

DEVELOPMENT AUTHORITY OF LUMPKIN COUNTY  
REQUEST FOR PROPOSALS FOR BROADBAND PUBLIC PRIVATE PARTNERSHIP

Development Authority of Lumpkin County  
Lumpkin County, Georgia

#2021-003  
REQUEST FOR PROPOSALS FOR BROADBAND PUBLIC PRIVATE PARTNERSHIP

TABLE OF CONTENTS:

1. INTRODUCTION.....	Page 1
2. BACKGROUND .....	Page 2
3. SCOPE OF WORK .....	Page 2
4. CONTRACT LIMITATIONS .....	Page 5
5. SELECTION PROCESS .....	Page 5
6. CONTENTS OF PROPOSAL .....	Page 5
7. REQUESTS FOR CLARIFICATION .....	Page 6
8. SELECTION CRITERIA .....	Page 6

DEVELOPMENT AUTHORITY OF LUMPKIN COUNTY  
REQUEST FOR PROPOSALS FOR BROADBAND PUBLIC PRIVATE PARTNERSHIP

**1. INTRODUCTION**

The Development Authority of Lumpkin County is soliciting sealed proposals for the selection of a partner to work with the Development Authority of Lumpkin County and Lumpkin County Government to bring next generation communication services to our businesses and residents.

Submitted proposals should include all of the following requirements listed within this Request for Proposal (RFP).

Submittals will be accepted no later than 4:00 PM, July 7, 2021 to:

DEVELOPMENT AUTHORITY OF LUMPKIN COUNTY  
ATTN: REBECCA MINCEY, EXECUTIVE DIRECTOR  
194 Courthouse Hill, Annex A  
Dahlonega, GA 30533  
[Rebecca.shirley@lumpkincounty.gov](mailto:Rebecca.shirley@lumpkincounty.gov)

**2. BACKGROUND**

Lumpkin County was designated a “Broadband Ready Community” in 2019 by the Georgia Department of Community Affairs. This designation reflects that Lumpkin County is committed to improving the reliability, speed, and capacity of internet connections for businesses, residents, and visitors in Lumpkin County.

In support of this effort, the Development Authority of Lumpkin County is requesting proposals to engage a private sector communications company in a formalized Public Private Partnership. The intention of the Public Private Partnership will be to collaborate on a future broadband infrastructure project in Lumpkin County by submitting a grant application to the One Georgia Authority Georgia Broadband Deployment Initiative Fund.

**3. SCOPE OF WORK**

The intention of a Public Private Partnership (PPP) is to use the strengths and assets of each entity to negotiate a balanced partnership that is equally beneficial to the network end user, the Development Authority of Lumpkin County, and the selected provider.

The proposed PPP will include establishing a formalized agreement between all parties outlining the roles and responsibilities of the various partners. These roles and responsibilities include, but not limited to:

- The private partner will be an ‘Approved broadband partner’ as a result of the state-sponsored process.
- The private partner will work collaboratively with the Development Authority of Lumpkin County and Lumpkin County Government staff to identify a broadband infrastructure project that will support the overall objectives of the Georgia Broadband Deployment Initiative.
- The proposed infrastructure project will bring broadband services to as many unserved areas, as designated by Department of Community Affairs, as possible in Lumpkin County.
- The proposed infrastructure project will be highly competitive for a grant application to the One Georgia Authority Georgia Broadband Deployment Initiative Fund.
- The private partner will assist the Development Authority of Lumpkin County and Lumpkin County Government staff in the writing of the grant application, including developing a proposed budget and outlining the commitment to a minimum 50% cash match to the project.
- The private partner is in agreement that the proposed project and use of funds requested from the One Georgia Authority will be for eligible activities and will be carried out in a manner

DEVELOPMENT AUTHORITY OF LUMPKIN COUNTY  
REQUEST FOR PROPOSALS FOR BROADBAND PUBLIC PRIVATE PARTNERSHIP

consistent with the state constitution, state law, and in accordance with the Development Authority of Lumpkin County's enabling legislation and authority.

In order to facilitate the construction of high-capacity, redundant fiber for residents and businesses of unincorporated Lumpkin County, the Development Authority of Lumpkin County intends to work with the private partner to apply for a grant from the One Georgia Authority Georgia Broadband Deployment Initiative Fund to help fund the design and construction of the proposed broadband infrastructure project in Lumpkin County.

Eligible use of the One Georgia Authority Georgia Broadband Deployment Initiative Fund provided under the Georgia Broadband Development Initiative include those activities and the provision of facilities and services as described in O.C.G.A. 50-35-1 et seq. These activities include, but are not limited to, the provision of such public infrastructure, services, facilities, and improvement needed to implement broadband services or enhance existing broadband services in unserved areas as designated by the Department of Community Affairs.

The scope of work contemplates three (3) phases: design and engineering, construction, and service. The initial breakdown of the three phases is detailed below. A more detailed breakdown of these phases will be included in a future formalized agreement between all parties.

Design and Engineering

The Development Authority of Lumpkin County is seeking a partner that can design and engineer a fiber optic network that will extend fiber to areas of Lumpkin County currently classified as 'unserved' by the Georgia Broadband Deployment Initiative. The goal to connect residents, businesses, and anchor institutions to internet services with capabilities of at 1 Gbps/ 1 Gbps symmetrical dedicated internet service.

Responsibilities of the partner will include activities required to undertake and accomplish a full and complete project design, including, but not limited to, the following:

- Conducting and attending meetings and design conferences with the Development Authority of Lumpkin County, Lumpkin County Planning Office, and Lumpkin County Public Works to coordinate or resolve design matters.
- Preparing detailed design and construction plans, technical specifications, and documents.
- Developing design schematics, sketches, environmental and esthetic considerations, project recommendations, preliminary layouts and cost estimates.
- Providing copies of plans, specifications, and contract documents for review.
- Preparing necessary engineering reports.

*Design Phase Expectations*

- The Development Authority of Lumpkin County shall remain fully engaged in the design process, able to provide input, able to understand the design approach and rationale, and able to adjust the approach as the project proceeds.
- Drawings should be provided in both paper format and an electronic format compatible with Lumpkin County's GIS system.
- Intelligent expansion and extension of the fiber pathways and counts should be addressed to include running enough capacity for future expansion of the fiber network beyond this initial phase of construction to outer lying residential and commercial areas within the County.
- All engineered stamped designs, plans and permitting will be submitted to the Lumpkin County Planning Office and in accordance with Lumpkin County Ordinances Chapter 10 and O.C.G.A § 32-4-42(6); O.C.G.A. § Title 36, Chapter 66C.

DEVELOPMENT AUTHORITY OF LUMPKIN COUNTY  
REQUEST FOR PROPOSALS FOR BROADBAND PUBLIC PRIVATE PARTNERSHIP

Construction

Responsibility of the partner during the construction phase includes all basic services of a construction contract, including, but not limited to the following:

- Acting as project manager for all construction phases.
- Preparing construction management plan and reviewing of contract construction schedule.
- Observing or reviewing performance test(s) required by specifications.

*Construction phase expectations:*

- Construction should commence as quickly as possible after receiving notice to do so, and work should be done in a timely manner as to fully support the completion of the project within the construction timeline.
- As available, fiber drops should be installed, and fiber should be lit to expedite service to end users.

Service

This phase includes the partner assuming the operations and maintenance functions of and delivery of services to the residents and businesses. The service phase includes but is not limited to:

- Operating and maintaining functions of the network.
- Ability to provide 1 Gbps service to all end users with future enhancement capabilities.

*Service expectations:*

- The selected provider will be the face of the project to the customer. They will install equipment and services into the customer premises, maintain the equipment and services, provide end customer service, provide equipment and service upgrades, and generally be responsible for customer service and satisfaction.

Timeline

The complete project timeline proposed by the Development Authority of Lumpkin County is TBD. Below is a summary of key action items known at this time.

- June 16: Issue RFP
- July 7: RFP responses due no later than 4:00 pm
- Week of July 12-16: RFP review committee conduct interviews
- July 20: Present PPP recommendation to DALC Board of Directors for consideration and action
- Draft & execute PPP Memorandum of Understanding between DALC & private entity
- Begin drafting broadband project scope of work and grant application in preparation for the notice of funds from the One Georgia Authority Georgia Broadband Deployment Initiative Fund.

Partnership Considerations

The Development Authority of Lumpkin County is investing in this project in order to enhance the infrastructure of Lumpkin County and to assist with the infrastructure needs of our businesses, community organizations, and residents.

Partner Contributions

*Development Authority of Lumpkin County, Lumpkin County Planning Office, and/or Lumpkin County Public Works contributions include:*

DEVELOPMENT AUTHORITY OF LUMPKIN COUNTY  
REQUEST FOR PROPOSALS FOR BROADBAND PUBLIC PRIVATE PARTNERSHIP

- Access to County Street and Alley Right-of Ways
- Ability to expedite right-of-way permitting for identified partner
- Eligible applicant for One Georgia Authority Georgia Broadband Deployment Initiative Fund grant opportunity

*Partner assets should include:*

- Design and engineering expertise and capabilities
- Construction experience, expertise, and capabilities
- Financial and other resources necessary to complete the build out and operate
- Ability to act as service provider
- Maintenance capabilities for broadband/fiber network
- Other assets not included to be identified by partner

**4. CONTRACT LIMITATIONS**

All parties are advised that some of the services listed may not be required and the Development Authority of Lumpkin County reserves the right to initiate additional procurement actions for any services not included in the initial procurement.

**5. SELECTION PROCESS**

A short list will be developed from submittals received. Upon review each company will be asked to attend an interview for the Development Authority of Lumpkin County and Lumpkin County staff to hear proposals. The review committee members will make a final partner recommendation to the Development Authority of Lumpkin County Board of Directors for consideration.

**6. CONTENTS OF PROPOSALS**

Proposals must be no more than five (5) pages, exclusive of cover letters or letters of transmittal containing introductory language only.

The Proposals should include:

- A cover letter.
- A business and technical plan describing its approach to the project described in this RFP.
- A discussion of the deployment strategy, scope, and timing of the proposed rollout.
- Establish timelines for project milestones including design and engineering and completion
- Broadband service offerings (type of broadband service, speed tiers, differences between business and residential offerings).
- Current Lumpkin County customers being served, speed, service area, etc.

The Development Authority of Lumpkin County invites interested parties to submit proposals to perform the above-described services.

Respondents should submit seven (5) copies of Proposals no later than 4:00 PM, July 7, 2021.

DEVELOPMENT AUTHORITY OF LUMPKIN COUNTY  
ATTN: REBECCA MINCEY, EXECUTIVE DIRECTOR  
194 Courthouse Hill, Annex A  
Dahlonega, GA 30533  
[Rebecca.shirley@lumpkincounty.gov](mailto:Rebecca.shirley@lumpkincounty.gov)

Any submittal received after the identified date and time will be returned unopened. All packages

DEVELOPMENT AUTHORITY OF LUMPKIN COUNTY  
REQUEST FOR PROPOSALS FOR BROADBAND PUBLIC PRIVATE PARTNERSHIP

must be submitted in a sealed envelope and clearly marked on the outside: "PROPOSAL FOR BROADBAND PARTNERSHIP." All submittals must be received at the address and by the date and time specified herein. Submittals must contain the name, address, and daytime telephone number for the individual authorized to enter into a contract with the Development Authority of Lumpkin County. Following the selection process, the proposal for the selected Proposer shall be made available for public review, except for any items that the Proposer has requested, in writing, to remain confidential under applicable law.

**7. REQUESTS FOR CLARIFICATION**

All questions about the meaning or intent of this request are to be submitted to the Development Authority of Lumpkin County Executive Director in writing and addresses to Rebecca Mincey, [Rebecca.shirley@lumpkincounty.gov](mailto:Rebecca.shirley@lumpkincounty.gov). Interpretations or clarifications considered necessary by the Executive Director in response to such questions will be issued by Addenda and made available to all parties upon request. Questions received less than seven (7) calendar days prior to the date for submission deadline will not be considered.

Direct contact with Development Authority of Lumpkin County officials or staff (with the exception of Executive Director or other appointed authorized staff) during the selection process, except when and in the manner expressly authorized by the Request for Proposals documents is strictly prohibited and may render the submittal as non-compliant. Violation of this requirement is grounds for disqualification from the process.

**8. SELECTION CRITERIA**

The following topics will be considered in the selection of a partner:

<i>CRITERIA</i>	<i>POINTS POSSIBLE</i>
1. Strong sense the proposer is genuinely interested in the Lumpkin County community and providing quality services now and in the future.	30
2. Ability to meet schedules within budget.	25
3. Degree to which the response accomplishes the project's goals & demonstrates the capability to perform all aspects of the project.	20
4. Demonstration of the desire and commitment to developing a successful partnership & collaborative project.	15
5. Familiarity with the project location and understanding of the proposed project.	10

TOTAL POSSIBLE POINTS

100

The Development Authority of Lumpkin County herein expressly reserves the following rights:

- To negotiate separately with any source whatsoever in any manner necessary to serve the best interests of the Development Authority of Lumpkin County.
- To make the award based on the Development Authority of Lumpkin County's best judgment as to which proposal best meets the Development Authority of Lumpkin County and Lumpkin County Government's expectations of a project of the highest quality and innovation.
- To make such changes or correction in plans, specifications or quantities of the RFP as Development Authority of Lumpkin County may deem necessary or desirable during the RFP process. It is Proposer's responsibility to monitor the RFP throughout the RFP and subsequent processes.
- The right to withdraw the entire project or any Project Element(s) from award consideration if it is in the best interest of the Development Authority of Lumpkin County to do so.