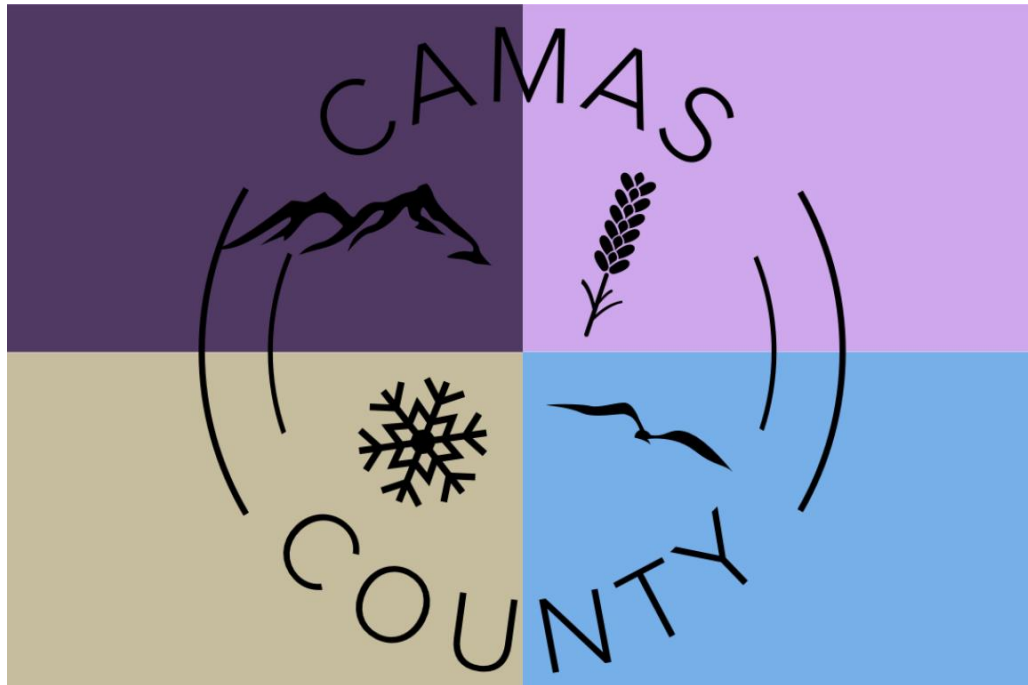


Camas County, Idaho



Request for Information ("RFI")

For

High-Speed Internet/Broadband Services

March 20th, 2023

Submission Deadline:

April 3rd, 2023

Mail or Hand Deliver RFI Documents To Primary Contact:

Travis Kramer
Chairman, County Commissioner
Camas County, ID
PO Box 140. Fairfield, ID 83327
kramer.camass@gmail.com

Note: This **is not** a request for proposals.

REQUEST FOR INFORMATION

SUBJECT: High-Speed Internet/Broadband Service Expansion or Delivery

INQUIRIES: All inquiries or questions must be directed to Travis Kramer, Camas County, Chairman, County Commission, at kramer.camass@gmail.com. Questions must be received no later than March 31st, 2023. If a determination is made that a clarification or change to the RFI document is required, a written addendum will be posted on the appropriate sections of the websites of the Issuers. Respondents are responsible for obtaining all RFI updates.

Responses must be delivered at the following address no later than 5 p.m. April 3rd, 2023.

Attn: Travis Kramer
Title: Chairman, County Commission
Camas County
PO Box 140. Fairfield, ID 83327
kramer.camass@gmail.com

Submit one (1) hard copy and one (1) electronic copy (via email to kramer.camass@gmail.com) of your response including any product literature or data. Submittals must be labeled:

“RFI for High-Speed Internet/Broadband Service Expansion or Delivery”

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1. EXECUTIVE SUMMARY

The County of Camas and its Board of Commissioners have been working for the community residents to find alternatives to improve Internet service around the County. This is a summary of the accomplishments of this workgroup.

Camas County has recognized the importance of access to high-speed internet service. To gauge Internet speeds with current services, the County developed and posted an online speed test, and made it continuously available on the County's website. Paper copies of the speed tests were provided at the Camas County Library, all County offices, and the planning department. Notices of the surveys were sent through the public school system, included in the parent newsletter. The speed test was advertised in local newspapers and through social media outlets.

The speed tests received a total of 235 household responses.

- Response was 34% of total households in Camas County
- 100% of tested households are Underserved according to the USDA rates.
- 66% of tested households are Unserved according to the USDA rates.
- The average unserved household is spending over \$75 for Internet currently.

Camas County has recently sent out demand/interest of subscription surveys to every resident within the City of Fairfield and have also promoted the surveys online to the rest of the County. We are currently receiving responses from those surveys.

Camas County has already received numerous letters of support in pursuing a much-needed new broadband Internet infrastructure; these letters are from local community groups, Southern Idaho special interest groups, businesses, and concerned citizens.

Camas County, hereinafter referred to as "County," issues this Request for Information ("RFI") to gather ideas and interest from service providers of high-speed internet/broadband (hereafter "internet") services for affordable, reliable high-speed Internet access for residential, business, and government constituents throughout the County.

This RFI is intended to outline the market opportunity and invite interested providers to submit their ideas for new or expanded service delivery in the County. This process is one of several steps that the County is taking to help unserved and underserved areas throughout the County.

The County seeks ideas and interest from respondents on how to achieve the sole object to provide high-speed internet/broadband service in underserved or unserved areas throughout the county. High-speed internet/broadband service can include, but is not limited to, the deployment of a fiber-to-the-home solution, fixed wireless solution, or some other type of last-mile solution. Interested parties should provide information on how its services can meet the CPF/BEAD's broadband benchmark speeds of 100 megabits per second (Mbps) for downloads and 20 Mbps for uploads.

Note: The County welcomes responses to this RFI from ALL interested or potentially interested parties. Since this is **only** to solicit preliminary interest and ideas, this RFI **should not** be interpreted as an invitation for bids or request for proposals. For the purposes of this

RFI, the terms “respondents,” “providers,” and “vendors” refer to entities submitting written responses to this RFI.

2. RFI TIMELINE

A. Important Dates

Publish RFI	March 20, 2023
Deadline for Questions	March 31, 2023
Responses Due by 5 p.m.	April 3, 2023
Review of responses completed by County	April 10, 2023

B. Contact for questions and information requests

All general communications regarding the RFI or requests for additional information should be directed to:

Travis Kramer
Chairman, County Commission
Camas County
PO Box 140. Fairfield, ID 83327
kramer.cam@camas.idaho.gov
(208) 954-2562

C. Further Process

Camas County will evaluate the information gathered through this RFI process and determine whether to proceed with a formal request for proposals (RFP).

An electronic copy may be downloaded from <http://camascounty.idaho.gov/>.

Access to County data for the identification of demand and assets is available by request.

Any amendment or addendum to this RFI is valid only if issued in writing by Camas County.

Any changes in the process or updates to the schedule above will be posted on the websites of the County.

3. OBJECTIVES OF RFI – A FRIENDLY CHALLENGE!

This RFI is developed as an amiable challenge to potential providers. Camas County poses a somewhat distinctive puzzle to candidate ISPs because of its comparative remoteness, its modest and widely spread population, its large area with considerable lumpy terrain, and its slim infrastructure resources compared to those enjoyed by our more richly wired cousins in adjoining or faraway counties. As an example of this, Camas County has only one wireless phone network with anything like substantial coverage, and many areas in the County – including areas with lots of resident and visitor activity -- have no cell phone coverage at all. As a result of this combination of geographic, demographic, and economic factors, the entire County is officially underserved, and

66% unserved, according to our speed test data. For these reasons, the County looks forward to the ideas available from candidate ISPs who are intrigued by the challenge our County presents.

Located in South Central Idaho, Camas County has a predominantly agricultural economy, with a strong recreational activity sector based on vigorous use of both public and private lands. This wealth of recreational activity brings in many visitors and stimulates the development of Air B&B rental homes and a growing number of second and vacation homes for regular visitors.

The County also hosts service industries and several notable industrial businesses whose customer base is mostly out-of-County businesses that need the expert services and products offered by County residents.

The County also hosts a sizeable population of residents who happily live in our rural location but commute to work in other neighboring counties with a wider and deeper job market.

Camas County population is 1,077, including the town seat of Fairfield with a population of 576. The County is rich in history and recreation, with a low cost of living, Camas County is also a great place to live and raise a family. The support for such a project from the community is extremely high.

Quality education at all levels is a top priority in the County. The people of Camas County School District 121 pride themselves in preparing students who are job ready. From a comprehensive public school system leading to higher education and ongoing professional training, Camas County is committed to providing quality education for our residents and businesses.

The County hosts a variety of housing options. The following graph provides a snapshot of the housing data in the County.

Housing Data

Housing units	691
Homeownership rate	67.5%
Median value of owner-occupied housing units 2009-2013	\$173,200
Persons per household	3.12

These factors contribute to Camas County's RFI for an Internet solution that will serve residents, businesses, and governments throughout the County. Because large areas of the County are currently underserved or have no internet service, the County wishes to obtain high-quality internet access at the CPF/BEAD benchmark speeds of 100 megabits per second (Mbps) for downloads and 20 Mbps for uploads for its citizens and to encourage economic development.

The County is relying on the private sector in this effort and is seeking last-mile Internet service providers to serve the underserved or unserved rural areas of the County. A county-wide solution is optimal; however, certain areas could potentially be chosen as a pilot for providers that do not have an existing footprint in the County. Incumbent providers are strongly encouraged to provide

information as to proposed or future deployment in the identified unserved and underserved areas of the County.

The County recognizes the challenges of serving this geographic area and is willing to partner with a provider in application to the state of Idaho for all funding available. To that end, the respondent should consider participation in the upcoming CPF and BEAD filings from the state as a partner to The County.

The County believes that increased deployment of affordable broadband services is key to fostering innovation, creating jobs, opening possibilities for ways of participating in the broader labor force, strengthening educational resources, and stimulating economic growth. Respondents to this RFI should provide options or recommendations to provide service to unserved or underserved areas.

4. REQUESTED INFORMATION

4.1. Cover Sheet (Attachment A)

- 4.1.1. Provide the full legal name of the Provider and the type of entity.
- 4.1.2. The cover sheet must be signed by an owner, corporate officer, or agent authorized by the Provider.
- 4.1.3. The names of all principals of the Provider must be disclosed on the cover sheet; specifically, all persons who have an equity interest in the Provider organization and/or hold a senior leadership position in the Provider organization.

4.2. Previous Experience

- 4.2.1. Identify previous experience in providing Internet services and broadband content in other markets.
- 4.2.2. Identify customer segments served.
- 4.2.3. Provide services and content offered, including pricing and contract terms.
- 4.2.4. Provide customer service capabilities and technical support practices, including service standards
- 4.2.5. Identify three references (names and contact information) who are familiar with your previous experience as a service provider.

4.3. Preliminary proposal for Internet service and broadband content you would offer in the Camas County market

- 4.3.1. Provide a detailed preliminary description of Internet service and broadband content you would propose to offer in the Camas County market
- 4.3.2. What customer segments would you serve?
- 4.3.3. What services and content would you offer to various customer segments, including pricing and contract terms?
- 4.3.4. What Customer Service and Technical Support would you offer?
 - 4.3.4.1. How and where would you staff this?
 - 4.3.4.2. What service standards would you provide?

4.4. Other information, advice, or counsel you would offer to Camas County with respect to this project

5. AREAS OF COOPERATION

To the extent not covered in previous responses, this section highlights ways that the County could cooperate with respondents to improve the business case for proposed solutions. We encourage respondents to be creative and suggest other types of partnerships or business opportunities of interest.

Specifically, this section could include:

1. **Resources and facilities:** Explanation of need for access to community assets and resources. Respondents should also address the relative importance and impact of variations in terms of more flexibility with respect to accessing the following types of community assets, facilities, and policies:
 - a. Pole Attachments
 - b. Utility conduits
 - c. Dark fiber
 - d. Backhaul or ISP partnerships involving local, statewide or regional fiber assets
 - e. Public rights of way
 - f. Undergrounding policies
 - g. Other community assets, facilities (including radio towers) or policies not specifically mentioned above.
2. **Regulatory environment:** Description of any rules or regulations at the federal, state, or local level that could impact the feasibility or underlying economics associated with the proposed solutions. Responses should also include an explanation of any forms of proposed regulatory relief, including streamlined permitting, which could improve the economic case for the business models or network solutions proposed or for other network solutions that respondents considered but dismissed due to existing regulations and their effect on economic viability of such proposal.
3. **Contracting issues:** Explanation of any material considerations or expectations that respondents have with respect to any of the following issues likely to be negotiated during any future Requests for Proposals:
 - a. Intellectual property
 - b. Insurance
 - c. Indemnities
 - d. Warranties
 - e. Dispute resolution
 - f. problems with current providers if any.
 - g. Other contracting issues not specifically listed above.
4. **Other partnership or revenue opportunities:** Discussion of any other types of partnerships or working relationships between respondents and supporters which could improve the business case for respondents to partner with one or more supporters. For

example, a company may work with universities and the surrounding communities to develop partnerships that allow the company to deliver voice, video, and data services, and/or to pilot cutting-edge new products, recruit new employees, or enter branding and marketing agreements.

6. TERMS, CONDITIONS AND DISCLAIMERS FOR RFI

Responses to this RFI become the exclusive property of the County. All documents submitted in response to this RFI may be regarded as public records and may be subject to disclosure. This RFI is issued solely for information and planning purposes and does not constitute a solicitation. No material submitted in response to this RFI will be returned. Respondents are solely responsible for all expenses associated with responding to this RFI.

a. Confidentiality

All submissions are subject to Idaho Public Records Law. To the extent that respondents desire to submit proprietary information to the County, the County represents that it will use all reasonable efforts to claim available exemptions under the ID Public Records Act and will notify the affected respondent if a request is received in connection with that proprietary information. The respondent will be given an opportunity to seek court action to prevent release of information. All materials that the respondent believes are proprietary MUST be labeled "CONFIDENTIAL." The County cannot guarantee that its efforts to claim available exemptions will be successful and the County may be required to disclose the respondent's information, even that which is labeled proprietary, privileged and/or confidential.

b. Incurred Costs

The County will not be liable in any way for any costs incurred by respondents in replying to this RFI, including, but not limited to, costs associated with preparing the response or participating in any site visits, demonstrations, conferences, or oral presentations.

ATTACHMENT A: COVER SHEET

Name of Person, Business or Organization:	
Type of Entity: (e.g. Sole-Proprietorship, Partnership, Corp., Non-Profit, Public Agency)	
Federal Tax ID Number:	
Contact Person – Name	
Contact Person – Address	
Contact Person – Phone Number (s)	
Contact Person – e-mail address	

By signing this *Cover Sheet* I hereby attest: that I have read and understood all the terms listed in the RFI and I have read and understood all terms listed in this request.

Signature of Authorized Representative
Representative

Printed Name of Authorized

Date

Printed Title of Authorized Representative

ATTACHMENT B: Specifications**County Recommendations**

If one wants an example of a broadband desert, Camas County is the poster child. From a grant perspective, the county is fully classified as rural, which is worth points in most grant applications, but the county does not have high point scores for any of the three economic disadvantage measures and no tribal content. As a result, while the need for the county is high, the probability of receiving an appropriate grant is low. Compounding this issue is that only 3 households in the county are considered to not have services available at 25/3 or better. In the speed testing we observed that 80% had performance under 25/3 and 100% had performance under 100/20. RDOF activities in the county will cover a grand total of 3 households indicating outstanding support from the RDOF program management. Available backhaul fiber does not appear to be local. A run from Bellevue to Fairfield would be 36.6 miles. The nearest alternative route would be from Mountain Home, which would require 66.8 miles of fiber. Backhaul or middle mile funding will be required to implement any projects and would probably cost on the order of \$3.5 million. Grant applications for middle mile should be a priority first step. If the community wants to pursue a fiber implementation, there are two choices.

1) A hybrid model which focuses only on fiber in Fairfield. This would come in at around \$3 million and would provide fiber to just under 200 households. Overlaying a fixed wireless network would bring coverage to about 83% of the households in the county. This type of project would be in the range of a USDA community connect grant but would require additional capture of no service locations.

2) Full fiber to the home. This would come in at just under \$20 million and would cover 88 % of the households. Some households are separated by more than 2 miles from the nearest household which could cost on the order of \$200,000 to connect each such household. At a projected cost of \$45,000 per household, this is unlikely to be funded in any pending grant program. An alternative would be to consider a fixed wireless network which could be obtained for about \$1.5 million. While this may not be the ideal technology solution, it would cover about 85% of the households in the county and could potentially be financed with or without a grant.

Camas County

Households	691
Population	1,077
Test locations	114
Total Tests	250
Percent participation	16.50%
Participation goal (10%)	69

Download

No Service	1	0.9%
0-3 Mbps	15	13.2%
3-25 Mbps	69	60.5%
25-100 Mbps	28	24.6%
100+ Mbps	1	0.9%

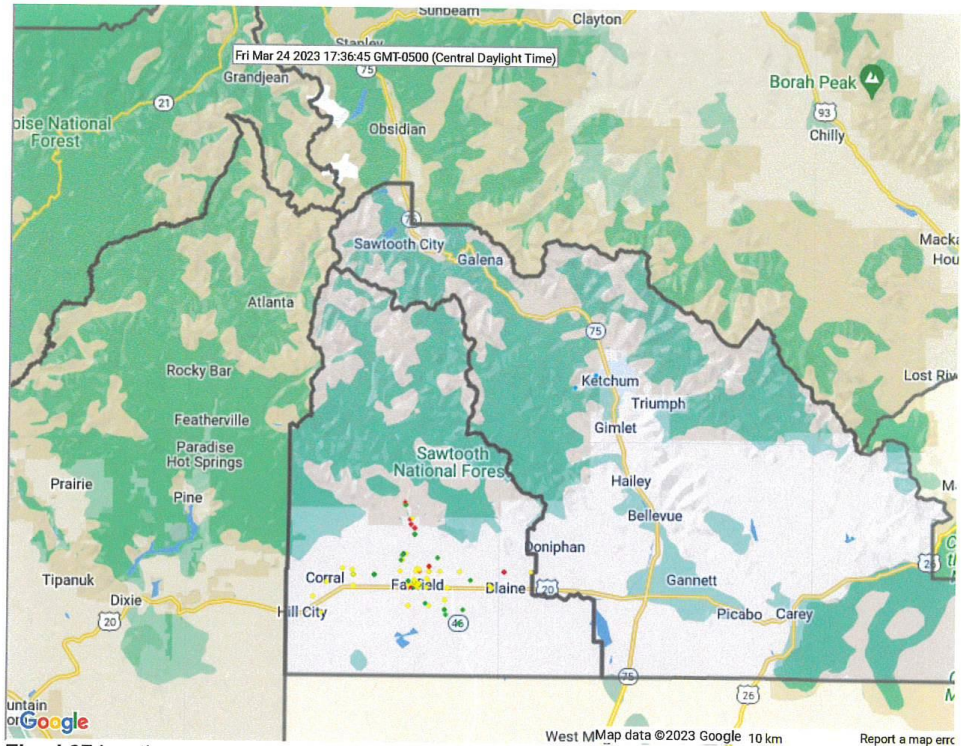
Upload

No Service	1	0.9%
<3 Mbps	74	64.9%
3-25 Mbps	33	28.9%
25-100 Mbps	6	5.3%
> 100 Mbps	0	0.0%

	Min	Max	Med Mbps
Download	0.19	113.39	22.34
Upload	0.09	58.05	1.92

No service reasons: may total > 100%
Too Expensive 100.00%

Prominent ISPs	6 of 18
Ziply Fiber	31 27.19%
Anthem Broadband	29 25.44%
Level 3	17 14.91%
SpaceX Starlink	6 5.26%
Verizon Business	6 5.26%
Wholesale networks LLC	5 4.39%



Fixed 97 locations

Download		Upload	
No Service	1 1.0%	No Service	1 1.0%
0-3 Mbps	14 14.4%	<3 Mbps	68 70.1%
3-25 Mbps	63 64.9%	3-25 Mbps	25 25.8%
25-100 Mbps	18 18.6%	25-100 Mbps	3 3.1%
100+ Mbps	1 1.0%	> 100 Mbps	0 0.0%

Cellular 17 locations

Download		Upload	
0-3 Mbps	1 5.9%	<3 Mbps	6 35.3%
3-25 Mbps	6 35.3%	3-25 Mbps	8 47.1%
25-100 Mbps	10 58.8%	25-100 Mbps	3 17.6%
100+ Mbps	0 0.0%	> 100 Mbps	0 0.0%

CAF Areas

RDOF Areas

52.43% < 25/3
94.01% < 100/20Copyright © 2023 by Breaking Point Solutions, LLC
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