

COUNTY OF LAKE
REQUEST FOR PROPOSAL (RFP)
FOR
Public Services Department,

Issued:

OPENING DATE AND TIME: JANUARY 25, 2013

PROPOSAL TITLE: "HOWARD PEAK BROADBAND DEVELOPMENT"

You are invited to submit proposals in accordance with the requirements of this solicitation which are contained herein.

COUNTY OF LAKE
Public Services Department
333 2nd Street.
Lakeport, CA 95453
707-262-1618

County of Lake
RFP – Howard Peak Broadband Development

1. Purpose

The County of Lake owns 1,520 acres of property on Mount Konocti which is operated as Mount Konocti County Park. The Park includes a site known as Howard Peak (longitude 38.973698, latitude -122.771034 (Decimal Degrees /NAD84)) which is at an elevation of 4,286 feet and includes a 40 foot transmission tower that is currently under a non-exclusive lease by a broadband provider until March 14, 2018. Due to the aging infrastructure, the County would prefer to enter into a new long-term lease agreement that provides for replacement and upgrade of the communications equipment rather than exercising the option to extend the current agreement. Therefore, the County is seeking proposals from internet providers who, upon expiration of the existing lease term, would be interested in partnering with the County for a long-term joint-occupancy of the Howard Peak site. The County envisions that such occupancy could take one of two approaches, listed below in order of preference:

- A. The respondent has a ground lease from the County and then develops the site with all required infrastructure, while providing the County specific access and use of the site as further defined in Section 4.
- B. The County develops the site with the required infrastructure in which instance the respondent would become the tenant of the County for access and use of the site as required.

The County has a preference for 'Option A' above, however will consider either option. It is the intent of this RFP to assist the County in determining which approach is in the best interest of the public. The County is willing to entertain any other ideas and respondents are encouraged to provide multiple alternative proposals.

2. Background

Mount Konocti is a dormant volcano that was purchased by the County in 2008 and 2009. The mountain has five main peaks, Wright, Howard, South, Buckingham, and Clark. Howard Peak is one of three County-owned or leased peaks on Mount Konocti that have communications facilities. The Howard Peak site consists of a tower, a single solar panel and a small cabinet. None of these improvements are of sufficient technical or structural condition to accommodate long-term utilization of the site and will need to be replaced upon expiration of the current lease if not sooner.

Of these three sites, Buckingham Peak, elevation 3,952 feet, is the most developed and expansive communication site. It is owned and managed by the County for a variety of radio, internet and broadband providers including but not limited to: T-Mobile, AT&T, Verizon, and Digital Path. Wright Peak, with an elevation of 4,299 feet, is currently leased by the County from the State of California for public access by park users. Wright Peak was formerly utilized as a fire lookout site by CalFire and still includes a lookout tower and other infrastructure, including a transmission tower that is still used by CalFire. The County's current lease agreement, for five years, has no provision for use of the transmission tower. Therefore, the County's current lease does not lend itself to consideration of adding any providers to the Wright Peak tower for purposes of this proposal. A map of the line-of-sight coverage for each peak is included in this Request for Proposal.

3. General Process

3.1 PRE-PROPOSAL CONFERENCE

There will be a Pre-Proposal Conference that will convene on January 4, 2013 at 1:00 p.m. at the Public Services Department. 333 2nd Street, Lakeport, CA 95453. The conference will then proceed to the communications site at Howard Peak. The date of this Pre-Proposal Conference is subject to change depending on forecast weather conditions.

3.2 AWARD

The intended outcome of this RFP is to negotiate an Agreement with the respondent submitting the proposal determined to be most advantageous and in the County's best interest. The County may decide to award an Agreement without negotiation; therefore, respondents are strongly encouraged to submit their **best** proposal initially.

3.3 QUESTIONS

Questions, comments, and requests for clarification related to definition or interpretation of this RFP must be requested in writing (email preferred). Questions and requests for clarification must be received in sufficient time to allow responses to be issued in a timely manner. Therefore, questions on this RFP must be received by 3 PM at least ten (10) days prior to proposal opening. Questions received before the Pre-Proposal Conference may be answered during the conference. The Department may accept oral questions during the Pre-Proposal Conference and will make reasonable attempts to provide answers prior to the conclusion of the conference. However, oral answers given to oral questions shall not be binding.

Answers to questions received that would change and/or clarify this solicitation will be provided in writing to all candidates to whom this Request for Proposal was issued. The Department reserves the right to decline to respond to any questions if, in the assessment of the Department, the information cannot be obtained and shared with all potential proposers in a timely manner.

Written questions should be submitted at least ten (10) days prior to proposal opening, to:

Caroline Chavez, Public Services Director
County of Lake
Caroline.C havez@lakecountyca.gov

3.4 SCHEDULE

The following schedule is anticipated, though all dates are subject to change:

December 20, , 2012	Request for Proposal issued
January 4, 2012	Pre-Proposal Conference
January 25, 2013	Due date for proposal (by 4 p.m.)
February 2013	Evaluation of proposals including request of formal written clarifications and/or meetings.
March 2013	Negotiation of Agreement.

4. Project Scope

The County is seeking proposals from internet providers who would be interested in partnering with the County for a long-term, joint-occupancy of the Howard Peak site. The County envisions that such occupancy could take one of two approaches, listed below in order of preference:

- A. The respondent has a ground lease from the County and then develops the site with all required infrastructure, while providing the County specific access and use of the site as further defined in Section 4.
- B. The County develops the site with the required infrastructure in which instance the respondent would become the tenant of the County for access and use of the site as required.

In either instance, the proposal will need to provide space for County equipment as detailed below.

As indicated above, the County is willing to entertain other approaches besides just these two. Consequently respondents are welcome to offer multiple alternative proposals. In any event, responses to the RFP should clearly indicate the approach being proposed.

At a minimum, proposals should take into account and address the following issues:

Term:

As previously indicated the County is interested in a long-term joint occupancy agreement. Regardless of which option is identified, the term of the lease will be impacted by the improvements required and the amortization of those costs. The respondent shall be specific about the proposed lease term and whether additional option terms are preferred. The County will give preference to proposals with a 10-year or greater initial lease term.

Power:

The site has no dedicated power supply and no feasible source of providing power except localized solar or wind generation systems. Because of fire danger and lack of access by fuel trucks, fuel-powered generators will not be considered as an option. The solar panels currently in place are property of the current Lessee. Proposal should identify the specifications (i.e. dimensions, power capacity, etc) of proposed solar panels or wind powered generators.

Access and Security:

Access to the site is via a dirt road off of Konocti Road (which also serves as the trail access to Wright Peak). The Howard Peak access road is progressively steep and narrow, so access for construction vehicles would be limited to 4WD pickups, but would preclude direct access by larger vehicles such as cement trucks and fuel trucks. Proposals should take into account the likelihood of incurring annual costs for road maintenance, although if the parties mutual agree that such maintenance is not needed in a particular

year, then the work could be postponed. Typical road maintenance requires grading and laying down new rock. The cost of grading the road is estimated at \$2,000 and the cost of rock is estimated at \$5,000. As this property primarily functions as a County Park, limiting the necessity for vehicular access is important.

Mount Konocti is a County Park with public pedestrian access during daylight hours, and Howard Peak is a prime spot for a very scenic view for hikers. It is essential that any proposal provide for public access around the tower site to those viewing points on the peak. Protective measures will be needed to restrict the public's access to equipment or improvements on the tower site while limiting potential public liability to the extent reasonably possible. Protective measures will also need to be applied to the small geothermal vent that is nearby. The size of the enclosure should be kept at the lowest feasible square footage to provide maximum public access around the site. Respondents should specify what types of protective measures are being proposed and provide applicable technical specifications. The site footprint can be further negotiated with the selected proposer dependent on the equipment needed and ability to provide maximum public access.

Tower and site improvements:

The Howard Peak tower will need replacement with the expanded capability to accommodate the minimum County requirements that are described below. While a tower with non-climbing features would be required to prevent public access, as indicated above, the proposal should include protective measures such as fencing or other enclosure to protect the entire tower site. The proposal should specify the footprint of these collective improvements as well as the technical specifications of each component of the site, e.g. tower, cabinet/vault, fencing, etc. The proposal should be specific about ownership and/or removal of any site improvements upon expiration of the lease term. As an example, if the respondent submits a proposal as defined in Option A, the site improvements could either be transferred to the County, or removed by the respondent, prior to expiration of the lease.

Site Management:

The proposal will require the approval of the County's contract communications site manager to ensure that the improvements and equipment meet generally accepted design, engineering, construction and technical standards and that any transmissions do not interfere with other transmitters on Mount Konocti. The proposal will also be subject to requirements of the County's Community Development Department, including compliance with the California Environmental Quality Act and any other federal, state and local regulations. Respondents are responsible for verifying such requirements. The selected respondent will be responsible to pay a fee to the County's site manager for his review of the proposed site specifications. That fee is not expected to exceed \$1,000.

Proposer as Developer:

If the respondent intends to develop the site, it will necessitate a ground-lease with the County and the response to this RFP should propose terms for such a ground-lease. The construction and maintenance of any improvements such as protective measures, tower, vault, and power thereto would be the responsibility of the developer. The County

recognizes that the cost of such improvements will require a term that will sufficiently amortize the cost of construction. Proposal should reflect specifications of such improvements. The proposal should reflect developer's proposal for ownership of such improvements as well as its proposal for any tenancy that it may desire to be provided to others. Notwithstanding any tenancy that may be provided to others, the proposal should speak to terms and conditions that will underlie the County's tenancy and make provision for the County's use of such improvements, which at a minimum will require the following:

- 1.) Sufficient tower space to host a variety of equipment including:
 - a. Space for 10 sector or parabolic antennas of varying makes and sizes.
 - b. Power for approximately 10 wireless radios, UPS backup, and 24 port Cisco switch
 - c. Vault space for a 12U lockable wall mount cabinet OR floor space for a lockable rack
- 2.) Vault site will need to be conditioned at a maximum of 75 degrees F, protected from the elements.
- 3.) 24-7 access to the site for maintenance and troubleshooting
- 4.) Exclusive reservation of at least 20mhz of spectrum in 5.8Ghz UNII band at this site.
- 5.) Exclusive reservation of 4.9Ghz Public Safety band for county use at this site.

Proposer as Tenant:

If the respondent prefers that the County develop the site, the proposal should reflect protective measures, tower, vault and power specifications that are sufficient to not only meet respondent's needs but also the County's needs (which are reflected in items 1-5 just above). Respondents should also propose terms and conditions for any underlying lease.

Timing:

All construction requiring ground disturbance will need to be completed during the County grading season, between April 15, 2013 and October 15, 2013, in order to accommodate the restrictions imposed by the County's Grading Ordinance.

Other Options:

If a respondent is not selected for site development and/or lease, the respondent can provide their space and antenna needs for consideration at either Howard Peak as a sub-lessee or at Buckingham Peak. That information will be considered and will require expanded information and review after the Howard Peak site proposal has been reviewed and awarded.

5. Form of Proposal

5.1 Submission:

The proposal submission shall include four (4) copies to the following address:

5.2 Format

- a. **Project Understanding and Approach:** Discuss your understanding of what the County is attempting to accomplish through this RFP then provide a detailed proposal(s) that at the very least, addresses the issues identified in the

above Project Scope. Discuss any key features of your proposal that you believe contribute to the public interest.

- b. Work Plan:** Present a well-conceived plan that outlines how you intend to implement your approach, including objectives, scope of work to be performed, delineation of responsibilities, timetable and methodologies to be used.
- c. Terms and Conditions:** Provide a detailed breakdown of projected development costs and maintenance costs, identify which parties will be responsible for such costs and propose a terms and conditions for any resulting Agreement.
- d. Qualifications and Experience:** Provide a profile of specialized experience and technical competence as applicable to services required. Resumes should be furnished for the proposed team members, team leader and alternates designated. Include past record of performance, including control of costs, quality of work, and completion in a timely manner. Identify licenses and/or certifications. Include name, title, and phone number of client(s) to be contacted for references. Include a list of websites developed that features the work that was done.
- e. References:** Provide a minimum of three references. Each reference to include company name, address, telephone number, contact, date of work, and approx. dollar value of the services rendered.

6. Standard Terms and Conditions

- 6.1** In order for your proposal to be considered, it must be received at the Public Services Department not later than the date and time listed hereinabove. Proposals received after the time specified will be returned to the respondent unopened. Due to the possibility of negotiation with all respondents, the identity of any respondent or the contents of any proposal shall not be public information until after the contract award is made; therefore, the public is not invited to the proposal opening.
- 6.2** All proposals become the property of the County.
- 6.3** This solicitation does not commit the County of Lake to award a contract, to pay any costs incurred in the preparation of a proposal, or to procure or contract for the articles of goods or services.
- 6.4** The County reserves the right to cancel this RFP at any time, accept or reject all or any part of any proposal, waive informalities, negotiate with all qualified respondents, and award the contract as best serves the interests of the County.
- 6.5** The contents of the proposal submitted by the successful respondent and the RFP will become part of any contract awarded as a result of the Scope of Services

contained herein. The successful candidate will be required to sign a contract with the County.

- 6.6 The County of Lake reserves the right to amend, alter, request additional data, or change the rules and conditions contained in this RFP prior to the deadline for submission. If it becomes necessary to do so, an addenda or supplements to the RFP will be issued and shall become a part of the RFP. The County is not responsible for any other explanation or interpretation. It is the responsibility of the respondent to ensure that he/she has received all addendums and/or supplements prior to submitting a proposal.
- 6.7 It is the County's intent that this Request for Proposal (RFP) permit competition. It shall be the respondent's responsibility to advise the County in writing if any language, requirement, specification, etc., or any combination thereof, inadvertently restricts or limits the requirements stated in this RFP to a single source. Such notification must be received by the County not later than ten (10) days prior to the date set for acceptance of proposals.
- 6.8 To the fullest extent allowed by law, RFP's will not be public record until discussion and negotiations with Respondent have been completed, as such premature disclosure would jeopardized the County's and the Respondents negotiating interests. If any proposal contains trade secrets or other information that is confidential or proprietary by law, Respondent shall label all such pages with a stamped annotation such as: "**CONFIDENTIAL-PROPRIETARYTRADE SECRETS, DO NOT DISCLOSE**", and further, provide written notification to the County of its request to keep said information confidential. A Respondent's request for confidentiality must be made in writing and enclosed in the envelope containing the proposal. The proprietary or confidential data must be readily separable from the proposal in order to facilitate eventual public inspection of the non-confidential portion of the proposal.

7. Attachments

- A. Surrounding peaks
- B. 30' AGL from Howards Peak

Howard Peak
38.973533, -122.77086

9° Goat Mountain 20 miles 6112 ft
 14° Goat Rock 19 miles 5486 ft
 19° Pine Mountain 13 miles 4242 ft
 26° Evans Peak 12 miles 3862 ft
 29° Pacific Point 19 miles 3747 ft
 50° Bald Eagle Mountain 106 miles 7149 ft
 62° Mount Fillmore 115 miles 7690 ft
 77° Wright Peak 0 miles 4295 ft
 90° Tells Peak 136 miles 8855 ft
 124° Berryessa Peak 38 miles 3041 ft
 143° Atlas Peak 45 miles 2671 ft
 148° Mount Diablo 88 miles 3793 ft
 156° Boggs Mountain 12 miles 3737 ft
 160° Mount Saint Helena 22 miles 4327 ft
 172° Cobb Mountain 12 miles 4724 ft
 196° Geysers Peak 15 miles 3455 ft
 203° McCray Mountain 31 miles 1919 ft
 218° Mohrhardt Ridge 34 miles 2329 ft
 228° Big Mountain 27 miles 2648 ft
 233° Crane Peak 27 miles 2388 ft
 241° Mount Tom 29 miles 2480 ft
 245° Black Mountain 30 miles 2562 ft
 254° Snook Mountain 31 miles 2438 ft
 261° Ward Mountain 22 miles 2986 ft
 264° Snow Mountain 23 miles 3117 ft
 266° Sanel Mountain 24 miles 3261 ft
 268° Buck Peak 37 miles 2657 ft
 275° Cold Spring Mountain 41 miles 2674 ft
 284° Casabonne Peak 29 miles 3051 ft
 291° Pine Ridge 31 miles 3333 ft
 303° Cow Mountain Ridge 20 miles 3570 ft
 316° Strong Mountain 57 miles 3209 ft
 317° Brush Mountain 57 miles 3097 ft
 330° Brushy Mountain 50 miles 4856 ft
 331° High Peak 34 miles 3622 ft
 335° Sanhedrin Mountain 41 miles 6175 ft
 336° Little Signal 39 miles 5620 ft
 347° Hull Mountain 39 miles 6831 ft
 354° Black Butte 52 miles 7388 ft

