on time, to help meet demanding SLA schedules required Elite to develop a team specifically for traffic maintenance. Implementation of this complicated procedure would be conducted for any tower installations in close proximity to roadways and shows Elite's commitment to safety within challenging work environments.

Project #9: Specialized Concrete Delivery Services

Elite Contracting Group has an affiliated sister company, Heartland Concrete, which provides concrete delivery services for a variety of standard and specialized concrete applications. This team meets the need for on time delivery of specialized concrete to remote jobsites and provides specialized concrete mixes on demand. Heartland is built around a series of volumetric mixer trucks that can provide these specialized mixes via a series of on board controls that allow for mixture changes and additives to be supplied as needed. This has allowed our team to provide unique solutions to difficult site challenges, or adjust mixes based on weather and applications, all from the same delivery platform without the need for wasted loads. These services would be available for any new construction required for this project.

Project Leadership Staff Resumes – Execution of an important project like this requires leadership with proven experience. This program will be managed by the leadership team of Elite with strategic front-line support staff with the skills and resources to execute the work. The following is a brief description of the Elite Contracting Team members and Subcontractor Team Members who will be directly responsible for delivering a successful outcome.

Scott Wray – President & CEO, Elite Contracting Group – Executive Program Leader

Mr. Wray has extensive experience providing business management leadership, oversight and control of all business operations for Elite Contracting Group as the President and CEO of the company. He has been the owner of Elite since its inception in 1996 and has grown the company from a narrow focus on perimeter security fencing to an industry leading Technology Contractor and Integrator SWaM organization employing over 150 individuals statewide. Mr. Wray has continually re-invested in the business, devoting time and effort to ensure that Elite Contracting provides the best service possible in the fields of Security and ITS Maintenance, Physical Security Installation and Transportation Technology Design and Construction.

Professional Summary – Over 22 years of Business Operations and Project Management experience with a background in Facility Protection and Physical Security Installation. Operations and project Management experience includes overseeing multiple parallel and concurrent projects with aggregate values in excess of $40M while growing business operations to handle multiple service contracts for multiple State and Local Transportation agencies. This day to day operations experience includes financial management, administrative oversight, staff recruitment and retention, infrastructure investment into equipment, tools, and facilities, and most importantly driving the attitude that we take to our clients every day.

Gary Schworm – Executive Vice President, Elite Contracting Group – Strategic Program Leadership

Mr. Schworm has over 25 years of experience with the Physical Security industry, working across the entire country for a variety of corporations specializing in protection and resiliency upgrades. He has been the Vice President of Elite Contracting since 2008 and during that time has helped grow the business and transition our skills into the specialized area of advances security and transportation technology and construction solutions. Mr. Schworm has had experience with VIPSEP since its inception providing guidance and leadership on hundreds of projects and tasks during that time.

Professional Summary – Over 25 years of physical security, ITS & Communications project management and sales team management for various infrastructure security companies including Diversified Control Systems, Johnson Controls, Inc. and Elite Contracting. Project experience includes Federal, State and Local agency, Commercial, Industrial, Security and Transportation installation and maintenance work.

Wayne Johnson – Director of Safety

Mr. Johnson has over 25 years of experience as a safety manager for various construction and industrial applications. As the Director of Safety for Elite, he oversees over 150 employees throughout the state and is responsible for developing and assessing Elite's safety program.. Mr. Johnson is an OSHA-500 certified instructor with First Aid/CPR/AED instruction training. He conducts jobsite analysis for projects to assess safety risks and manages all onsite safety activities, including project safety briefings and incident investigations to minimize ongoing impacts.

Ian Larrabee – Vice President Operations **–** Program Operations Leadership

Mr. Larrabee joined Elite in 2013 as its Vice President of Operations providing strategic leadership over Elite's service, installation and construction teams that deliver safe, efficient and on time services and solutions to its customers. Ian has over 20 years of professional operations experience leading people and teams across a variety of industries including the transportation, security, public service, and commercial sectors. In addition to overseeing all aspects of service delivery and performance, Ian is responsible for implementing business process and project quality management controls necessary to ensure Elite continues to anticipate and exceed our customers' expectations.

Chris Tillman – Senior Technology Team Leader

Chris Tillman is an IT industry expert with over 20 years of experience as a networking and computer systems engineer providing robust and secure application solutions for clients. Chris has been with Elite for over 6 years, helping to improve our internal IT related systems while also expanding our capabilities for delivering world class IT security solutions to our customers as an integrated part of Physical and Cyber Security business. He has a number of IT related professional certifications including Microsoft MCSE, MCP+I, Cisco CCNA, CompTIA A+ and Server+ while also holding specialized industry certifications for AMAG Symmetry and Fiber Optic Technician. Chris understands the importance of IT security in the rapidly evolving world of technology and utilizes his considerable skills and knowledge to harden our client's Security and IT related systems from intrusion.

Jon Chambers, P.E. – Professional Services Leadership, Kimley Horn

Jon has 26 years of experience in the design of wireline and wireless communications systems. He has extensive experience in technology (hardware and software) procurements for public sector projects, designing transition/migration plans for system conversions, power distribution systems, lighting, instrumentation and controls, and configuring/integrating devices into varying networks. He is currently the contract manager for a Virginia Department of Transportation (VDOT) statewide intelligent transportation system (ITS) on-call in Virginia and has played a key role in major ITS deployments in all five VDOT operating regions.

Jeremy Gruzd, P.E. – Deputy Professional Services, Kimley Horn, Strategic Subcontractor

Jeremy has 13 years of experience in hardwired and wireless telecommunication systems; signal system design; communications master plans; and various copper, fiber, and wireless networking applications. Has designed fiber-optic networks for local and state transportation projects as well as for private utility projects. His field experience gives him an ability to design with an understanding of field installation and maintenance requirements.

Frank Vorias – Certified Wireless Broadband Engineer, Proxim Networks, Strategic Supplier

Frank has over 20 years of experience in wireless communication systems, wireless system design, Broadband wireless design and Broadband wireless deployment. He has worked with multiple end users to deploy large scale wireless communication networks including WISP deployments for rural areas. Frank is a Certified Wireless Broadband Engineer (CWBE) and has helped design, deploy and certify multiple challenging wireless transmission projects throughout the country for private and public sector entities.

David Lovelace – Communications Engineer, CenturyLink, Strategic Supplier

David is a high performing Lead Sales Engineer with a proven track record for developing comprehensive solutions to help my customers achieve their business goals. Broad experience allows for a unique position to help customers navigate the challenges to achieve Digital Transformation. David carries several Cisco and Telecom Industry certifications. Solution design experience includes SDWAN/SDN, Cloud, SaaS, MPLS WAN, LAN, WLAN, VoIP (Premise Based and Hosted), SIP, Data Center, Managed Hosting, Colocation and Traditional Voice. David has 5 years of post-sales experience and 16 years of pre-sales experience. As a Senior Lead Engineer, David works with some of the largest and most complex customers in the East Region. David has been a top performer throughout his career and is a 2 time achiever of the Circle of Excellence and also received an Award of Excellence in 2013.

4. ***RFP Requirement A-4****:*
   For each subcontractor that will be utilized in the Project, provide a list of the firm's prior projects and clients for the past three (3) years and contract information for the same (name, address, telephone number, email address). If a firm has worked on more than ten (10) projects during this period, it may limit its prior project list to ten (10), but shall first include all projects similar in scope and size to the project and, second, it shall include as many of its most recent projects as possible.

   Elite Contracting Group Response: The subcontractors working for Elite as part of the design team have extensive experience with large scale communication projects and developing solutions to work with state and local government contracting requirements. Please see the following examples.

   Kimley-Horn – Golden LEAF North Carolina Rural Broadband Initiative, Statewide, NC

   Kimley-Horn served as the lead consultant for the engineering design and environmental assessment relating to construction of 1,200 miles of fiber optic plant facilities that provide high-speed Internet access across rural and under-served portions of North Carolina. The project included middle-mile fiber infrastructure and direct-fiber connections to 170 community colleges, libraries, schools, health and safety facilities, and other community anchor institutions. In addition, Kimley-Horn provided MCNC with a GPS survey of their fiber optic lines that serve 52 community anchor institutions. The data was converted to GIS shapefiles for MCNC's use for utility locates and record purposes.

   Kimley-Horn – Verizon Park Circle, North Charleston, SC

   Kimley-Horn provides engineering solutions for Verizon Wireless (Verizon) co-locations on all cell tower sites owned and managed by Crown Castle in North and South Carolina. After identifying a coverage deficiency in North Charleston, SC, Kimley-Horn worked on a creative design solution that would make it possible for Crown Castle to provide adequate space for Verizon's new cell tower—increasing bandwidth for the growing North Charleston region. The use of a specially designed three-column, cantilevered platform not only gave Crown Castle the opportunity to provide space for the tower, but also all the required radio equipment and the backup generator. Kimley-Horn was able to meet the timeline agreed upon by Crown Castle and Verizon Wireless and, in that time, took what seemed like an insurmountable challenge and reframed it into a viable and potentially replicable design for future spatially constrained areas.

Kimley-Horn – Regional Community Wide-Area Network Study (RCN), Maricopa County, AZ

Kimley-Horn identified the feasibility of an RCN initiative to deploy telecommunications applications and infrastructure that will support regional congestion mitigation activities. Developing the Regional Public Sector Network (RPSN) architecture is a key component Maricopa Area Governments (MAG) RCN project. The RCN study provided a technology assessment of available leased landline and wireless services, and the fiber optic and wireless network technology standards that can be used for public sector owned infrastructure investments. The assessment included guidelines for when to apply technologies that offer physical and logical separation, and how and why network security policies and firewalls may be needed. The RCN study provided guidelines for linking member agencies together via a common network architecture that reduces the duplicative costs of building/leasing infrastructure separately. The final report included a high-level implementation plan with a telecommunications architecture that combines leased communications, fiber optic, and wireless media into one cohesive network, supporting many technology standards from high-bandwidth solutions to lower capacity needs.

5. ***RFP Requirement A-5****:*
   Provide a current or most recent audited financial statement for the firm or firms, or a compiled financial statement in the vent that an audited financial statement is not available. Provide a sworn certificate for each firm in the project team attesting that it has not declared bankruptcy, nor operated under another entity name that declared bankruptcy, within the past 10 years.

   Elite Contracting Group Response: ~~Please reference the attached financial statement (Attachment #2) submitted in confidence and redacted from the proposal response, for company financial details as required by the RFP.~~ **(Attachment 2 has been redacted as per the proposal requirements for proprietary and confidential information not in the public domain)** Please reference sworn certificates (Attached below) for Elite and strategic subcontractors declaring no bankruptcies have occurred for the past 10 years.

ATTACHMENT NO.

CERTIFICATION REGARDING BANKRUPTCY

Project No.:

1) The prospective participant certifies, by submission of this proposal, that neither it nor its principals have declared bankruptcy, nor has the prospective participant operated under another entity name that declared bankruptcy within the past 10 years.

The undersigned makes the foregoing statements to be filed with the proposal submitted by the Offeror for contracts to be let by the Counties of Dinwiddie and Amelia in the Commonwealth of Virginia.

Signature	6/10/19 Date	V.P. Title

Elite Contracting Group, Inc.
Name of Firm

ATTACHMENT NO.

CERTIFICATION REGARDING BANKRUPTCY

Project No.:

1) The prospective lower-tier participant certifies, by submission of this proposal, that neither it nor its principals have declared bankruptcy, nor has the prospective participant operated under another entity name that declared bankruptcy within the past 10 years.

The undersigned makes the foregoing statements to be filed with the proposal submitted by the Offeror for contracts to be let by the Counties of Dinwiddie and Amelia in the Commonwealth of Virginia.

Jon S Chambers 6/5/19 Senior Associate

Signature Date Title

Kimley-Horn

Name of Firm

6. ***RFP Requirement A-6**:*
   Identify any persons known to the proposer who would be obligated to disqualify themselves from participation in any transaction arising from or in connection to the project pursuant to Virginia State and Local Government Conflict of Interest Act (Va. Code 2.2-3100 et seq.).

   Elite Contracting Group Response: No Elite Contracting Group team members are known who would need to disqualify themselves from this project due to the Conflict of Interest Act.

7. ***RFP Requirement A-7**:*
   Provide a sworn certification for each firm in the project team that neither the firm nor its partners on the project is currently debarred or suspended by any federal, state or location government entity, nor have its principals operated as another entity that is so debarred or suspended.

   Elite Contracting Group Response: Please reference the attached sworn statement (attached below) referencing that no prime or subcontracted team members have been debarred or suspended which would disqualify them from this Project.

ATTACHMENT NO.

CERTIFICATION REGARDING DEBARMENT

Project No.:

1) The prospective participant certifies, by submission of this proposal, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal, State or Municipal department or agency.

The undersigned makes the foregoing statements to be filed with the proposal submitted by the Offeror for contracts to be let by the Counties of Dinwiddie and Amelia in the Commonwealth of Virginia.

Signature	6/10/19	VP
	Date	Title

Elite Contracting Group, Inc.
Name of Firm

ATTACHMENT NO.

CERTIFICATION REGARDING DEBARMENT
LOWER TIER COVERED TRANSACTIONS

Project No.:

1) The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal, State or Municipal department or agency.

The undersigned makes the foregoing statements to be filed with the proposal submitted on behalf of the Offeror for contracts to be let by the Counties of Dinwiddie and Amelia in the Commonwealth of Virginia.

Jon L Chambers 6/5/19 Senior Associate

Signature Date Title

Kimley-Horn

Name of Firm

B. Conceptual Design Proposal

1. ***RFP Requirement B-1**:*
   Provide a detailed description of the proposed system, equipment and tower locations. This description may include:
   - *i. Mark-up of existing drawings to show where equipment is to be located including tower, ground-space and customer premises equipment.*
   - *ii. Proposed network map indicating licensed and unlicensed equipment.*
   - *iii. Predicted RF Propagation maps showing coverage, signal strength and number of households.*
   - *iv. Any maps, drawings, or diagrams submitted with the proposal must be in color.*
   - *v. Equipment warranty information.*
   - *vi. Acceptance Test Plan outlining test to be performed to demonstrate proof of performance and final system acceptance by the County.*

   Elite Contracting Group Response:

   The Elite team, as a part of our proposal response, has provided a basic concept design to demonstrate our team's knowledge of the systems and solutions that will be required for this project. ~~Our basic "**Concept Design Reference Drawings" are included** in (Attachment 3) showing a conceptual layout of towers with potential WISP coverage fields for end-users.~~ **(Attachment 3 has been redacted as per the proposal requirements for proprietary and confidential information not in the public domain)** This drawing portrays a possible configuration with up to 4 miles of coverage from each access point, utilizing select existing locations. These locations will be finalized during the initial design Task Order, and coverage gaps may be filled utilizing new towers, based on funding and available land resources. An additional drawing has also been provided in riser diagram format showing a conceptual connection plan on how end-users would access the WISP system and receive Internet access via fiber or other leased Internet backhauls.

   To provide the best solution using the Concept Design as the starting point, based upon our experience we believe that the best solution value can be delivered when the actual capabilities of technology and solutions are well defined and the uncertainty of the solution is minimized. By leveraging the talents of our team, we can deliver a proven design/build engineered approach using a series of individual smaller task orders, under the management of the master services contract in this RFP, minimizing the risk to the Counties of a single large contract, allowing us to develop, test and implement the right plan in phases.

To support this approach, we propose to use this RFP process to negotiate a competed contract with negotiated prices, including labor rates, contract pay items, and the ability to add additional labor rates, materials, and contract pay items as needed that will allow Amelia and Dinwiddie Counties to work with Elite Contracting Group in a Public Private Partnership to develop the solution that delivers the best value to the residents who are in need to quality internet access. Using this contracting methodology under a Public Private Partnership, Elite can negotiate and secure the variety of commercial business agreements and resources that will be required and deliver those resources to Amelia and Dinwiddie County through the contract.

Task Order 1: Solution Technical Engineering, Consumer Demand and Financial Analysis – This is the most important part of the project where we will perform a detailed engineering plan, cost estimate, and demand analysis that will provide the Partnership the information necessary to understand how to implement the best solution at the best value. The work is divided into 4 phases that can all run concurrently.

- **Phase 1 – System Engineering**: This is the critical phase of the project where we will assess the actual locations of the counties that need internet service, the available county owned or managed infrastructure, infrastructure that may be available by others and Internet communications infrastructure to support any broadband initiative. Our team will initially conduct a design analysis using maps and available information from each county to develop a strategy for determining the best wireless access points to provide the most coverage. Secondary options, where viable, will also be developed as we understand that not all prime locations will be available for use. Field evaluations of these locations will occur after this stage, while contacting location owners to determine the feasibility of each site for a wireless array. Internet backhaul locations will also be determined and designed to connect to the wireless system at multiple redundant points to ensure resiliency of the system. A point-to-point system will also be evaluated to determine the best way to connect towers using long haul wireless communications. Actual consumer sites will be evaluated for best value solutions.

- **Phase 2 – Solution Cost Analysis**: Based upon the system engineering, we will develop firm fixed pricing to install broadband in the areas that need high-speed internet services. This will include all required infrastructure, additional towers if needed, connection to ISP providers, and equipment that will be needed at the consumer's residence or place of business. We will also provide a scalable multi-year long term service support model to maintain the core infrastructure and consumer equipment needed for the solution.

- **Phase 3 – Demand Analysis**: In a parallel effort, our team will partner with a professional marketing organization and develop a campaign to market these new services to the potential subscribers using digital media, print media, and direct mail as needed to deliver the message. We will stand up a branded web site and develop a pre-enrollment program with service options and pricing available to the consumer. We will ask the subscriber to enroll if they want service, contingent upon our ability to deliver that service to their premise so that we can gauge demand. We will also work with Amelia and Dinwiddie counties to provide high speed internet services that will meet and exceed current requirements and allow each County to make the commitment as an anchor subscriber to help drive down the costs to the rural consumers.

- **Phase 4 – Project Technical and Financial Data Review**: Leveraging all the information derived through these tasks, we will work in a partnership with Amelia and Dinwiddie County and develop a financial model for the installation and sustainment of the services as compared to the demand and determine the overall long-term financial sustainability of the project. Consideration for negotiating an extension of the contract term to greater than 3 years, and the ability to negotiate an "additional users' provision" to the contract, would provide the added certainty to amortize costs over a longer period of time resulting in better value through economies of scale. This information may impact the services offered, geographic considerations, and the mutual risk and reward that can be developed between Elite and Dinwiddie/Amelia counties for a successful project , as well as provide a foundation for an extended services agreement to support the subscribers.

Task Order 2 – Proof of Concept Pilot Project: If the results of Task Order 1 result in a favorable path forward, using the information we developed we will develop a Pilot Solution for 2 geographies that we believe will represent the best cross section of subscribers in a high-density and low-density geography. That solution will likely consist of:

- Furnish and install core WISP infrastructure, make connections to a high speed backbone, install "last mile" configurations for premise service, provide service to the subscribers and monitor the performance of the solution for a mutually agreeable period of time to measure the success of the program Based upon a successful Proof of Concept Pilot project and the determination of financial sustainability, we will move forward with the construction of the balance of the project.

Task Order 3 – Full Project Deployment: Based upon favorable outcomes for Task Order 1 and Task Order 2, Elite will build a long-term project and program plan that includes the technology installation, maintenance and operations sustainment and financial agreements that would exist between Elite and Amelia/Dinwiddie Counties to sustain a successful operation. Based upon a successful negotiation of that plan, we would be authorized to proceed with the general requirements outlined in RFP Requirement B-2.

2. ***RFP Requirement B-2****:*
   Description of the services to be provided/offered to subscribers.

   Elite Contracting Group Response: Elite will offer wireless broadband services to areas that will be determined within the initial Design Task Order with a minimum download speed of 25mB/s based on the end-user's distance from a wireless access point and line of site conditions. Services shall be provided based on an initial 1-year contract period, with the ability to provide month-to-month pricing and services after the annual contract has been completed. Actual rates will be variable based on customer location and sign up/contract period and may be adjusted yearly based on infrastructure service requirements.

3. ***RFP Requirement B-3****:*
   Description of the proposed partnering agreement with Amelia and Dinwiddie Counties.

   Elite Contracting Group Response: Elite has proposed a contracting approach that has been used by multiple Virginia governmental agencies who comply with the Virginia Public Procurement Act to allow Amelia and Dinwiddie Counties to issue Task Orders under this requirements based contract based on specific proposals provided by Elite. Fixed-firm line item pricing will be utilized to ensure the best value for the Counties. This project structure is utilized throughout the state and will allow the Counties to determine the best and most economical path forward utilizing their money and the grant monies. At its core, this agreement would include both Amelia and Dinwiddie signing on as anchor subscribers of the WISP program to help underwrite and sustain the services required to maintain the newly installed systems. This agreement would also include a revenue sharing program so that after certain financial milestones have been met, the Counties could benefit from a portion of the recurring revenue that exceeds base requirements. These partnering agreements can be fully customized within the individual contract Task Orders.

4. ***RFP Requirement B-4****:*
Provide your timeline for completion and any phasing proposed. Include how you will complete the Project within the TRRC Grant deadlines.

Elite Contracting Group Response: The Task Order 1 Solution Engineering and Financial Analysis and Task Order 2 **Task Order 2 – Proof of Concept Pilot Project** is estimated to be complete in 9-12 months based upon a successful proof of technology and business sustainment, the balance of the systems are estimated to be complete in 24 months from completion of Proof of Concept Pilot Project. A detailed schedule would be proposed and negotiated into a long term agreement. Installation of wireless hardware would be based around the closest locations to targeted Internet Backhaul tie in points. Additional installation would be on an as-needed basis targeting the greatest population densities sited in the initial design. The use of fiber optic cable will also be considered as part of a fully integrated solution.

5. ***RFP Requirement B-5****:*
State assumptions related to ownership, legal liability, operation of the product.

Elite Contracting Group Response: All county owned locations, including existing uninstalled towers, any newly installed towers, or other newly installed structural components would remain the property of Amelia and/or Dinwiddie County, unless through the project, the Counties determine that an alternative method of ownership is in their best interest. Any infrastructure components (conduit and cabling) would be the property of the Counties after initial installation and commissioning. The balance of the systems and/or services may be a combination of contractor owned, contractor/county licensed, or other commercial business agreement managed by Elite as the Prime Contractor. In every scenario, Elite will maintain the leadership and responsibility of delivering a solution and managing all the assets that are required for that solution regardless of ownership of the actual asset or service.

6. ***RFP Requirement B-6****:*

Conceptual Design Proposals shall be as thorough and detailed as possible to enable the Counties to properly evaluate your capabilities to provide the services. Conceptual design proposals will be posted on the Counties' websites according to provisions of the PPEA. Should Offerors include any confidential or proprietary information in its Conceptual Proposal, the Offeror may also provide a redacted version for public posting. Please see Virginia Code Section 2.2-3705.6(11)(b) for details on what can be classified as proprietary.

Elite Contracting Group Response: As instructed, a redacted electronic copy has been submitted (see USB drive for actual file). Only proprietary design information and company experience data has been redacted to ensure the best possible proposal be viewable by the Counties' constituents.

C. Cost Estimate.

In a separate sealed envelope, provide a complete schedule of cost for the project to include, but not limited to, the following:

1. ***RFP Requirement C-1**:*
   Cost for design, construction and implementation of project to include your ability to complete the project goal within the budget of $2,049,708 for Dinwiddie and $1,366,472 for Amelia.

   Elite Contracting Group Response: The Elite response to this RFP includes a responsible process, adopted by many public agencies, compliant with Virginia Public Procurement guidelines to establish a value based detailed financial solution for this project. To support this process, we have provided detailed labor rates, multiple installation pay items widely adopted by other competed contracts, and a methodology to add labor rates or pay items as needed to support the Task Orders that will be required for successful execution of the project. Upon completion of Task Order 1, Elite will provide both Amelia and Dinwiddie counties comprehensive financial pro-forma for complete deployment. At this stage a long-term performance agreement can be negotiated using actual vs estimated costs leveraging the value of the Public Private Partnership Agreement. To reduce your risk using this proposed approach, if at this stage for any reason Dinwiddie or Amelia County do not want to continue the project, all of the system engineering and financial analysis developed in Task Order 1 will be paid for and will remain the property of Amelia and Dinwiddie County for use as you see fit.

2. ***RFP Requirement C-2**:*
   Proposed monthly or yearly rent schedule to be paid for county towers and other public facilities.

   Elite Contracting Group Response: See C-1 Financial Response

3. ***RFP Requirement C-3****:*
Cost of services for user:

i. The minimum contract period for the subscriber data services and whether a month-to-month option is available.

Elite Contracting Group Response: See C-1 Financial Response

ii. Monthly service rates for residential, small office, and businesses.

Elite Contracting Group Response: See C-1 Financial Response

iii. Cost of subscriber equipment, if any.

Elite Contracting Group Response: See C-1 Financial Response

iv. Standard shipping, if any, for subscriber equipment. Cost of overnight or expedite shipping.

Elite Contracting Group Response: See C-1 Financial Response

v. Cost of on-site installation.

Elite Contracting Group Response: See C-1 Financial Response

vi. Activation fees, if any.

Elite Contracting Group Response: See C-1 Financial Response

vii. Cancellation fee schedule.

Elite Contracting Group Response: See C-1 Financial Response

END OF RFP RESPONSE

Elite Contracting Group
Environmental, Health and Safety Plan

June, 2019

Elite Contracting Group, Inc.

23220 Airpark Dr.
Petersburg, VA 23803

(804)732-2341 Office
(804)520-0745 Fax

ELITE
A Better Solution. Every Day.

Wayne Johnson, Director of Safety

This Safety Plan establishes the process Elite Contracting Group utilizes to implement and execute our Environmental, Health and Safety Program. Our goal every day, is to ensure we maintain a work environment that is free of recognized hazards while reducing our impact on the environment.

The Elite Director of Safety *is a full-time position and is available 24/7/365.*

"No task or urgency of service will ever be placed above the safety and well-being of anyone."

Safety Plan

Purpose

This plan provides the framework for managing the Environmental, Health and Safety process for Elite Contracting Group:

- Elite Contracting Group's EHS Manual, policies and procedures
- OSHA 1910 and 1926 as applicable
- Manual Uniform Traffic Control Devices
- VDOT Work Area Protection Manual

This document may not include all aspects of the safety efforts and programs that are utilized and will be subject to a continuous improvement process

Project Manager General Responsibility

Elite Contracting Group's Management supports the individual efforts of all Elite Staff with a focus on field supervisory and production staff to determine the value and need of programs suited for their area of responsibility. It is the responsibility of site management to implement and execute this plan. This plan is revised as appropriate with agreement from the Director of Safety, Vice-president of Operations and Site Management.

Note: This plan may not be all inclusive. This plan covers the requirements of the project as they were known at the time of the creation of this plan. As the contract progresses, this plan is reviewed and revised as appropriate so as to provide Elites' employees the information, training and guidance needed to perform their tasks safely and effectively and to create the safest work site possible.

Wayne Johnson

Director of Safety, Elite Contracting Group

Contents

This document covers the following topics:

1. Management System

Scope	This Management System section covers the following topics: • Safety Policy • Safety Compliance Policy • Communication of Safety Policy and Safety Compliance Policy • Management Involvement • Management Goals and Tracking • Management Provided Resources • Individual Empowerment Training
Safety Policy	All Elite Contracting Group's projects utilize the Corporate Safety Objective and Mission Statement as its policy and vision. The ultimate rule of operation is: **No task or urgency of service will ever be placed above the safety and well-being of anyone.**
Safety Compliance Policy	The Elite Contracting Group's vision is to develop an injury free workplace and to prevent poor safety performance by improving safe behavior, defining behavioral standards, and creating self-discipline. Accordingly, each individual is responsible for their own safety and will be held accountable for the use of sound judgment and adherence to policies and procedures to avoid injury to themselves and/or others. Elite holds management accountable for the determination of safety rules or policy violations and appropriate disciplinary action. Management is given the latitude to utilize the concepts of progressive discipline for individual cases. This is supported by management to ensure that all job factors are evaluated in the scope of determining appropriate discipline when required.
Communication of Safety Policy and Safety Compliance	Elite Contracting Group Safety Compliance Policy is communicated as part of the company new hire orientation. Each individual performing work for Elite is orientated to company specifics prior to performing work for the company.
Management Involvement	Elite believes that safety is a primary component of every employee's job. • All employees utilize observations and interventions for safety. • Leadership communicates to all employees that individual responsibility for safety is a requirement for employment. • Training is the cornerstone that supports safety and productivity. All employees must be certified via appropriate training in their jobs to include classroom and on-the-job training. • All tasks are reviewed for PPE. The company provides appropriate personal protective equipment.
Management Tracking	Safety Index numbers include items chosen as key indicators of safety participation.
Management Provided Resources	• Elite provides a full time Director of Safety. • Elite furnishes the proper protective equipment and proper tools to all employees.
Individual Empowerment	All employees are expected to correct or promptly report any hazards in the worksite and to always intervene and/or halt a task when unsafe conditions occur.

2. Safety Personnel

Scope	This Safety Personnel section covers the following topics: • Safety Personnel Qualifications • Safety Manpower Schedule
Safety Personnel Qualifications	The Director of Safety is the qualified Safety Professional for the company, qualifications include; OSHA500, First Aid/CPR and AED Instructor rated with The National Safety Council along with numerous other safety courses.
Safety Manpower Schedule	The Director of Safety is a full time position with Elite and will be available 24/7 for any and all HSE support to include; site audits, questions, concerns, or incidents.

3. Individual Responsibilities

Scope	The Individual Responsibilities section covers the following topics: • Communications by Individuals • Safety Suggestion Program • Job Safety Plan (Risk Management) by Individuals • Rules/Policies/Procedures
Communications by Individuals	All personnel are required to immediately take the proper steps to report or eliminate possible safety hazards within the work site. It is mandatory that all employees assigned to the contract attend and participate in all project specific safety meetings.
Safety Suggestion Program	All safety suggestions or concerns are reported to field management or other appropriate personnel. All issues are addressed and unsafe conditions are mitigated by management as appropriate.
Pre-Job Brief (PJBs)	All tasks and associated hazards are identified via the daily pre-job brief (PJB). All hazards are mitigated prior to performing tasks. A PJB is completed by the work crew and reviewed prior to the start of any task.
Safety Plan Review by All Employees	It is the responsibility of each supervisor and employee to review the Contract Specific Plan and to become familiar with and follow the expectations and requirements.
Rules/Policies/ Procedures	It is the responsibility of each employee to know and follow all safety rules, policies and procedures. Failure to do so may result in disciplinary action up to and including termination from the contract and/or the company.

4. Drug and Alcohol Program

Scope	This Drug and Alcohol Program section covers the following topics: • Testing • Searches and Inspection • Employee Assistance Program • Refusal to Submit • Rights of the Employee
Testing	Any employee who is involved in any safety related incident may be subjected to a drug screen or be subject to immediate discharge. Other testing may be done randomly during the course of the contract; or if an employee's supervisor has reasonable suspicion; or when an employee is found in possession of suspected illegal or unauthorized drugs or paraphernalia.
Searches and Inspection	If a company supervisor has a "reasonable suspicion" that employees are in direct violation of any part of this policy, the supervisor has the right to conduct an on-the-spot search and inspection of employees and their personal effects such as, baggage, tool boxes, clothing, and vehicles.
Refusal to Submit	Refusal by an employee to submit to search or testing will subject him or her to disciplinary action up to and including immediate discharge.

5. Disciplinary Policy

Scope	This Disciplinary Policy section covers the following topics: • Policy • Adherence to Policy
Disciplinary Policy	Elite personnel adhere to company and client safety rules and regulations as a condition of employment. Any individual employee that has shown disregard for either safety or attendance standards shall be subject to appropriate disciplinary action. Such disciplinary action may be up to and including termination of employment. Such termination of employment shall be deemed to be "for cause" and will disqualify the employee from any job incentives.

6. Communication of Safety Issues

Scope	This Communications of Safety Issues section covers the following topics: • Safety Meetings • Hazard Observation and Feedback • Daily Awareness via Pre-Job Briefs • Orientation of Workers • Weekly EH&S Newsletter • Safety Alerts
Safety Meetings	• Formal site safety meetings are held on a weekly basis. All employees present at the facility or job site are required to attend the meetings. • The meeting opens with a short review of current safety statistics and communication from management. The remainder of the meeting deals with a safety emphasis or individually selected material. • Site Safe Work Procedures are reviewed at the weekly safety meeting. These are selected each week as to pertinence to task being performed.
Hazard Observation Communication	All personnel are urged to use the Safety Suggestion Form to communicate safety hazards or suggestions on safer work practices to their supervisor.
Daily Awareness	Daily pre-job briefing meetings are required for all personnel before the start of the workday. These shall include review of recent safety issues, the jobs to be accomplished that day, the relevant job procedures, and any necessary permits. Also, special emphasis items are addressed at this time and the PJB is completed.
Orientation of Workers	Each visitor and work crewmember is indoctrinated to the safety specifics and any special issues for the project. The indoctrination covers the safety systems and hazards in the respective area. Each employee signs onto the orientation to signify understanding and agreement of adherence. This on-site orientation is in addition to the Elite New Hire Orientation, and the client site specific orientation.

7. Safety Rules/Policies

Scope	This section covers the following topics: • Review of safety rules • Review of client specific rules • Review of Expectations
Review of Safety Rules and Policies	Elite Safety Rules and Policies are reviewed at weekly site safety meetings and/or PJB meetings as appropriate. Specific rules are incorporated into the site orientation.
Review of Client Specific Rules	Client rules and policies are reviewed at weekly site safety meeting and/or PJB meetings as appropriate. Specific client rules are covered in site orientation.
Expectation	Each employee is expected to follow all rules and policies of Elite and the client. It is the employee's responsibility to know and follow the rules. If an employee is not sure, they must ask. Violations of rules may result in disciplinary action. **When the Elite rule is different from the client rule, the more stringent of the two will be the rule in effect.**

8. Audits

Scope	This Audits section covers the following topics: • Site Audits • Corrective Actions
Site Audits	Site Audits will be conducted randomly.
Corrective Actions	Completion of corrective action stemming from these audits is the responsibility of onsite management. Corrective actions are assigned to an individual for completion and a date for completion is assigned. Completion or corrective actions identified in all audits are monitored by Director of Safety.

9. Root Cause Investigations

Scope	This Root Cause Investigations section covers the following topics: • Investigation Teams • Incidents/Near Misses • Communication • Potential Hazards Discovered in Investigations
Investigation Teams	All incidents occurring within the project are investigated using Root Cause Analysis. The Director of Safety is trained in this process and assists as needed. Investigation teams are comprised of the involved employee(s), their immediate supervisor as a minimum. The client is invited to participate in any investigation as deemed appropriate.
Incidents/Near Misses	All incidents including near misses are investigated, with the results including root cause(s) and secondary cause(s) being recorded in the Safety Alert/ Lessons Learned database for communication to the rest of the company.
Communication	Communication of investigation results within the project can be included during pre-job briefs, tailgate meetings, E-mail and weekly safety meetings.
Corrective Actions Identified in Investigations	Management addresses all corrective actions identified in an investigation. Every corrective action is assigned a person responsible for completion and a date for completion. Actions are completed according to assigned completion dates. The Director of Safety monitors corrective action completion.

10. Measurements

Scope	This Measurements section covers the following topics: • Incident Rate • Project Statistics
Incident Rate	Incident rates and other safety items are communicated by the Director of Safety.
Site Specific	Site statistics are maintained as appropriate by the Director of Safety and/or management under the direction of the Director of Safety.

11. Safety Recognition and Safety Goals

Scope	This Recognition section covers the following topics: • Individuals • Safety Goals
Individuals	Safety recognition is accomplished by management.
Project Safety Goals	Pursuant to our company goals, the goals for this contract are zero recordable incidents, zero lost time incidents and zero environmental incidents.

12. Site Specific Orientation and Security

Scope	This section covers the following topics: • Company and Site Specific Orientation • Site Security
Site Specific Orientation and Access	Every employee working on these sites completes a company and Site Specific Orientation. Details include: • Elite specific rules, policies and expectations. • Site Orientation includes specific information for each process area where the employee is working and specific client rules. • Orientations must be successfully completed by each person working on the contract. Note: Questions about orientation or access during the contract should be directed to Project Management.
Site Security	All employees are expected to immediately report any of the following to their direct supervisor: • Any suspicious person or activity. • Suspicious or threatening statement. • Any theft or damage of property. • Any violence or threat of violence. • Any unattended, suspicious package, object or material. • Bomb threat or any threat or activity that could be deemed a threat to the site. • Any activity that is deemed harassment or could be deemed creating a hostile work environment.
Employee Control	• Employees must show badge and sign in on the log sheet prior to entry. • Employees must sign out when leaving facility. • Employees remain in their assigned work areas and are not allowed to wander around facility or into other operating areas.

13. Safe Work Practices

Scope	This section covers the following topics: • Elite Safe Work Practices
Requirements	All tasks are performed per the requirements of Elite Contracting Group and its Customers Safe Work Practices and Procedures. It is the responsibility of Management and the Director of Safety to review and be knowledgeable in all requirements of the project and site. Each employee is required to follow all safe work practices. The Customer's Point of Contact (POC) is the resource for accessing the site rules and requirements.

14. Incident Reporting and Medical Support

Scope	This section covers the following topics: • Incident Reporting • Medical Support for Injuries and/or First Aid • Emergency Contact Phone Numbers
Incident Reporting	All incidents, near misses, property damage, injury/illness or release of hazardous material are reported to Elite management immediately. In the event of an injury, the first priority is to the injured employee, then report as required.
First Aid	The Director of Safety and/or Elite employees are certified in first aid, CPR & AED use. A fully stocked first aid kit is maintained at all work areas. If needed, first aid will be administered and if necessary, employee will be taken to a local clinic for further review. Any injured employee is accompanied by the Director of Safety or another Elite employee as designated by the Director of Safety.
Emergency Medical Treatment	If ambulance is needed, call 911 or nearest control room and request ambulance.
Medical Support	Elite utilizes various occupational health clinics through the Commonwealth of Virginia

15. Emergency Contact Numbers

Emergency Contact Phone Numbers

Director of Safety	Wayne Johnson	804.704.2580	Wayne.johnson@elitecontractinggroup.com
Safety Specialist	William Barnes	804.586.9499	William.barnes@elitecontractinggroup.com

16. Emergency Planning and Response

Scope

This covers the following topics:

- Reporting
- Fire, Spills, Evacuation
- Minor/Major Injuries
- Assembly and Evacuation
- Emergency Alarm System

Fire/Spills

- Fire: In the event of a fire, contain if possible, and exit. Fire control equipment will be operated only by those trained to do so.
- Spills: Elite supplies 'spill kits' as appropriate and as required for the work.
  If spill is hazardous, contain if possible and report to your supervisor immediately. In the event of a hazardous spill, all Elite employees are to evacuate area.
- Evacuation: If an evacuation is necessary, work is stopped and all personnel are to go to their designated assembly point for a headcount and await further instructions. Always evacuate cross wind and up wind. The Designated Assembly Point will be covered during pre-job briefs.

Reporting and Treatment

- All incidents, injuries, near misses, spills, fires, regardless of severity, are reported immediately to management. On site personnel with make a determination of what level of medical care is necessary with the assistance of the Director of Safety when time permits.
- Minor Injuries: handled and treated onsite, do not meet OSHA's recordkeeping requirements.
- First Aid Injuries: handled by an occupational health clinic or hospital and do not meet OSHA's recordkeeping requirements.
- Recordable Injures: handled either at the site, by an occupational health clinic or hospital that meet OSHA's recordkeeping requirements.
- Major Injuries: are handled by a hospital and meet OSHA's requirement for reporting to the local VOSH office within 8 hours.
- Fatality: must be reported to VOSH within 8 hours and will be handled by the Director of Safety.

17. Personal Protective Equipment

Scope

This covers the following topics:

- Required Minimum PPE
- General Requirements

Minimum Requirements

The minimum required PPE for the site are as follows:

- ANSI (A89.1) Approved Hard Hat with brim forward.
- ANSI (Z87.1) Approved Side Shield Safety Glasses (Tinted glasses are prohibited during nighttime operation and in areas where light is inadequate to allow clear vision. Examples are confined spaces, and offices.) Clip-on side shields are permitted if employee can show his glasses meet the ANSI (Z87.1) Standard.
- Gloves appropriate for the Task.
- Safety Toed Boots and Shoes with defined heel and rising above the ankle.
- Approved Hearing Protection as required by site or task.
- Shirt with minimum 4' sleeves and long pants.

Note: There are other requirements based on the nature of work being performed or as required by management that are not included here. All personnel are required to know the requirements and adhere to those requirements as a condition of employment.

General Requirements

- Full Face Shield with safety glasses is required when grinding.
- Employees using circular saws or any dust or particle-creating tool will wear a face shield with safety glasses.
- Leather gloves are worn any time employees are handling material or performing work tasks.
- Homemade knives or tools are prohibited.
- Hearing protection is required when working in an area where the noise level is at or exceeds 85 db. If you cannot hear someone talking in a normal voice from 2-3 feet, then the noise level could be at 85 db. The site dictates areas of required hearing protection. Sound level readings are taken by the client upon request.
- Double hearing protection is required when task generates >105 decibels such as Generators, compressors, some grinding/chipping, etc.
- Respiratory protection may be required for some tasks. Any employee that is required to wear respiratory protection is fit tested for the particular respirator they will wear and pass a pulmonary function test performed before being allowed to wear respirator.

18. Management of Traffic

Scope

This section covers the following topics:

- Procedures for managing traffic compliant with standards in the safest way possible
- Reflective Clothing
- VDOT approved standards required for this function

Reflective Clothing

To increase the visibility of employees to vehicle operators and the traveling public all employees must at a minimum have on the following reflective items.

- Day time operations:
  - Hard Hat with (4) 1"x 4" reflective strips
  - Hi-VIS class 3 Vest
- Night time operations:
  - Hard Hat with (4) 1"x 4" reflective strips
  - Hi-VIS Class 3 Vest
  - Hi-VIS Class E Pants

It is the responsibility of Management to ensure proper reflective clothing is worn at all times.

Procedures

Elite employees use the following two manuals to assist them in their work zone designs. Any deviation from these manuals requires formal approval in advance of the deviation.

- Manual on Uniform Traffic Control Devices (2009 Edition with revisions 1 & 2 dated May 2012)
- VDOT Work Area Protection Manual (2011 Edition with revision 1 dated April 1, 2015)

Training Requirements

Elite utilizes employees trained in Intermediate WZTCT when required. Employees who hold an Intermediate WZTCT are required to take refresher training every four years.

Equipment Requirements

Elite employees are required to inspect and ensure all MOT equipment is in proper operating condition before being placed in a work zone. This includes

- Amber flashing lights
- Reflective material on cones, barrels, arrow board trailers, etc.
- Vehicles and trailers possess current state inspection when applicable
- Signs are legible and meet MUTCD and VWAP standards

19. Machine Guarding

Scope

This section covers the following topics:

- Machine Guarding Requirements

Guarding Requirements

- All machines and tools are equipped with the appropriate guards and safety devices. This applies to all company owned tools as well as personal tools. Tools with locking 'on' switches are prohibited. Tools and their guards and safety devices are not modified so as to render the safety devices ineffective.
- Care is taken to identify pinch hazards such as shafts, pulleys, belts, hinge points, shears, etc. and eliminate them.
- Power saws, grinders and other power tools have proper guards in place at all times. Power tools equipped with handles must have handles in place while in use unless approved by the Director of Safety.

20. Control of Hazardous Energy (Lockout/Tagout)

Scope

This section covers the lockout/tagout requirements for the project.

Lockout/Tagout

Locks are used to prevent the accidental release of energy that could result in injury or equipment damage or spill. No work is done on any operable equipment or system until Lockout/Tagout Procedures are in utilized. Reference client Safety Procedures for specific details and procedures for proper energy isolation before beginning work.

- Locks are supplied by Elite and each lock is identified by company.
- All locks will be keyed and assigned individually.
- Employees working down stream of energy sources place their personal lock and tag on that system prior to beginning work. All locks and tags are removed at the end of each shift unless prior approval is obtained from client/owner.
- All employees required to work on a system where Lockout/Tagout is applied are trained on the Lockout/Tagout Standard prior to working within process.

21. Electrical Equipment Inspection and Assured Grounding Process

Scope

This section covers the inspection of tools and equipment and the Elite Assured Grounding Program

Tool Inspection

All equipment and tools are inspected on a regular basis and prior to use. Tools and equipment are marked quarterly with proper color code tape when inspected so that ready determination of inspection is visible.

Electrical

- All electrical equipment and tools meet the requirements for Elite and client. All devices meet the requirements of OSHA 29 CFR 1926 Subpart K.
- Damaged electrical equipment will not be altered or compensated for use. Damaged equipment is tagged 'Danger, Do Not Use' and removed from service. It is repaired before being put back into service or destroyed.
- When unplugging electrical equipment, the plug is pulled, not the cord.
- Equipment not is use is stored properly. Cords are coiled and hung such that damage does not occur or cord does not present a tripping hazard. Tools are not hung by the cords.
- Ground Fault Circuit Interrupters are used for all portable electrical equipment.
- All electrical equipment is inspected prior to use. Inspection consists of the minimum following elements:
    - Bent or loose pins
    - Cable jacket pulled out of clamp
    - Broken wires or cuts/abrasions to insulation

GFCIs

GFCIs are tested prior to each use by the user. Any equipment not working properly is removed from service.

Assured Grounding

Testing Frequency

- Prior to use and before first use of new equipment.
- When equipment is returned from servicing.
- Prior to use after an incident that could have caused damage.
- Quarterly at a minimum for portable extension cords and portable tools.
- Each piece of equipment tested is marked with a color code using colored electrical tape. Tape is placed near the plug. Color coding is as follows:

Note: Any other color - coding system must be approved by client and/or Elite Safety Department.

January – March	RED	April – June	WHITE
July – September	BLUE	October – December	GREEN

22. Fall and Falling Object Protection

Scope

This section covers the following topics:

- Fall Protection
- Falling Object Protection
- Overhead Work and Associated Hazards

Fall Protection

100% tie off is required for any Elite employee when working six feet (6') or more off ground or working on any scaffold. Elite has adopted zero tolerance for violations of this requirement. 100% tie off requires the use of two lanyards with one secured to a proper anchorage point at all times. Tie off points should be overhead when possible. Lanyards and fall protection equipment is inspected according to OSHA Standards and prior to use by user. Examples of anchorage points are listed below:

Note: The examples below are for guidelines only. Conditions of pipe or beams are critical when identifying anchorage points. Pipes and beams must be in good condition and pipes not insulated. Any anchorage point must be able to sustain a static load of 5000 lbs. as a minimum. Any questions or concerns should be addressed by site management.

- To minimize fall potential, aerial lifts should be utilized where feasible.

Falling Object Protection

- Materials and tools being used in elevated areas are kept to a minimum.
- Tools should be kept in canvas bag or a bucket with line attached to prevent displacement.
- Tool lanyards must be used for all hand tools when working at heights.
- Barricades are tagged indicating: who erected it, who authorized its use, what hazard is present and the date of erection. Barricades must be removed when work is complete.

23. Ladder Safety and Inspections

Scope

This section covers the following topics:

- Ladder Use and Inspections

Ladder Use and Inspections

- Ladders are firmly secured while in use.
- All ladders are extended three feet (3') beyond work area, platform or anchorage point.
- Ladders are barricaded off if there is possibility of being struck by opening doors, moving equipment, handling material or if they project into a hallway or walkway.
- Employees must face ladder when ascending or descending. Three-point contact is maintained at all times while ascending or descending ladder.
- Material or tools are not carried up or down a ladder. A hand line must be utilized.
- Stepladders must be fully opened and spreaders are locked when in use.
- Standing on the top two steps of any ladder is prohibited.

24. Housekeeping

Scope	This section covers the following topics: • Project housekeeping requirements • Housekeeping Audits
Housekeeping Requirements	• Project site must be clean and orderly at all times. This includes, but is not limited to, tool trailers, work site and vehicles. • Materials are stored in a manner that prevents the creation of a hazard for working in a specific area or traversing a storage area. • Tools, equipment or materials are not stored in a manner that creates difficulty in access to firefighting equipment, emergency alarm activation devices or safety showers/eye baths. Nothing is stored in walkways unless absolutely necessary. If walkways are utilized, barricades are erected and tagged per the Elite's Barricade Policy. • All areas have sufficient waste containers to prevent throwing trash on ground. • All trash receptacles are emptied on a sufficient basis to keep from overfilling.

25. Hazard Communication and Waste Disposal

Scope	This section covers the following topics: • Hazard Communication Plan and Review • Safety Data Sheets and Review • Waste Management Plan • Labeling
Plan	• The Elite HAZCOM Plan is on file and available for review upon request.
Safety Data Sheets Review and Orientation	• Safety Data Sheets for all materials and chemicals for the project are kept on site, either in the offices or tool trailer. They are available for review at any time. • Before new materials are brought onto site, an SDS must be submitted to the Director of Safety for approval. After approval, new SDS is placed into book. • Employees are informed of the SDS Book and their 'right to know' about workplace hazards during site orientation.
Waste Management Plan	• All waste materials (batteries, waste oil, paint, etc.) are disposed of according to local requirements.
Labeling	• All containers are labeled according to Elite and NFPA Standard 704. Materials are not stored in an unmarked container. This includes cutting oil, water, lubricants, fuel, etc.

26. Confined Space Entry

Scope

This section covers the following topics:

- Confined Space Entry Requirements
- Entrant Training
- Attendant Training

Requirements

Minimum Requirements for confined space work:

- All confined space entries require a permit issued by Site management.
- Confined space entries are executed pursuant to OSHA 1910.146, Elite procedures and the client requirements.
- All entrants and attendants are trained by Elite.
- No entries are allowed without operations' authorization and properly completed Entry Permit.
- Air monitoring and testing is conducted prior to entry into confined space and on a continuous basis as appropriate.
- Entrants are in constant contact with attendant via radio or line of sight.
- Entrants and Attendants are trained on and are familiar with the hazards associated with any confined space entry.

27. Aerial Lifts (Elevated Work)

Scope

This section covers working from any aerial lift.

Requirements and Usage

- All aerial lifts are inspected prior to use. Any equipment found to be deficient in condition is not to be used, removed from service, and tagged to reflect problems identified. Daily checklist is maintained with equipment.
- Aerial lift is to be covered in Pre-Job Briefings.
- Any employee working from an aerial lift shall be trained on the proper use and hazards of the specific equipment. A certification card is provided upon successful completion of training for the particular model to be operated.
- 100% tie-off is required when working from any aerial lift.
- All aerial lifts have a currently inspected fire extinguisher located in the basket.
- Operator cannot leave basket of aerial lift if extended to elevation without procedure approved by Elite's Safety Department.
- Aerial lifts as with any rental equipment are inspected upon receipt. If deemed unsafe of deficient in any way, equipment must be rejected.
- All aerial lifts will be inspected daily prior to use.

28. Sanitation/ Hand Washing Facilities/Drinking Water

Scope	This section covers the following topics: • Sanitation Facilities • Washing Facilities • Drinking Water
Sanitation Facilities	Minimum toilet facilities are provided as requested by the client.
Washing Facilities	Adequate washing facilities, including potable water, soap and drying mediums are provided per client requirements.
Hygiene Expectations	All employees are expected to wash hands frequently but especially prior to eating, drinking, etc. or after using toilets or prior to leaving site.
Drinking Water	Adequate potable water (suitable for drinking) is provided in all areas of the site. • Bottled water is used instead of water cans; all employees are to dispose of, and keep bottles from being scattered throughout site.

29. Inclement/Rough Weather

Scope	This section covers the following topics: • Rough Weather Working Conditions and Management Responsibilities • Excessive Heat, High Winds, Electrical Storms, Hurricanes • Suspension of Work Activity Due to Inclement Weather Conditions
Rough Weather Working Conditions	Due to the potential for strong weather systems and severe conditions at our work sites, it is the expectation that all Elite employees are aware of the potential hazards of working in the following conditions and when work is suspended because of conditions. • Extreme Heat/Cold • High winds/Hurricanes • Electrical storms It is the responsibility of Management to determine when hazards caused by severe/inclement weather are sufficient enough to suspend work activities. If weather conditions are such that work cannot be executed without placing employees in jeopardy, then specific tasks or all tasks shall be suspended.
High Wind Conditions	When wind conditions become sufficient to pose hazards to employees such as flying debris or difficulty carrying out normal duties, special precautions are implemented to mitigate those hazards. Some mitigation factors could include but are not limited to: • Increased eye protection such as face shields or chemical goggles. • Restrict or suspend elevated work. • Restrict or suspend all hoisting activity. (Elite's policy is to automatically suspend hoisting work when winds reach 25 mph or is affecting the safe execution of rigging/lifting tasks.)
Electrical Storms	When electrical storms present a hazard to workers, all elevated work as well as rigging and crane activity and tower confined space work is suspended and workers move to a safe area. Management monitors conditions and informs when dangerous conditions are imminent. All employees are expected to be aware of and exercise due diligence concerning all weather conditions that could possibly present a safety hazard to them or their co-workers.

30. Respiratory Protection

Scope	This section covers the following topics: • Respiratory Protection
Plan	• The Elite Respiration Protection Plan is on file and available for review upon request.
General Requirements	• Employees engaged in the painting of the DMS signs shall utilize respiratory protection while conducting paint spraying operations.
Training Requirements	• Employees are required to have completed respiratory protection training before engaging in painting operations which require respiratory protection equipment (PPE) to be utilized.
Medical Requirements	• Employees who are required to utilize respiratory protection equipment (PPE), employees shall be medically cleared per OSHA requirements and be fit tested prior to utilizing the respiratory protection equipment. Employees shall be required refit testing annually or whenever changes trigger any of OSHA requirements for refit testing.
Respiratory	• The Director of Safety shall approve all respiratory protection to ensure it is the appropriate type for the hazards involved.

Revision History

The revisions to this document are as follows:

Date	Name	Description
01/30/2015	John Pahl	Document created
3/30/2017	Wayne Johnson	Document Updated
7/16/2018	Wayne Johnson	Document Updated
6/7/2019	Wayne Johnson	Document Reviewed/Updated

Amelia & Dinwiddie County Broadband Project - RFP-19-050719 Price Proposal

SUPPLIER	MODEL	DESCRIPTION	QTY	UOM	UNITS	UNIT PRICE	TOTAL PRICE	SUB TOTAL	TOTAL
Task Order 1 Solution Technical Engineering, Consumer Demand and Financial Analysis									
		Phase 1 - System Engineering	1	LS	1	$ 279,434.00	$ 279,434.00		
		Phase 2 - Solution Cost Analysis	1	LS	1	$ 64,975.00	$ 64,975.00		
		Phase 3 - Demand Analysis	1	LS	1	$ 67,980.00	$ 67,980.00		
		Phase 4 – Project Technical and Financial Data Review	1	LS	1	$ 37,450.00	$ 37,450.00		
							Design & Plan Creation Subtotal:	**$ 449,839.00**	
							Task Order 1 Solution Technical Engineering, Consumer Demand and Financial Analysis Total		**$ 449,839.00**

Amelia & Dinwiddie County Broadband Project - RFP-19-050719 Price Proposal
Contract Pay Items - Labor Rates

DESCRIPTION	QTY	UOM	UNIT PRICE
Program Manager	1	HR	$ 163.00
Program Support Coordinator	1	HR	$ 125.00
Project Manager	1	HR	$ 131.00
Foreman (Team Leader)	1	HR	$ 118.00
Journeyman (Technician)	1	HR	$ 104.00
Assistant	1	HR	$ 75.00
Master Electrician	1	HR	$ 118.00
Electrician	1	HR	$ 99.00
Network Engineer	1	HR	$ 170.00
Network Technician	1	HR	$ 135.00
Administrative	1	HR	$ 69.00
Licensed Professional Engineer	1	HR	$ 175.00
Design CAD	1	HR	$ 130.00
Fiber Optic Technican	1	HR	$ 135.00
Wireless Engineer	1	HR	$ 170.00
Wireless Technician	1	HR	$ 135.00
Special Systems Trainer	1	HR	$ 171.00
Specialized Industry Expert	1	HR	$ 265.00

ELITE
CONTRACTING GROUP

Amelia & Dinwiddie County Broadband Project - RFP-19-050719 Price Proposal
Contract Pay Items - Installation

DESCRIPTION	UOM	UNIT PRICE
Class A-3 Concrete	CY	$ 175.00
Temporary Silt Fence	LF	$ 2.84
Electrical Service Grounding Electrode (10')	EA	$ 260.08
8/2 Conductor Cable	LF	$ 2.20
8/3 Conductor Cable	LF	$ 3.99
14/2 Conductor Cable	LF	$ 1.49
14/3 Conductor Cable	LF	$ 0.98
14/4 Conductor Cable	LF	$ 1.37
14/7 Conductor Cable	LF	$ 1.67
000 Conductor Cable	LF	$ 4.35
00 Conductor Cable	LF	$ 3.75
0 Conductor Cable	LF	$ 3.34
#1 Conductor Cable	LF	$ 2.15
#2 Conductor Cable	LF	$ 1.86
#4 Conductor Cable	LF	$ 1.71
#6 Conductor Cable	LF	$ 1.47
#8 Conductor Cable	LF	$ 1.05
#10 Conductor Cable	LF	$ 1.00
#12 Conductor Cable	LF	$ 1.11
#14 Conductor Cable	LF	$ 1.05
Electrical Service SE-1 Type A	EA	$ 2,197.13
Electrical Service SE-1 Type B	EA	$ 2,578.38
Electrical Service SE-2 Type A	EA	$ 2,028.38
Electrical Service SE-2 Type B	EA	$ 1,829.63
Electrical Service SE-3 Type A	EA	$ 1,684.12
Electrical Service SE-3 Type B	EA	$ 1,650.00
Electrical Service SE-4 Type A	EA	$ 2,230.19
Electrical Service SE-4 Type B	EA	$ 2,793.28
Electrical Service SE-5	EA	$ 2,842.83
Electrical Service SE-6	EA	$ 1,255.38

ELITE
CONTRACTING GROUP

Amelia & Dinwiddie County Broadband Project - RFP-19-050719 Price Proposal
Contract Pay Items - Installation

DESCRIPTION	UOM	UNIT PRICE
Electrical Service SE-7 Type A	EA	$ 2,528.00
Electrical Service SE-7 Type B	EA	$ 2,810.00
Electrical Service SE-8 Type A	EA	$ 2,230.00
Electrical Service SE-8 Type B	EA	$ 3,458.00
Electrical Service SE-9 Type A	EA	$ 8,300.00
Electrical Service SE-9 Type B	EA	$ 3,535.53
Junction Box JB-R1	EA	$ 1,383.03
Junction Box JB-R2	EA	$ 2,333.00
Junction Box JB-S1	EA	$ 982.00
Junction Box JB-S2	EA	$ 1,170.15
Junction Box JB-S3	EA	$ 1,266.00
1" PVC Conduit	LF	$ 3.97
1" Metal Conduit	LF	$ 8.60
1 1/4" Conduit	LF	$ 1.44
1 1/4" Metal Conduit	LF	$ 9.00
1 1/2" Conduit	LF	$ 2.03
2" Conduit	LF	$ 4.65
2" PVC Conduit	LF	$ 3.83
2" Metal Conduit	LF	$ 11.15
3" Conduit	LF	$ 3.93
3" PVC Conduit	LF	$ 5.94
3" Metal Conduit	LF	$ 13.00
4" Conduit	LF	$ 4.63
4" PVC Conduit	LF	$ 6.30
4" Metal Conduit	LF	$ 25.00
Bored Conduit 2"	LF	$ 19.99
Bored Conduit 3"	LF	$ 26.61
Bored Conduit 4"	LF	$ 35.00
Trench Excavation ECI-1	LF	$ 8.50
Trench Excavation ECI-2	LF	$ 38.37

ELITE
CONTRACTING GROUP

Amelia & Dinwiddie County Broadband Project - RFP-19-050719 Price Proposal
Contract Pay Items - Installation

DESCRIPTION	UOM	UNIT PRICE
Fiber Optic Cable 12 Strand Single Mode	LF	$ 2.15
Fiber Optic Cable 24 Strand Single Mode	LF	$ 1.94
Fiber Optic Cable 96 Strand Single Mode	LF	$ 2.95
Junction Box Fiber Optic	EA	$ 1,257.77
Junction Box Fiber Optic Intermediate	EA	$ 2,015.00
Junction Box Fiber Optic Large	EA	$ 6,493.06
Pre-Terminated Fiber Patch Panel - 12 Count	EA	$ 2,922.95
Underground Fiber Splice Enclosure	EA	$ 1,746.00
Managed Field Ethernet Switch	EA	$ 2,596.45

ELITE CONTRACTING GROUP

Amelia & Dinwiddie County Broadband Project - RFP-19-050719 Price Proposal

Contract Pay Items - MOT & Equipment

MAINTENANCE OF TRAFFIC & EQUIPMENT SERVICES	SINGLE SITE MOBILIZATION RATE	SINGLE SITE MOT RATES	
		HOURLY RATE	WORK SHIFT
Maintenace of Traffic			
Mobile or Short Duration Shoulder Operation	$ 75.00	$ 75.00	$ 450.00
Work Operation in the Vicinity of an Entrance Ramp	$ 150.00	$ 150.00	$ 1,300.00
Work Operation in the Vicinity of an Exit Ramp	$ 150.00	$ 150.00	$ 1,300.00
Inside Lane Closure Operation on a Four-Lane Roadway	$ 225.00	$ 225.00	$ 1,300.00
Multi-Lane Closure Operation	$ 250.00	$ 250.00	$ 1,600.00
Outside Lane Closure Operation on a Four-Lane Roadway	$ 225.00	$ 225.00	$ 1,300.00
Partial Exit Ramp Closure Operation	$ 80.00	$ 80.00	$ 800.00
Shoulder Operation with Minor Encroachment	$ 100.00	$ 100.00	$ 800.00
Stationary Operation on a Shoulder	$ 100.00	$ 100.00	$ 800.00
Short Duration Operation on a Multi-Lane Roadway	$ 150.00	$ 150.00	$ 900.00
Moving/Mobile Operations on Limited Access Highways (Single Lane Closure)	$ 185.00	$ 185.00	$ 1,450.00
Moving/Mobile Operations on Limited Access Highways (Multiple Lane Closure)	$ 150.00	$ 150.00	$ 1,000.00
Equipment			
40' Bucket Truck	$ 136.00	$ 136.00	$ 1,088.00
60' Boom/Bucket Truck	$ 179.00	$ 179.00	$ 1,432.00
Tractor Cab	$ 141.00	$ 141.00	$ 1,128.00
Trailer	$ 22.00	$ 22.00	$ 176.00
Dump Truck	$ 119.00	$ 119.00	$ 952.00
Excavator	$ 122.00	$ 122.00	$ 976.00
Mini Excavator	$ 92.00	$ 92.00	$ 736.00
Backhoe	$ 108.00	$ 108.00	$ 864.00
Bobcat	$ 105.00	$ 105.00	$ 840.00
Crash Cushion (Truck Mounted Attenuator)	$ 70.00	$ 70.00	$ 500.00
Message Board (PCMS)	$ 20.00	$ 20.00	$ 100.00
Electronic Arrow	$ 10.00	$ 10.00	$ 30.00