

# Amelia & Dinwiddie Counties

## Broadband Project

Proposal for RFP 19-050719



Hollie R. Casey  
County of Dinwiddie  
14010 Boydton Plank Road  
PO Box Drawer 70  
Dinwiddie, VA 23841

Dear Ms. Casey,

AcelaNet and Kinex are submitting the attached Proposal to fulfill all requirements for the Request for Proposal 19-050719, the Broadband Project.

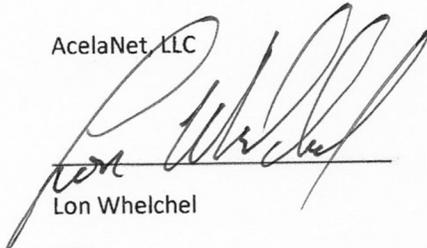
It is the desire to present evidence of the companies' ability, and interest, to provide broadband Internet to Amelia and Dinwiddie Counties. The companies' management believe the combine experience and resources will deliver the strongest performance in delivering high quality broadband service in the Counties.

Critical to successful wireless and fiber broadband is not only designing a network but having the experience of building and managing a high-quality network. It is important to have experience to operate across different wireless and fiber technologies that address different topologies using state of the art equipment.

With a combined total of 30 years of wireless experience, almost 10 years of fiber experience, 24X7 network monitoring capabilities on redundant 30Gb networks, Virginia CLEC status with pole attachment agreements in force with Dominion and Centurylink, and interconnect agreements in force with Centurylink and Verizon, we believe we have all of the needed elements to successfully partner with Amelia and Dinwiddie counties to bring first class service to the citizens of both counties.

Your attention to our response is greatly appreciated.

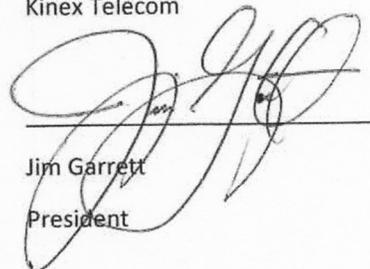
AcelaNet, LLC



Lon Whelchel

CEO

Kinex Telecom



Jim Garrett

President

## Qualification and Experience

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Owners of Kinex and AcelaNet are joining forces to combine resources and years of experience to meet the goal of providing broadband service to the unserved and underserved areas in Amelia and Dinwiddie Counties. The plan also includes equipping and hiring local staff in Dinwiddie and Amelia to include a project/operations manager and installers.

To expedite the roll out of broadband in the counties in addition to the resources and years of experience of Kinex and AcelaNet, subcontractors will be used to build and load equipment. Depending on the volume of demand for service, subcontractors could be used to expedite home and business installations.

AcelaNet is a Virginia LLC, d.b.a. as SCS Broadband and CVALink, has designed and built a rural broadband network covering a large portion of Central Virginia. The management team background in telecommunications projects which includes contracts with AT&T, MCI, WorldCom, and The Harris Corporation among other telecommunication corporations and has been building Internet networks since dial-up services were deployed in 1993. AcelaNet currently provides fixed wireless and fiber broadband services to residences, businesses, schools, healthcare providers, churches, community centers, business parks and government agencies.

AcelaNet expansion in Central Virginia Counties is supported through public/private partnerships with county governments, communities and private citizens to add additional repeater and access point systems. Objectives are being accomplished using AcelaNet's vast experience in rural territories, and by using the latest technology. In addition, AcelaNet has partnered with multiple fiber companies, including backhaul fiber companies with resources across Virginia. This provides leveraging on pricing and location possibilities throughout Central Virginia and has qualified AcelaNet for discounted carrier rates. AcelaNet also has tower leasing programs and partnerships with several leasing corporations such as American Tower Corporation, Crown Castle, SBA and government towers.

AcelaNet management also has served on FCC and Legislative committees for the Wireless Internet Service Providers Association (WISPA) and has worked with the Commonwealth of Virginia Governor's office round table meetings. The management is always up-to-date with regulations of Virginia, as well as federal requirements for our industry. AcelaNet is a registered FCC Title II Common Carrier.

Lon Whelchel is AcelaNet CEO who provides senior management on all projects. Lon has specialized in project management and business growth for several decades. He is fully experienced in working with government and strategic partners to achieve large project goals. He has served on the industry association committee working with the FCC and Congress, Lon provides a view of potential changes in regulations affecting the Internet market. Lon serves on the Board of RVA-IX a nonprofit internet exchange.

Clay Stewart serves as the company's Chief Operating Officer. Clay has been active at the Federal level for the Wireless Internet Service Providers Association (WISPA). With more than 40 years in Systems Analysis and Network Design, and 25 years in Internet Services, he uses his vast experience to run the day to day operations, managing the various team managers of the company's divisions. His telecommunication experience comes from serving as a senior consultant to AT&T, MCI, WorldCom, UUNET and The Harris Corporation... among other endeavors.

The financial health of AcelaNet falls under the management of Gerri Stewart who serves as the company's Chief Financial Officer. As a Virginia CPA, along with experiences of working for a Virginia county government and private schools... she brings additional senior management abilities, including human resource management experience, along with her responsibilities of operating the company's financial systems to meet all requirements of standard accounting practices.

This senior management team had developed projects to expand services in Nelson, Amherst, Bedford, Albemarle, Louisa, Halifax, Charles City, Pittsylvania and other counties. The management team has set not only policies for services to meet all federal and state requirements, but the team is responsible for all reporting as required by the FCC. Many of these projects are either completed or underway.

The AcelaNet management team is made up of Senior Management, Customer Service Representatives, Customer Support Technicians, Customer Installation Technicians and Tower Infrastructure Engineers. Other business functions such as Financial, Sales and Marketing are centralized under the senior management team of AcelaNet.

Our networks in other counties are similar to the topology of Dinwiddie County and Amelia. We have networks in Blue Ridge mountain areas such as western Amherst, Nelson, Bedford and Albemarle counties, and we have networks in Virginia hilly terrain such as eastern Amherst, eastern Nelson, Buckingham, Appomattox and Louisa Counties. In addition, we have wireless services in Piedmont Plains, low and level landscapes such as eastern Buckingham, eastern Louisa, Hanover and Charles City Counties, all of which are similar to Dinwiddie and Amelia terrain. We also serve many government entities, healthcare, small businesses, restaurants, post offices, private schools and many other types of organizations. We also provide free services for community services; reduce rates for churches and non-profit organizations.

The overall goal of AcelaNet is to complete a contiguous wireless highspeed network across specific Central Virginia counties, backed up by deploying fiber services where costs permit.

In many cases AcelaNet has public private partnerships with local governments to successfully execute projects. Some projects have been award TRRC and VATI grants.

Major corporate projects in the past five years are:

- Nelson County Wireless Network
- Amherst County Wireless Network
- Nelson County Fiber Provisioning
- Louisa Ferncliff Business Park Fiber Provisioning
- Charles City Roxbury Business Park Fiber Provisioning
- Louisa County CVALink WISP Acquisition
- Buckingham County Spears Mountain Site Build
- Partnership with Albemarle County for VATI Grant Request
- Partnership with Powhatan County for VATI Grant Request
- Partnership with Halifax County for TRRC Grant Request
- Partnership with Pittsylvania County for TRRC Grant Request
- WIFI to LTE Conversion Project for seven Counties

County-wide Wireless Network Designs for:

- o Nelson County
- o Amherst County
- o Halifax County
- o Pittsylvania County
- o New Kent County
- o Charles City County

Unsolicited Proposals for Partnerships for:

- o Amherst County
- o Goochland County

Kinex Telecom began building fixed wireless points on towers in Central Virginia in 2002 and deployed broadband across seven communities before CenturyLink or Verizon deployed DSL in those communities. In 2007, Kinex purchased a failing 250 mile wireless backbone that served 7 county school systems, then upgraded and brought reliability back that to the system schools could have confidence in a system that served them well. Shortly thereafter, Kinex moved 5 of the County school systems over to the newly completed MBC network and became the MBC client. (We have won those school contracts year after year and they are still on our roles) Before becoming a company that focuses on primarily fiber, we had over 1000 wireless clients served from 32 towers. We still maintain 9 towers and have almost 200 wireless clients.

Kinex's fiber crew has designed, engineered, built and maintains almost 70 miles of fiber in rural communities in Southside Virginia. Kinex has the employees and all the necessary tools to maintain our fiber network and does so without any outside contractors.

In 2014 we began building fiber in Keysville, with fiber WAN links to three Charlotte County Schools, the social services offices, administrative buildings, and then built a footprint in Phenix, further expanding our fiber footprint in Charlotte County. We now link the schools, administrative building, businesses, and many residences throughout the area. In 2018, Kinex won the contract to put a hosted PBX phone system with failover in the new courthouse, implement extension dialing throughout the offices with all modern phone features, we then securely linked all county office via our fiber and made one Internet link to centralize security and increase reliability.

In 2015, an effort to promote economic expansion and growth and to save an engineering firm from leaving, at the request of the Dinwiddie Economic Authority, Morgan Ingram, Kinex built 3 miles of fiber through the Dinwiddie Airport industrial area bringing fiber circuits to almost a dozen businesses that are now Kinex clients.

Also in 2016, Kinex bored fiber under sidewalks and other assets throughout downtown Farmville, to link all of Greenfront Furniture buildings and warehouses in order to eliminate all of their smaller Internet connections and to create one large LAN so they could have one large Internet connection, secure their network, and have one centralized PBX, Kinex also provides telephone service for all of their local and International calling.

In 2016, we finished adding several more miles to our Farmville, fiber network to bring advanced services to the Steps main office and to Piedmont Regional Jail. As of this writing, Kinex has built almost 70 miles of fiber that we own, manage, and maintain, as part of our efforts to bring light speed Internet and data services to rural Virginia. We expect that as our expertise and maturity as a fiber company increases, our fiber builds will as well, and we look forward to working with you and others in our area to serve the regions data and Internet needs today and well into the future.

In late 2016, Kinex signed a contract with the Virginia Supreme Court to bring 30 secure fiber links from District and Circuit Courts and Magistrates throughout Southside, Virginia.

August 2017, we completed a project of Kinex owned fiber to add 28 staff and faculty houses and duplexes on the Chatham Hall campus, bringing 1Gbps fiber access to all on campus faculty and staff. In that same year we replaced all of Nottoway County Schools telephones and configured a hosted PBX solution with local hardware failover, with classroom E911 location pinpointing.

In early 2018, after a recent bank robbery, Kinex met with the Farmville town manager, Gerald Spates and the police chief and at their request, we designed a camera system at every road entrance that displayed at the E911 center. The plan was a hybrid system of fiber and wireless and is now fully functional.

In the summer of 2018, Kinex completed over 4 miles of company owned fiber to the village of Amelia and the industrial park installing 1Gb GPON services throughout most of the village. Since its recent completion Kinex has signed on over 15 businesses for Internet and telephone service, to include the library and the court systems.

In 2019, Kinex added another 3 miles to the 4 miles of underground fiber that is utilized to connect all but one of Buckingham Schools, (the final school will be completed in the fall of 2019), the county administrative offices, the industrial park, and to the Court House complex. The expansion was the result of a request by RB Clark and now Dan Witt, to build across the industrial park and link a new client they had worked hard to get into the county. This year, at the request of the Charlotte County Administrator, we also built to a new client in their industrial park in order for them to “win” that new tenant in the park.

The Kinex team is currently working with Prince Edward County administrator, Wade Bartlett, to finish plans for a new hosted PBX phone system for the new Social Services building in Prince Edward with a new fiber link, to the Internet and an MPLS fiber link to the main county offices.

Kinex is now in Lunenburg County working on a 10 mile project that will serve the schools and many businesses and residences.

We have many more references and other accomplished projects, but these demonstrate some that were done through the selection by and the blessings of, municipality leaders throughout the community. Kinex has over 16 years of wireless experience and over 9 years of deploying fiber. Because of the constant interference on the early years of unlicensed wireless, the future seemed bleak. Now, after being issued our licensed spectrum from the FCC that baby monitors and children’s toys cannot utilize, the future is encouraging and we plan to utilize it as an interim solution for our clients that we cannot reach with fiber.

**AcelaNet and Kinex Recap:**

- 30 years of wireless experience
- 10 years of building and operating fiber networks
- Working relationship with tower owners including SBA, American Tower, Crown Castle and NTC
- Operate on government emergency service towers
- In house certified tower crews
- Companies have FCC licensed frequencies
- Working relationship with fiber companies including MBC, Level 3, Windstream, Lumos, Verizon, CenturyLink, and Comcast
- Members of RVA-IX, the nonprofit internet exchange in Richmond
- Pole attachment agreements in place with Dominion Power and CenturyLink
- Permanent bond on file with VDOT with license for placement of fiber in VDOT Right of Ways.
- Interconnect Agreements in place with Verizon and CenturyLink to utilize remote copper distribution cabinets to extend 1Gb G.Fast DSL in remote areas
- Existing fiber foot print in both Counties

**Subcontractors**

**Tower Building and Loading:**

King & Associates Construction, LLC

428 Dodd St.

Chase City, VA 23924

Chad King

cek@kandaconstructionllc.com

(434) 372-3522

RCS Communications

322 Lots Gap Rd

Max Meadows, VA 24360

Phone: 276-223-1551

Bob Shook

[bob.shook@rcscomm.net](mailto:bob.shook@rcscomm.net)

Contractor for Virginia State Police, VDOT, Fort AP Hill, Various County 911 Systems

### **Customer Installations:**

Custom Communications, Inc.

6736 Falls of Neuse Rd

Raleigh, NC 27615

Jess Courtney, SVP

M: (919) 710-9267

[jessc@ccicustom.com](mailto:jessc@ccicustom.com)

Contractor for Dish Network, Verizon, US Cellular and Asurion

### **Financials**

AcelaNet and Kinex financials are enclosed in envelopes in the bid package.

### **Conflict of Interest**

Companies have no persons known who would be disqualified 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.).

## **Conceptual Design Proposal**

### **Network Conceptual Design**

The main purpose of this document is to convey a conceptual network design which is to be implemented per a timeline that is also included. This document is a milestone document in the partnership between Amelia and Dinwiddie Counties and the companies. The Counties have many resources available including vertical assets, fiber and telephone networks that can expedite deployment and provide high quality service to county offices, homes and businesses. With high quality broadband service available to all locations, there will be a positive impact on home and business values.

## High Level Overview

Today's networks require redundancy, failover, and peering with major application servers to insure low latency and minimal routing hops. All fiber links will simultaneously route through Equinix in Ashburn, Virginia, and the Richmond Internet Exchange. As providers, we know that over 70% of our current Internet traffic each evening pulls from Netflix, Hulu, Facebook, and other social media servers, which are all present in Equinix and the Richmond Internet Exchange.

The majority of the fiber is underground, so it is protected from storms. Building two paths to the towers protects from a single point of failure, and the two paths to different Tier I data centers provides for protection against a single point of failure.

MBC has committed funds to build laterals to at least two towers in Dinwiddie and already has fiber to one tower that we hope to utilize in Amelia. We will build to the other tower in Amelia in order to keep MRC charges as low as possible. Ultimately, the plan is to grow in both counties and build fiber organically so as to reduce MRC for fiber links.

There is also a tentative plan to build fiber to a few of the telco's remote cabinets through Sutherland inward to Lake Chesdin and feed up to 1Gb of G.Fast DSL through copper lines leased through our Interconnect Agreement. This is a tentative plan and can be changed to a tower served area if preferred by the selection committee. The reason we'd like to do this is the density of the houses and the install at the residence doesn't require antenna mounting, thereby greatly reducing the install cost and time for the company.

The technology planned for the Amelia and Dinwiddie network uses is a combination of wireless WIFI, wireless LTE, fiber, and possibly 1Gb G.Fast DSL. Most of the Amelia Dinwiddie project will center around wireless design and deployment supported with fiber builds to for backhaul. However, there is potential for a fiber or copper sub-projects as we have identified several locations where fiber may provide a cost-effective means to bring broadband services into homes, businesses and to the County's supporting government offices.

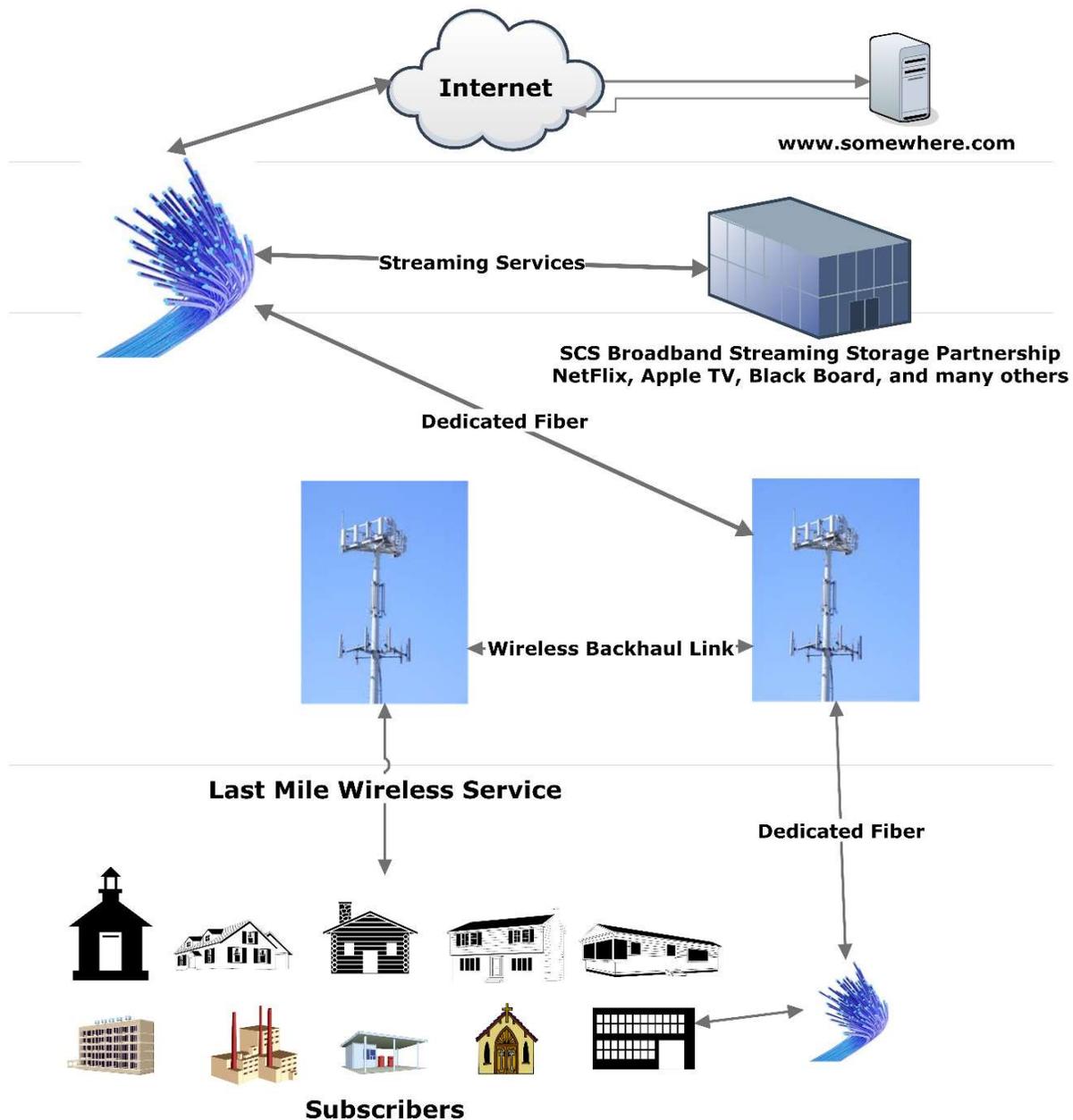
Wireless WIFI is the use of unlicensed frequencies. These frequencies have been deployed through both company's networks extremely successfully. The evolution of WIFI equipment has allowed for speeds up to 50Mbps. These frequencies may be used to improve service coverage in some areas.

Wireless LTE was developed for allowing mobile phones to operate with 4G data speeds, as well as for voice. It was also developed to be a software system that can evolve faster than WIFI equipment, and to be compatible between manufacturers. LTE stands for Long Term Evolution, underlining the above statement. This project will be deploying LTE alongside WIFI allowing subscribers to have speeds up to 50Mbps. The equipment is capable of higher speeds, being reserved for custom service plans for those entities needing such speeds. These speeds allow

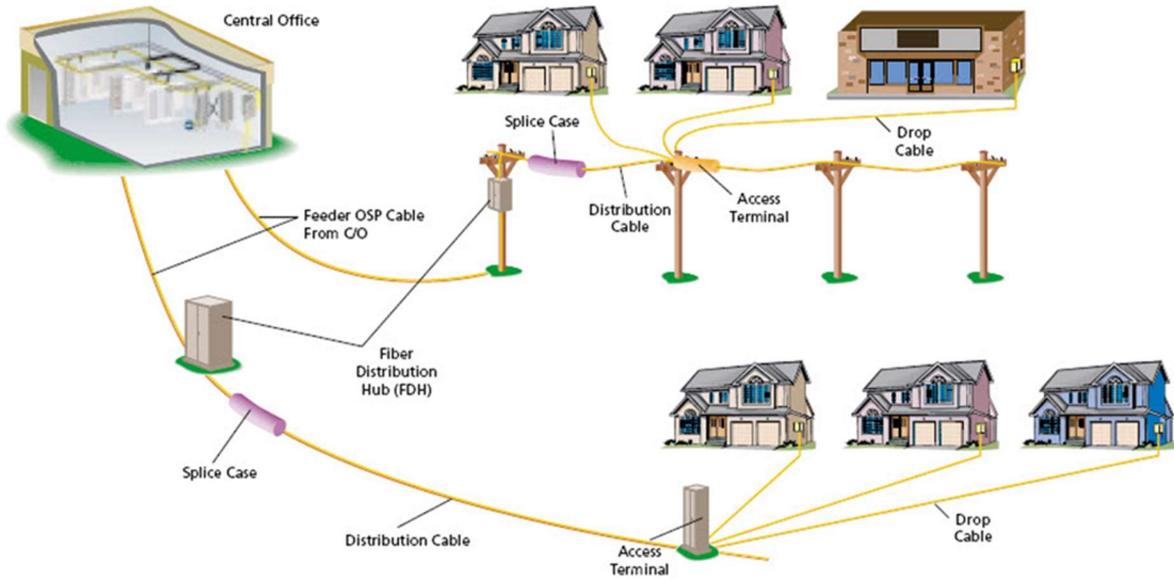
subscribers to watch multiple HD video streams, and even the new Ultra HD format which uses four times the bandwidth of HD.

The network is designed have redundant Internet fiber connections, as well as redundant wireless backhaul connections, to provide additional support for an effective and near 100% available network. The network design is based around using video streaming services as a mark for determining equipment, frequencies and location aspects of the network. All other Internet usage generally falls below the bandwidth usage of the various types of video streaming.

### Broadband Network Infrastructure Overview



# FTTX Fiber Architecture



## YAHOO! YouTube Data Center Peering Connections

High Bandwidth Products

The above products are located on a data Exchange Storage service which will directly tie to the Broadband network. This means that subscribers viewing Netflix movies not only have better service, but lower bandwidth subscribers are now able to view such content due to fast, short paths to the content storage. With the Exchange on average 70% of a customer's internet activity stays in the network.

## PHASED APPROACH

The wireless and fiber network build out for Amelia and Dinwiddie Counties is planned in three phases.

The first phase is scheduled starting Fall 2019. The initially focused of this phase is confirming tower build locations with confirmation site suitability and availability along with the loading of existing towers to start providing service to home and businesses. During this phase the project startup tasks will be accomplished which includes getting all required engineering, contracts, permits and equipment requisitions accomplished. This phase includes the initial backhaul including fiber builds to the first towers with loading beginning with towers in the network follow in succession during the rest of the Phase I period.

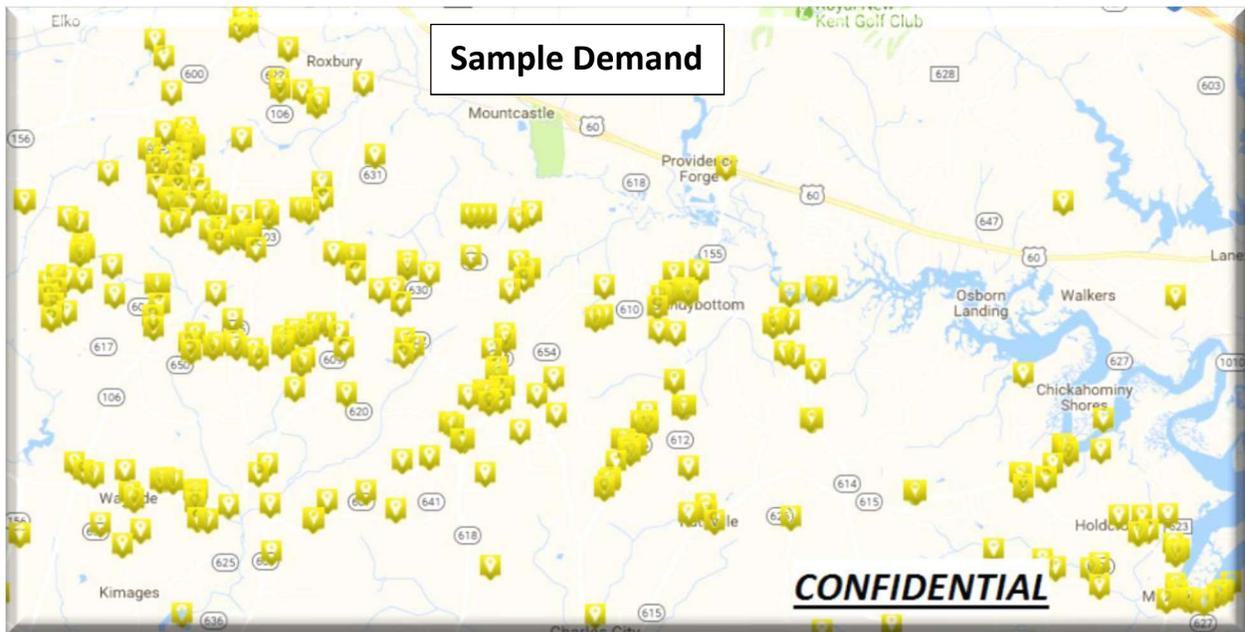
The second phase starting late fall of 2020 will extend the wireless network into areas where there is still no broadband service. The propagation maps show locations where these towers may be built, but once again, this may change during the progress of the project. Tower locations may change based on availability of towers. The phase also includes confirming and building the fiber to home and business service areas.

The third phase is to continue to expand services in the counties which include underserved areas not meeting the FCC broadband speed guidelines of 25Mbps down and 3Mbps up. Some existing towers in adjoining counties where towers have been reviewed may enhance the Amelia and Dinwiddie County wireless network.

Marketing will follow the successful completion of service into areas. Based on the companies experience the marketing campaign will consist of local signage, direct mail and social media.

In April of 2017, in an effort to save the jobs and prevent the loss of a 128-year-old printing company from closing its doors in Farmville, Jim Garrett, of Kinex Telecom, purchased the company and immediately leased a purchased new presses and other devices to make the company viable and profitable. The company has experience in all phases of printing, brochure design, direct mailing, and many other facets crucial for supporting a direct mailing campaign. One brochure has already been designed and will be mailed if we are selected. The company added a vinyl, banner, and sign department that can be utilized for yard signs and many other forms of signage.

The schedule of tower builds can be based on demand which can be determined in Phase I through pre-marketing efforts. On the next page find a sample of pre-marketing which was done in other counties.



Each yellow symbol is the result of a home or business requesting services from pre-marketing. This helped determine the order of tower loading and activation, satisfying the most people that are ready for service as early as possible in the project.

## Wireless and Fiber Network

### Tower Resources

The Phase I Main Wireless Network consists of several towers to be leased for adding equipment to provide service to homes and businesses, and to link them together in wireless backhaul into a Hybrid network topology. Our tower data shows what towers were analyzed to build this network. During the Phase I leasing process, there may be issues where a tower has no space available or some legal issue, but contingency plans allow for rerouting the wireless backhaul topology. Any hole in service territory would be added to Phase II Wireless Network Extension.

The information in our tower data base was determined from onsite visits, leasing company inquiries and the FCC database.

Several additional towers have been analyzed and not presented here, but the information has been stored in our database. These towers may be considered backup plans if any of the chosen towers have issues in permitting and structural approval. The determination of

availability of structure analysis approval cannot be determined at this stage in the project, as engineering and permitting will cost several thousand dollars. This will be accomplished in the first steps of the Phase I as presented earlier in this document.

A sample draft of a specification is presented below which is used to transmit information to an approving body or engineering firm. During early Phase I, this type of information is sent to the appropriate party. Since the towers selected are leased from a variety of companies, the processes and policies are unique to each company. For instance, one company may require something as basic as below, while another requires using a complex integrated web-based leasing system, such as American Tower Corporation.

## Fiber

All initial fiber builds will utilize Ethernet transport. However, as the company begins to generate revenue and resources allow, the company will begin to deploy fiber GPON technology. GPON is Gigabit Passive Optical Network, which allows for fiber to be deployed for many miles without power. The serving end (at the powered cabinet that usually has a generator) is powered and the client end has power, which increases reliability because there is no point of power failure in route. Because it is Gigabit, the user has some of the highest speeds capable in the industry on day one. The real beauty is that the electronics can be replaced with 10Gb devices and the client can get 10Gb service. Kinex deployed its first GPON clients over 8 years ago and although some clients utilize Ethernet over fiber, Kinex now has almost 500 clients on GPON.

Passive optical networks (PON) technology was available in the middle of 90s. Since the huge development of network, various standards have been established and matured. PON developed from the first ATM PON (APON) and then evolved in Broadband PON (BPON) which is compatible with APON. Later, arisen Ethernet PON (EPON) and Gigabit PON (GPON) bring great improvement in data transmission distance and bandwidth. This tutorial will introduce about GPON technology.

GPON is defined by ITU-T recommendation series G.984. GPON represents an increase in bandwidth compared with APON and BPON. GPON can be applied in many areas. In fiber to the desktop (FTTD) application, GPON is distributed via single-mode, simplex optical fiber connectors, and passive optical splitter typically using angled polish connectors (APC) to provide precision terminations. There are four main components in this GPON system: the optical line terminal (OLT), the transmitting media (cabling and components), the fiber optical splitter, and the optical network terminal (ONT).

## Wireless equipment



Baicells Base Station



AirMax Prismstation



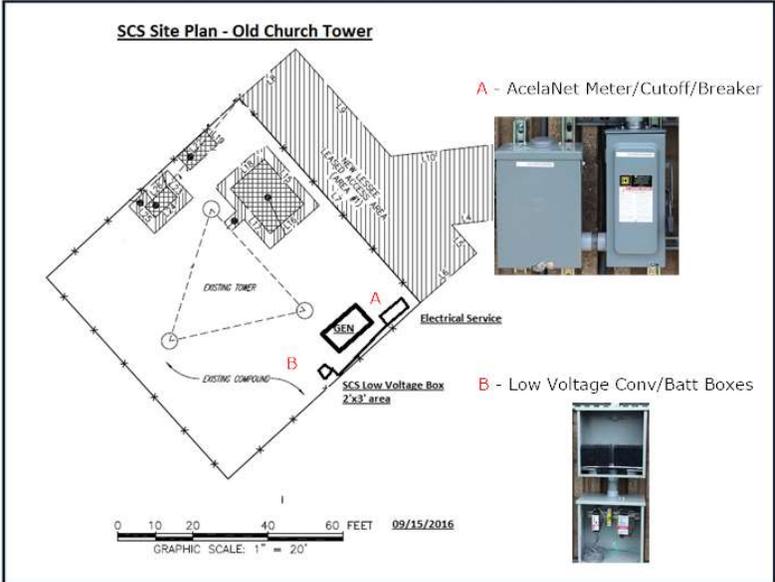
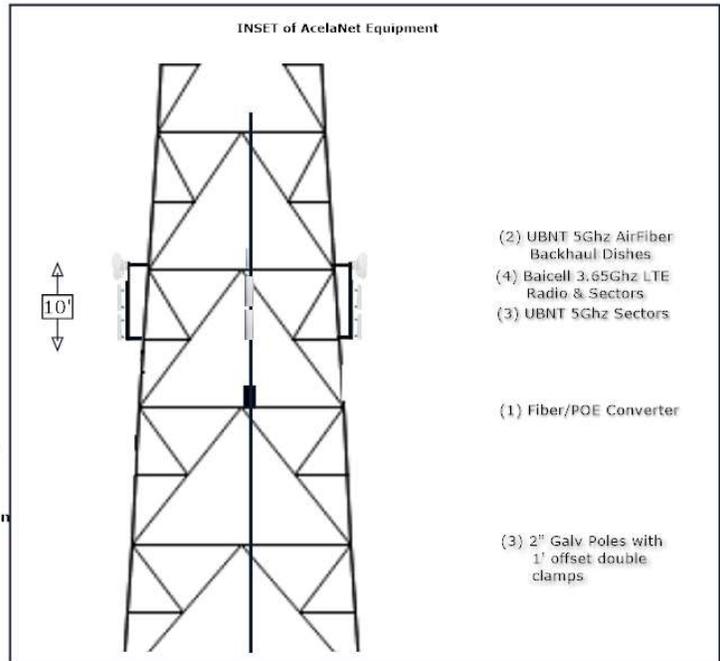
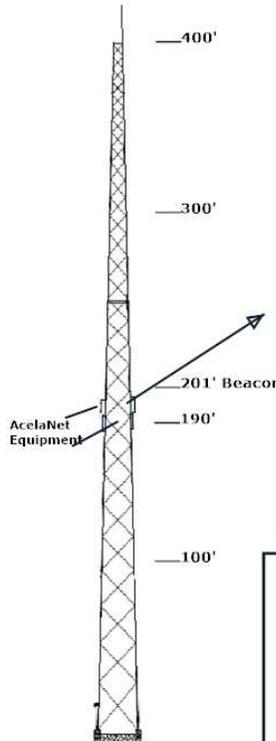
Baicells CPE

## Fiber equipment

Dasan/Zhone GPON OLT & CPE



# Equipment Drawing



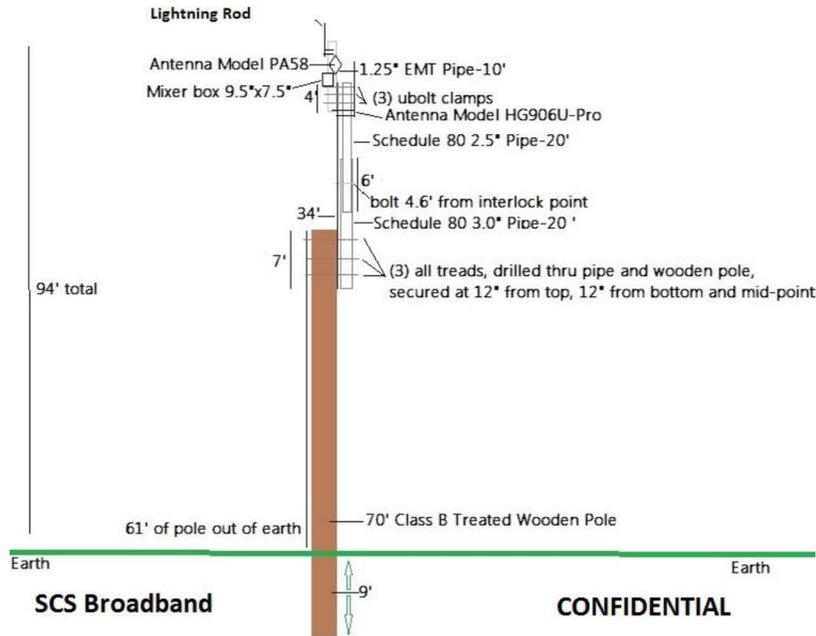
Sample 3.65GHz LTE Installation



Sample AirFiber 5Ghz Installation



Sample AC 5Ghz Installation

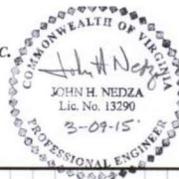


SCS Broadband

CONFIDENTIAL

LOUISA ENGINEERING, INC.  
Structural Engineers

1065 Jouett School Road  
Mineral, Virginia 23117  
Phone (804) 512-4865  
Email john@louisaengineering.com



PROJECT LOUISA COUNTY PROJECT  
SUBJECT Central VA Technology Group  
CALCULATED BY J. Nedza DATE 3-2-15  
CHECKED BY \_\_\_\_\_ DATE \_\_\_\_\_  
SHEET NO. 1 OF 1

STRUCTURAL NOTES

- 1) THIS 70' CLASS B TREATED WOOD POLE MAY BE DIRECTLY EMBEDDED. TAMP NATIVE SOIL INTO HOLE FIRMLY FROM TOP TO BOTTOM.
- 2) IF HOLE FILLS WITH WATER THEN USE VDOT #57 OR GB STONE AS BACK FILL.
- 3) ALL MATERIAL TO BE NEW.
- 4) THE 70' CLASS B POLE IS STRUCTURELLY SOUND TO CARRY THE WEIGHT OF ANTENNA + 10# PLUS SUPPORTING ALUMINUM MASTS.

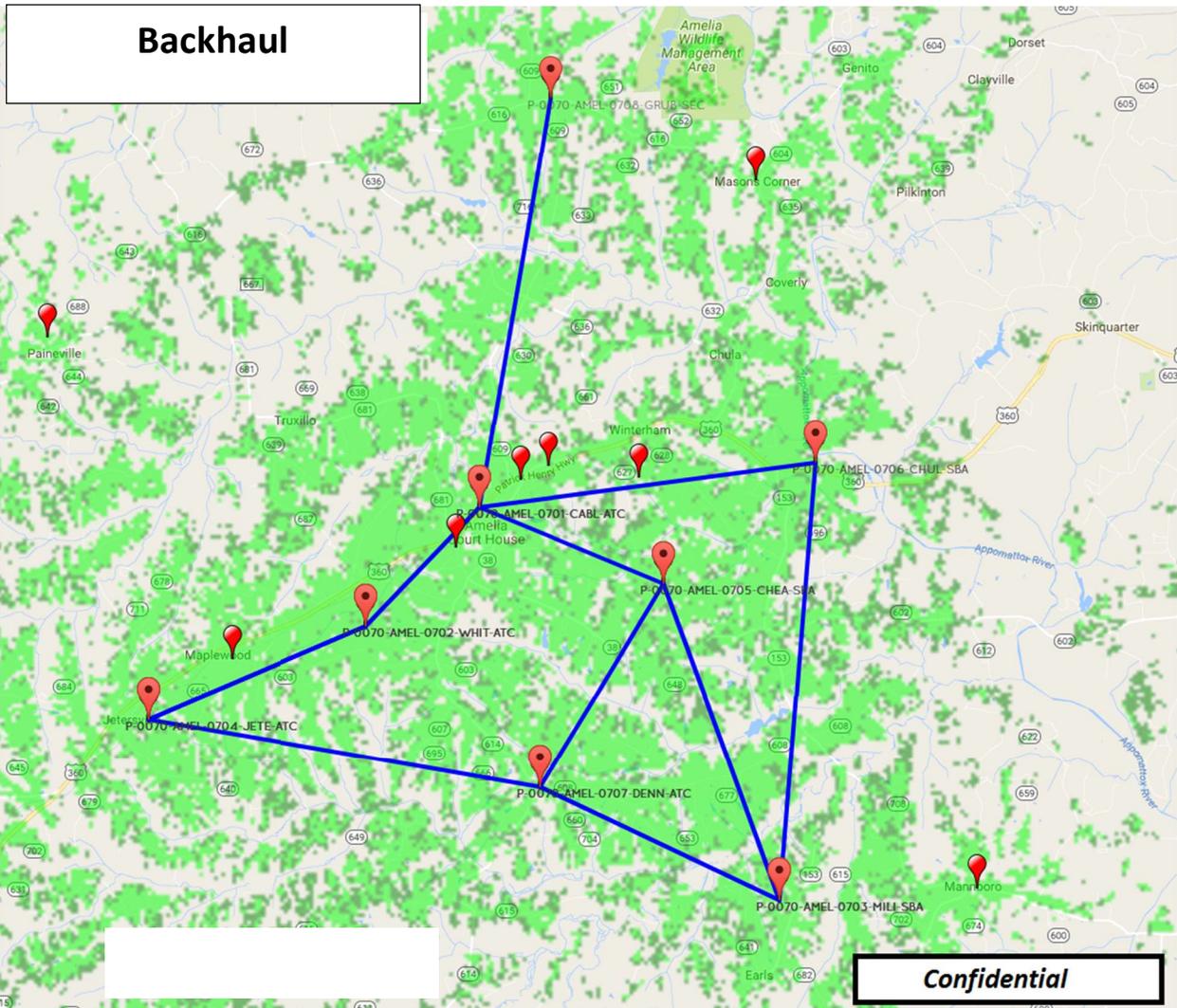
Sample Community Relay Pole

## Point-to-Point Backhaul

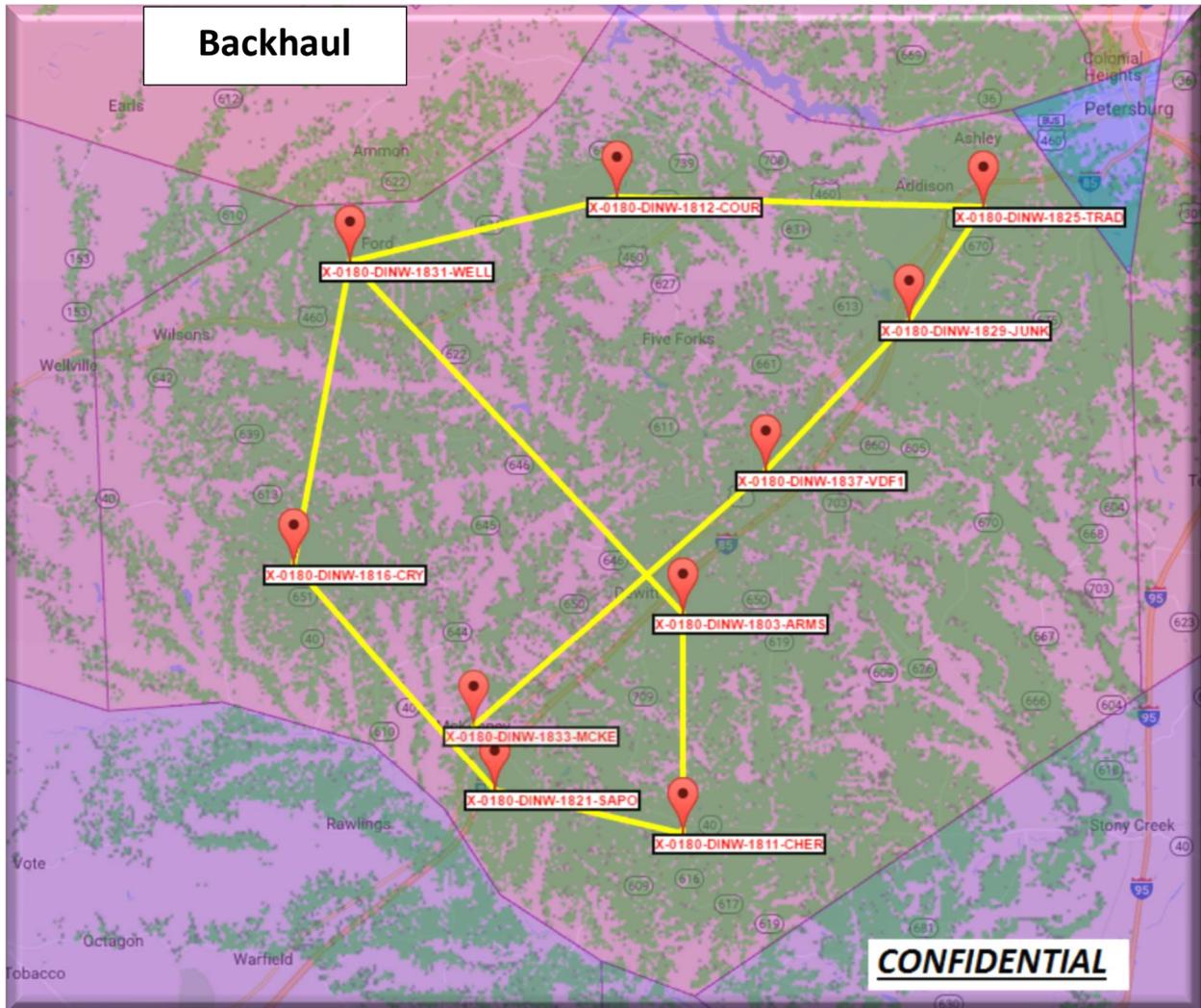
This section presents the concept design for the backhaul system of the Phase I - Main Wireless Network. Included is the tower to tower connections by dedicated wireless transmissions, and the expected Dedicated Internet Access fiber points used for backhaul to the World Wide Web. Multiple fiber access points are presented which gives options to choose the most cost-effective solution with redundancy to provide for automatic failover if a fiber system is compromised.

Below show a map of Amelia County and a map of Dinwiddie County with planned towers and the redundant backhaul network paths with propagation. Additional coverage will be added with community relays and radios using different frequencies. Coverage to home and businesses can also be increase in areas with resources to support G Fast and fiber. This shows a Hybrid Network Topology where there are several redundant links allowing for the implementation of a self-healing network when one or two towers could be down due to something like lightning strikes. The map also shows two squares represent two fiber connections proposed, with a third coming in from outside Cumberland County wireless backhaul with yellow line in the east. There one additional fiber point not on map being evaluated now. With redundant fiber connections on different middle mile networks, along with the redundancy of the tower to tower wireless connects, the Amelia network will have the best possible protection from fiber faults or tower outages taking down the entire network.

Towers have been identified across both counties not given in this document, but documented is in a database, which can be used as alternate routes if there arise any issue securing leases on these towers. The companies have working relationship with regional and national tower leasing companies including SBA, American Tower, Crown Castle and NTC. Also, they operate on government emergency service towers. The companies have certified tower crews but to expedite tower deployment the plan is to use multiple tower companies to load equipment. To save on loading cost constructed and expedite timing during construction of towers they can be loaded with broadband equipment.



Amelia - Main Network Backhaul Without Community Relays

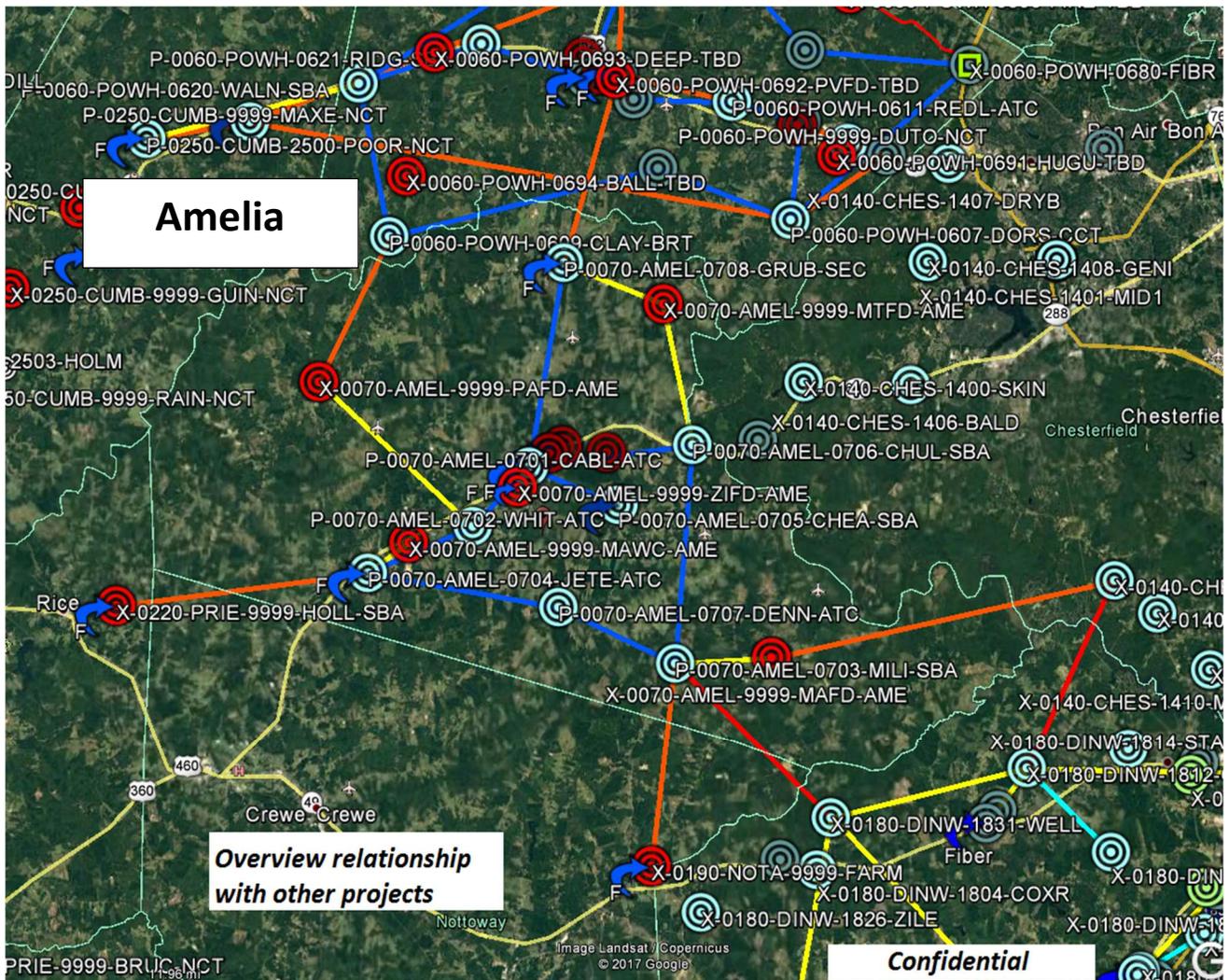


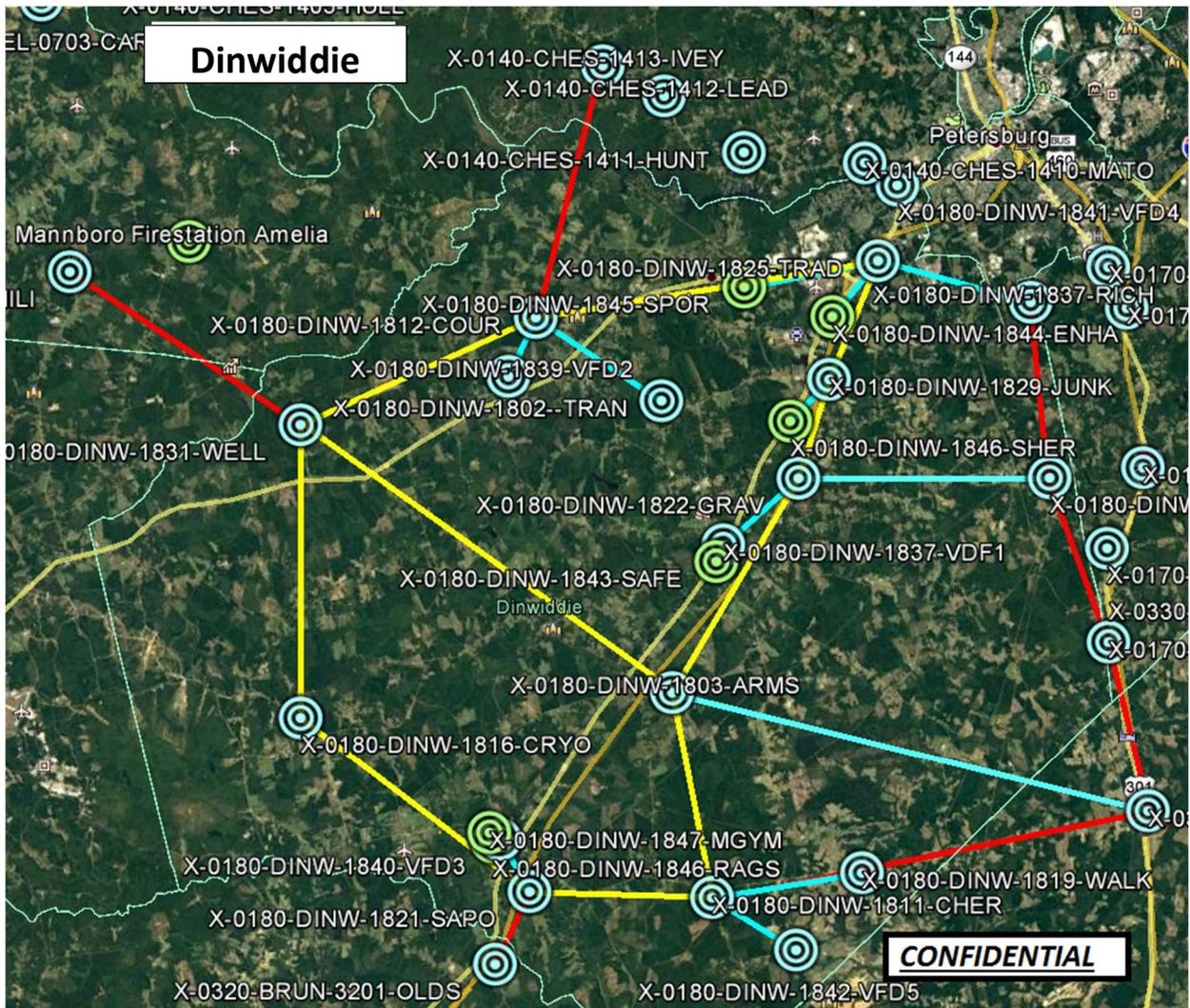
### Dinwiddie Main Network Backhaul Without Community Relays

The priority of the build-out will be decided in the early part of Phase I. The components of making the decision will be based on these resolutions:

1. *Fiber Contract Timing*
2. *Citizen Request Volume from Early Marketing*
3. *Priorities from the County which could affect build-out priority*

For expediting startup of the first towers, it is necessary to start at one of the contracted fiber points. Other fiber points can be added as the build-out matures and revenue helps support the recurring charges. Having knowledge of where the most need is in the county is also critical in the start-up phase in any broadband network. This can be easily determined in the early phase I part of the project through pre-marketing efforts.





### Equipment Warranty

The equipment used in the fiber and wireless network are from leading manufactures in the industry that provide technical support and training and typically provide one-year warranties.

### Acceptance Test Plan

As an operating ISP, the companies have experience in checking the reliability of backhaul and service provided from fiber partners. As the network is built out service testing is done after tower builds to determine the quality of signals to confirm service level for customers. In some cases, adjustments are made to the network to improve quality of service. Once service is confirmed installations are scheduled. All fiber links are tested and documented using an OTDR

(Optical Time Domain Reflectometer) to ensure links transmit and receive at full capacity without errors. Back office software is in place to monitor bandwidth usage through all major routing points, business accounts, and other priority entities that request usage charts. This software also tracks hardware CPU usage, cooling fan speeds, etc. in order constantly alert techs and engineers of any abnormalities in the hardware spectrum. Monitoring software that is currently being used will be added to the Amelia Dinwiddie build to ensure notification of any down nodes in the network, to insure quick response.

### **Provided Services**

The plan is to offer wireless internet plans starting at 15 Mbps up to 50 Mbps. Current LTE equipment actually goes beyond 50 Mbps. In the future revisions in the LTE technology will allow for plans over 100 Mbps at which time new pricing and speed plans can be offered. As evaluation of current copper and fiber infrastructure is evaluated the plan is to offer service over current telecom network to provide D Fast service to reduce the number of towers required to cover the counties. In addition, the opportunities to provide fiber service using current fiber network and partner fiber network will be evaluated.

### **Partnering**

The goal of the companies it maximizes the current vertical, telecom and fiber networks to cost effectively provide quality high speed internet service to residents and businesses in the unserved and underserved areas of Amelia and Dinwiddie. The challenge many counties have is challenge for the business case to provide broadband service to low populated area, thus the value in partnering with local governments.

Partnering with Amelia and Dinwiddie by utilizing the county owned vertical assets and building additional towers allows for covering areas that may not have adequate cell tower coverage today. The opportunity to provide service to the county offices and schools helps to cover cost of fiber and towers and supports covering the cost of long-term contract to bring significant fiber service to the region. The county assistance in permitting, no to low fees for using county infrastructure, working with state agencies and utility providers will help to expedite the network build and reduce cost. With the size of some of the towers to be built in the counties, there is an opportunity to provide locations for emergency service equipment. Also, there should be opportunities to generate tower lease revenue from cell companies.

### **Project Timeline**

AcelaNet and Kinex currently have operating fiber in the counties and a data base of on-site evaluation of vertical assets including commercial and county owned. With current relationships with commercial tower and fiber companies located in Amelia and Dinwiddie counties, the overall execution is expedited. Based on years of wireless experience towers have been identified but availability to place equipment on towers requires engineering (PE) analysis

to determine if space and wind load can handle new equipment. The initial towers will connect to fiber resources to develop wireless network feed points and plan for additional redundancy fiber feed towers.

The plan is for 3 phases with Phase I confirming and finalizing initial tower, tower build locations and fiber resources for the wireless network. Also, in Phase I evaluation of the local telecom network and fiber builds that will allow for connecting businesses and residents without using wireless signals. Phase II and Phase III will continue building out the wireless, G Fast and fiber network.

Phase I is 12 months, which includes using existing towers and building 3 towers. In addition, a G Fast project will be evaluated. The goal is to deliver service to unserved areas that will have an initial take rate of 265 customers.

Phase II is 14 months which builds out service on existing towers and the building of 4 new towers. The goal in the phase is to expand service in unserved and underserved areas that will have a take rate of 480 customers.

Phase III is 10 months that will continuing expanding coverage to provide service to the remaining areas of Amelia and Dinwiddie in need of service. The goal is to have a customer take rate of 198.

Based on experience businesses and residents often have multiyear broadband contracts. By providing fast high-quality broadband service, overtime customers will switch.

### **Assumptions for Project**

For any company to take time and resources to build in a new market the value of owned network infrastructure is important. Federal and state grants are focused on helping companies with staffing and building infrastructure to mitigate risk and liability and support a business in low population markets. The assumption for the Amelia and Dinwiddie network build is the ISP will be responsible for legal liability, project management, ownership of infrastructure and operation of the network. The budget could be set up quarterly with deliverables.

### **Cost Estimates**

Cost and resulting investments required are determined using years of extensive experience in fiber, towers and the equipment and labor required for loading towers with equipment. The costs are presented to explain what it takes to build out this network, and to help justify the lowest lease fees and any other resources the County may be able to add to the partnership. This high-level view of estimated costs is divided into fixed costs, such as labor and equipment, and recurring costs such as leases.

Cost estimates are provided in the enclosed sealed envelope.

Commonwealth of Virginia Documents

REC-42

COMMONWEALTH OF VIRGINIA  
STATE CORPORATION COMMISSION

-0-

CERTIFICATE NO. TT-202A

-0-

Kinex Telecom, Inc.

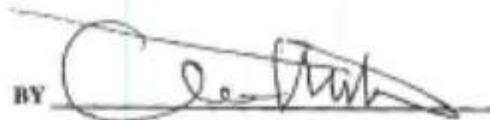
by this Certificate of Public Convenience and Necessity is hereby authorized under the Utility Facilities Act to furnish interexchange telecommunications services in accordance with Section 56-265.4:4 of the Code of Virginia, the Codified Rules Governing the Certification of Interexchange Carriers (20 VAC 5-411-10 et seq.), and the Commission's Final Order in Case Number PUC-2004-00010,

(Note: 1. This Certificate, No. TT-202A, was issued in Case No. PUC-2004-00010.)

Dated at Richmond, Virginia April 23, 2004.

STATE CORPORATION COMMISSION

BY



Commissioner

AcelaNet, LLC

**STATE CORPORATION COMMISSION REGISTRATION**

Virginia State Corporation Commission (SCC) registration information. The Offeror:

is a corporation or other business entity with the following SCC identification number:  
SCC #: S5759636

OR-

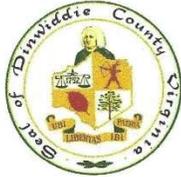
is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust -OR-

is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the bidder in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder's out-of-state location) -OR-

is an out-of-state business entity that is including with this bid an opinion of legal counsel which accurately and completely discloses the undersigned bidder's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

**\*\*NOTE\*\*** >> Check the following box if you have not completed any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for bids (the Commonwealth reserves the right to determine in its sole discretion whether to allow such waiver):

# Signed Addendums



## Dinwiddie County Administration Office

14010 Boydton Plank Road  
Dinwiddie, VA 23841  
Phone: (804) 469-4500  
Fax: (804) 469-4503  
E-Mail: [hcasey@dinwiddieva.us](mailto:hcasey@dinwiddieva.us)

### **ADDENDUM #1**

Date: May 24, 2019

PPEA Request for Proposals: RFP 19-050719

Broadband Project

Deadline: Tuesday, June 11, 2019

TO ALL POTENTIAL OFFERORS:

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

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

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

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

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

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

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

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

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

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

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

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

5. What price is considered affordable to end users?

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

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

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

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

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

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

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

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

9. Will a hybrid solution be allowed?

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

10. Will E-rate registration be required?

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

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

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

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

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

Answer: Yes.

13. Who are the school service providers?

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

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

15. How far apart does MBC build handholds?

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

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

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

17. What is Comcast's take rate?

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

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

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

19. How many farmers are there in the Counties?

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

20. Is GIS information available for the Counties?

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

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

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

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

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

23. Who manages the existing vertical assets?

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

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

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

Answer: No.

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

Company Name: Acoba Net LLC  
Signature: Lon Welchel  
Type/Print Name: Lon Welchel  
Title: CEO  
Date: 6/8/19



## Dinwiddie County Administration Office

14010 Boydton Plank Road  
Dinwiddie, VA 23841  
Phone: (804) 469-4500  
Fax: (804) 469-4503  
E-Mail: [hcasey@dinwiddieva.us](mailto:hcasey@dinwiddieva.us)

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PPEA Request for Proposals: RFP 19-050719

Broadband Project

Deadline: Tuesday, June 11, 2019

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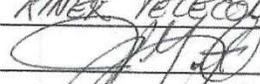
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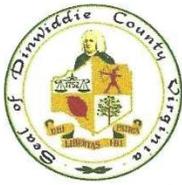
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Company Name: RIVER TELECOM, INC.  
Signature:   
Type/Print Name: JAMES R. GARRETT  
Title: PRESIDENT  
Date: 6/9/2019



## Dinwiddie County Administration Office

14010 Boydton Plank Road  
Dinwiddie, VA 23841  
Phone: (804) 469-4500  
Fax: (804) 469-4503  
E-Mail: [hcasey@dinwiddieva.us](mailto:hcasey@dinwiddieva.us)

### **ADDENDUM #2**

Date: June 5, 2019

PPEA Request for Proposals: RFP 19-050719

Broadband Project

Deadline: Tuesday, June 11, 2019

TO ALL POTENTIAL OFFERORS:

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

1. Would the counties be willing and able to support negotiations to install wireless devices or other on utility poles (telephone poles, power poles, street light poles, etc.). The support could be in the form of introductions to the decision makers, letters of support, participation in some meetings, etc.

Answer: Yes.

2. Are there County owned properties which aren't listed in the list of vertical assets (parks, undeveloped land, etc.) where we may be able to plate poles (10-30 ft) for relays if needed?

Answer: All property owned by Dinwiddie County is listed as attachment 2A of the RFP. All property owned by Amelia County is listed as attachment 3A of the RFP.

3. Are there roads for which the County owns the right of way? Would the counties be willing to provide support for us installing some of these poles on the side of the roadways (whether they are county roads or not)?

Answer: This would need to be discussed with VDOT. Right of way for poles in unserved areas of Dinwiddie County is likely to be limited. Amelia County does not own any highway, street, or road rights-of-way. Amelia County would be willing to add support for the installation of broadband associated poles along roadways.

4. Would it be possible to get an Excel file with the Tower sites, water towers, and school locations that are in the RFP.

Answer: This has been posted onto the Dinwiddie website under Procurement.

5. Is it possible to provide Household location information for Dinwiddie. Preferably in an Excel file with street address and Lat/Long info.

Answer: This has been posted onto the Dinwiddie website under Procurement.

6. On the Dinwiddie County owned tower assets, what RAD center are available for installation of the wireless gear?

Answer: Availability would be based on the type of equipment being installed. As of next week, the Sycamore Drive Tower will be completely empty. This tower, however, does have a slight tilt to its structure. The County does not see the Weakly Road Tower being used in this project, because it is in a served area. Availability of the Wheelers Pond Road and Boydton Plank Road Towers would need further evaluation.

7. Do you have a list of the Dinwiddie Census blocks or FIP codes for the census blocks that are deemed unserved or underserved?

Answer: For Dinwiddie, a list of unserved and underserved census blocks is available at <https://broadband.cgic.vt.edu/IntegratedToolbox/>. Click the boxes that say "Underserved Areas" and "Unserved Areas". That shows on a census block level what is served and unserved.

8. Considering the amount of RF planning and due diligence required for this response will the County consider an extension on the submission date?

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

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Company Name: Acelanet, LLC  
Signature: [Handwritten Signature]  
Type/Print Name: Don Wheelchel  
Title: CEO  
Date: 6/8/19



## Dinwiddie County Administration Office

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TO ALL POTENTIAL OFFERORS:

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

1. Would the counties be willing and able to support negotiations to install wireless devices or other on utility poles (telephone poles, power poles, street light poles, etc.). The support could be in the form of introductions to the decision makers, letters of support, participation in some meetings, etc.

Answer: Yes.

2. Are there County owned properties which aren't listed in the list of vertical assets (parks, undeveloped land, etc.) where we may be able to plate poles (10-30 ft) for relays if needed?

Answer: All property owned by Dinwiddie County is listed as attachment 2A of the RFP. All property owned by Amelia County is listed as attachment 3A of the RFP.

3. Are there roads for which the County owns the right of way? Would the counties be willing to provide support for us installing some of these poles on the side of the roadways (whether they are county roads or not)?

Answer: This would need to be discussed with VDOT. Right of way for poles in unserved areas of Dinwiddie County is likely to be limited. Amelia County does not own any highway, street, or road rights-of-way. Amelia County would be willing to add support for the installation of broadband associated poles along roadways.

4. Would it be possible to get an Excel file with the Tower sites, water towers, and school locations that are in the RFP.

Answer: This has been posted onto the Dinwiddie website under Procurement.

RFP 19-050719 Addendum #1

Page 1 of 2

5. Is it possible to provide Household location information for Dinwiddie. Preferably in an Excel file with street address and Lat/Long info.

Answer: This has been posted onto the Dinwiddie website under Procurement.

6. On the Dinwiddie County owned tower assets, what RAD center are available for installation of the wireless gear?

Answer: Availability would be based on the type of equipment being installed. As of next week, the Sycamore Drive Tower will be completely empty. This tower, however, does have a slight tilt to its structure. The County does not see the Weakly Road Tower being used in this project, because it is in a served area. Availability of the Wheelers Pond Road and Boydton Plank Road Towers would need further evaluation.

7. Do you have a list of the Dinwiddie Census blocks or FIP codes for the census blocks that are deemed unserved or underserved?

Answer: For Dinwiddie, a list of unserved and underserved census blocks is available at <https://broadband.cgic.vt.edu/IntegratedToolbox/>. Click the boxes that say "Underserved Areas" and "Unserved Areas". That shows on a census block level what is served and unserved.

8. Considering the amount of RF planning and due diligence required for this response will the County consider an extension on the submission date?

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

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

Company Name:

KINEX TELECOM, INC.

Signature:



Type/Print Name:

JAMES R GARRETT

Title:

PRESIDENT

Date:

6/9/2019

