



City of Lathrop, CA

**Request for Proposals
(RFP)**

for

**Fiber Optic Network Public-Private
Partnership**

SUBMITTAL DEADLINE: Tuesday, September 5, 2023 at 2:00 p.m.

Written proposals shall be clearly identified as: "Response to Request for Proposals for Fiber Optic Network Public-Private Partnership, September 5, 2023, 2:00 p.m." in the bottom left hand corner of the envelope.

One copy of the proposal in a "sealed" envelope shall be delivered no later than 2:00 p.m. on Tuesday, September 5, 2023. **POSTMARKS NOT ACCEPTED.** At that time, all proposals will be publicly opened, examined and declared.

Proposals may be delivered by express mail, regular mail, or in person, at the Office of the City Clerk:

Teresa Vargas, MMC
Director of Government Services / City Clerk
City of Lathrop
390 Towne Centre Drive
Lathrop, CA 95330
(209) 941-7230

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CITY OF LATHROP
NOTICE OF REQUEST FOR PROPOSALS
FIBER OPTIC NETWORK PUBLIC-PRIVATE PARTNERSHIP
RFP NO. 2023-01-ISD

The City of Lathrop is seeking one or more qualified private parties to enter into a public-private partnership with the City to expand business and residential broadband access using a planned 147,128 feet upgrade of the City’s existing backbone fiber network, the state middle-mile network (MMBI) following a rail line adjacent to U.S. Interstate 5, and an additional 147,128 feet approximately of fiber backbone through a SB 156 Federal Funding Account (FFA) grant application that connects the maximum number of CPUC-identified “unserved” locations possible. The planned approximate 147,128 feet City-owned fiber optic network will be a mix of underground and aerial fiber routes that creates several redundant loops across the City and north into unincorporated areas. The planned network will allow the private partner to build additional laterals and service drops to business and residential subscribers across the City.

The partnership will increase the availability of affordable broadband Internet access and market competition throughout the City. The private internet service provider will operate, manage, and sell retail internet services over the publicly owned fiber optic backbone network in exchange for lease payments, revenue share, match contributions for grant applications, and/or new City network construction (or a combination thereof). The City intends to work with the private partner in developing comprehensive and competitive federal and state grant applications.

Proposals may be delivered by express mail, regular mail, or in person, at the Office of the City Clerk.

RFP NUMBER:	2023-01-ISD
PROSPECTIVE RESPONDENT DEADLINE FOR QUESTIONS:	Tuesday, August 29, 2023 at 6:00 p.m.
RFP DUE DATE:	Tuesday, September 5, 2023 at 2:00 p.m.
PUBLIC OPENING DATE:	Tuesday, September 5, 2023 at 2:00 p.m.
SUBMITTAL LOCATION:	Lathrop City Hall – Attn: City Clerk for ISD 390 Towne Centre Drive, Lathrop, CA 95330
DIRECT WRITTEN QUESTIONS TO:	Tony Fernandes, Information Systems Director - CIO, Information Systems tfernandes@ci.lathrop.ca.us
PUBLISHING INFORMATION/ NEWSPAPER OF RECORD:	Manteca Bulletin
PUBLISHING DATES:	August 19, 2023 and August 25, 2023

I. BACKGROUND

The City of Lathrop is located in San Joaquin County, California, with a population of 35,080, as of January 1, 2023, according to the Population and Housing Estimates for Cities by the State Department of Finance¹. Lathrop encompassing 23 square miles is located 70 miles east of San Francisco and 55 miles south of Sacramento at the northern end of the San Joaquin Valley. The San Joaquin River and Interstate 5 bisect the City to the west, and the Union Pacific Railway to the east. Offering immediate access to Interstate 5, Interstate 205 and Highway 120. Incorporated in 1989, Lathrop continues to grow with residential, commercial and industrial development.

The City of Lathrop recognizes that access to high-speed internet is a necessity for its residents, businesses, healthcare providers, schools, and non-profit sector. The City has been focused on making broadband more affordable, reliable, and available to all areas to enhance broadband access, economic development, quality of life, and government innovation. Lathrop has just initiated a Broadband Strategic Plan to inventory the public and private broadband assets, assess the market and community need, develop a Conceptual Network Design, and complete design engineering of the network expansion and upgrades that will improve the city's connectivity and provision of public services as well as meet broadband needs for the unserved and underserved parts of the community.

City Backbone Fiber Network

The City of Lathrop is seeking a qualified network operator to provide competitive, reliable retail internet services to the community and businesses, with a particular focus on CPUC-identified unserved locations. The backbone loop design would connect critical City facilities while enabling last mile connections to residents and businesses.

The goal of completing the City's backbone fiber ring is to increase community access, enable investments in last mile by private providers, create a competitive broadband marketplace and facilitate digital equity and inclusion, economic development and improvements in quality of life. The design shown in , once completed, would include more than 147,128 feet of fiber cable in a redundant loop design, interconnected with the planned California Middle-Mile Broadband Initiative (MMBI) network.

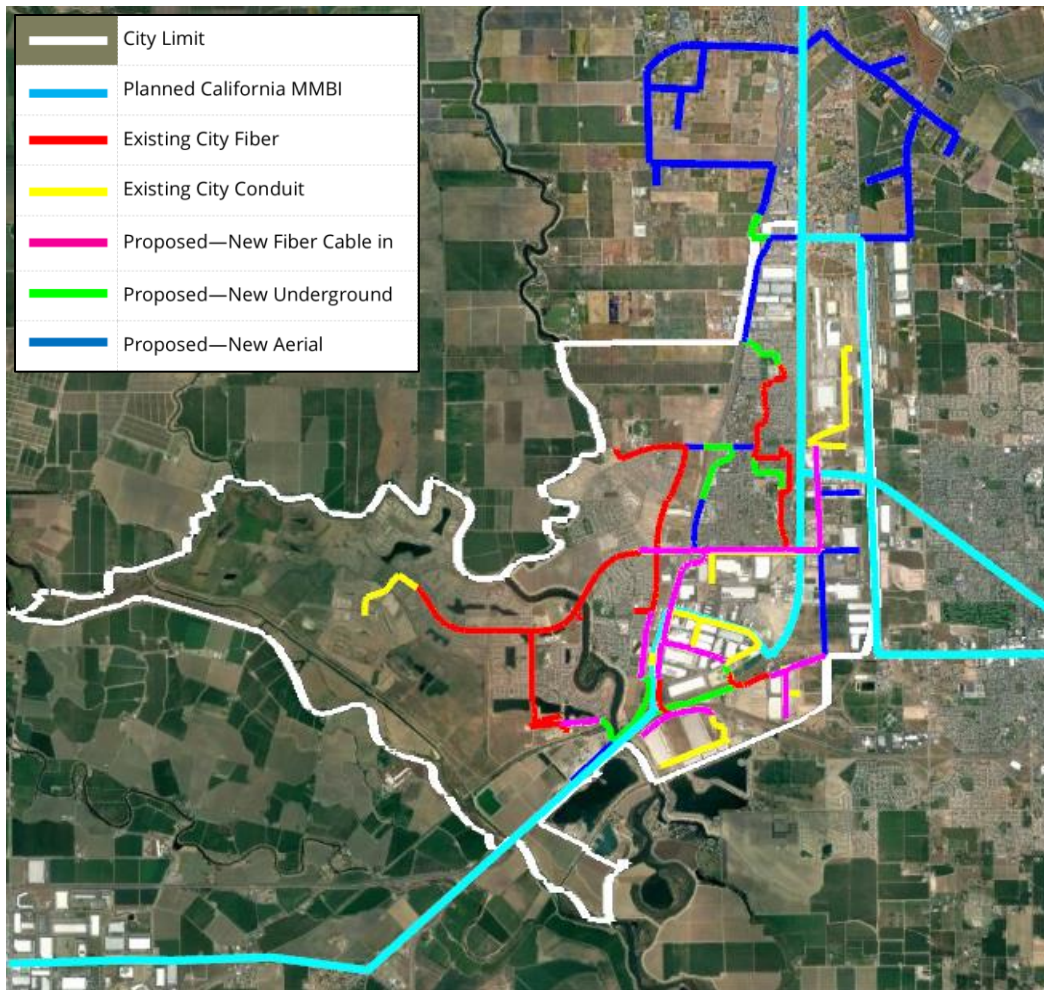


Figure 1 - Planned City Backbone Fiber Optic Ring

The design is still conceptual in nature; the City welcomes each proposer’s suggested phasing and routing adaptations to the conceptual network design based on additional private assets that could be leveraged through a public-private partnership.

Connecting Unserved Locations & Potential Grant Funding

The City’s intent is to construct all or part of this network expansion through state and federal grants, particularly Senate Bill 156 Last Mile Federal Funding Account grants and the California Advanced Services Fund (CASF) Broadband Infrastructure Account grants. California State and California Public Utility Commission (CPUC) maps identify areas throughout the City that are prioritized for funding eligibility based on unserved status, disadvantaged or vulnerable community indicators, or low-income areas.

In addition to the Citywide backbone loop, the City is targeting grant funds to construct service drops to more than 250 locations that have been identified by the CPUC as “unserved” and thus eligible for FFA grant funding.

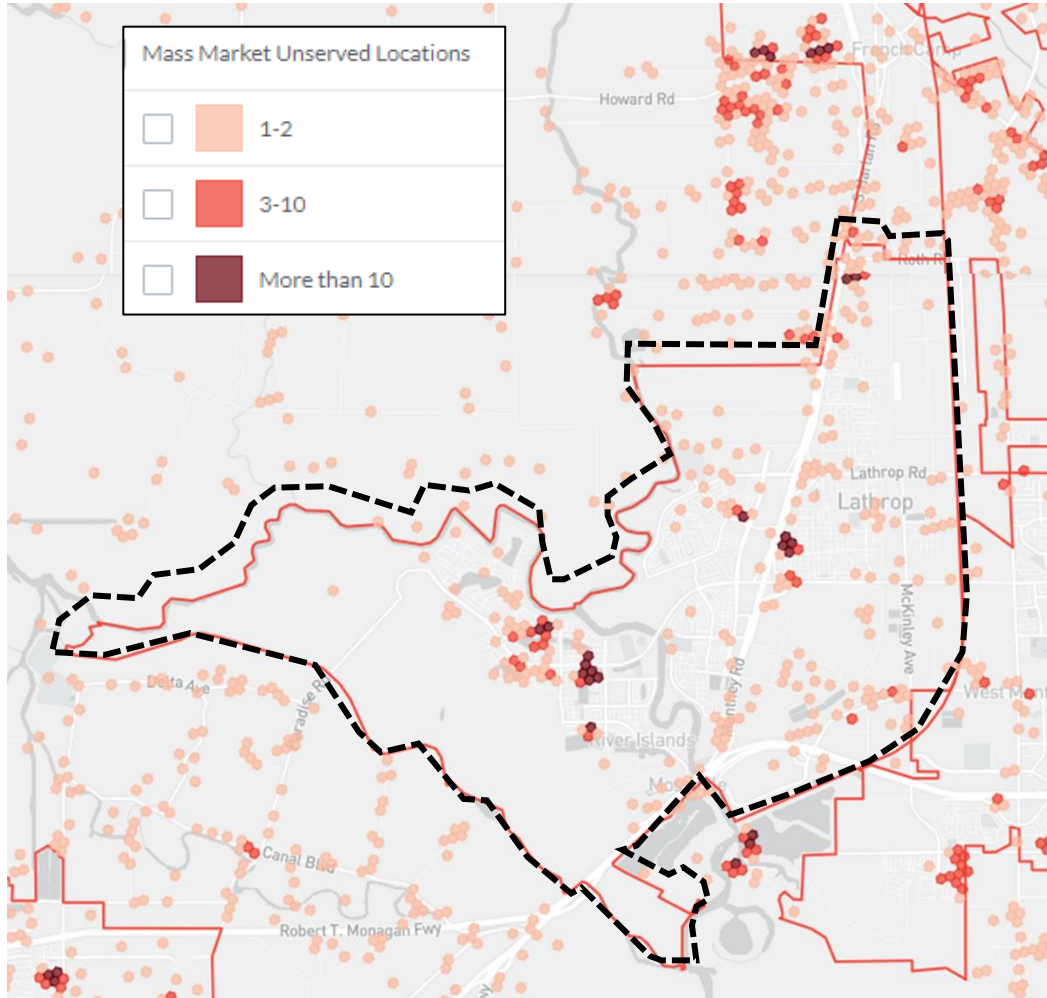


Figure 2 - CPUC-Identified "Unserved" Locations

Much of the eastern half of the City also qualifies under CPUC guidelines as low-income, and large swaths of the entire City also qualify under State of California Disadvantaged Communities (DAC) and Calenviroscreen 4.0 “75% Most disadvantaged.”

The Partnership

Through this RFP, the City hereby solicits one or more experienced operators that are prepared to partner with the City in the development, completion, and retail operations of the City’s fiber optic network. A qualified partner would be able to demonstrate experience and ability to perform the following roles:

- Network operations, maintenance, and management

- Network construction & permitting
- Marketing & retail sales of symmetrical gigabit fiber-to-the-premises services
- Financing and constructing service drops and laterals to subscribers
- Customer services, billing, and network operations center (NOC) support
- Technical field work, subscriber calls for service, and network repairs
- Cash contributions toward match funding as required by various state and federal grant applications
- In-kind contributions of private broadband assets and/or services that would expand or enhance the City's network

The City intends to pursue grant funding to assist with the cost of deploying this network infrastructure from both state and federal agencies, including the Economic Development Administration (EDA), Federal Communications Commission (FCC) programs where relevant, the National Telecommunications Information Administration (NTIA) implementation of the Broadband Equity, Access & Deployment (BEAD) program, California Advanced Services Fund (CASF) funding accounts, and California SB 156 Last Mile Federal Funding Account programs through the California Public Utilities Commission (CPUC) and Department of Technology (CDT). Assisting the City in developing comprehensive, feasible, and competitive grant applications, and willingness to contribute toward match funding requirements, is a critical role for the City's selected partner.

The City prefers a qualified partner(s) with the ability to permit, construct, and contribute to the project, either through capital or an in-kind contribution, and will evaluate proposals based on the criteria within this RFP that emphasizes the contribution from potential partnering organizations. Through a joint-build process, partnering organizations may also install their own conduit and/or fiber cable concurrently with City-owned plant, but such proposed privately-owned assets that duplicate new City infrastructure may not be considered as the in-kind contribution to this project, nor as part of the total project cost.

The City also emphasizes the importance of a partner that prioritizes un- and underserved, disadvantaged, vulnerable, or low-income areas to ensure grant eligibility and realize the public benefits of this network as soon as possible.

II. SCOPE OF WORK

The City of Lathrop is seeking a qualified partner(s) with the ability operate the City's existing and future fiber optic network. The selected respondent(s) should hold a Certificate of Public Convenience and Necessity (CPCN) or qualify as a facilities-based broadband service provider and commit to extending its own communications network off any newly installed fiber to provide retail high-speed broadband internet and data services to residents and businesses. The selected respondent(s) will

partner with the City to pursue federal and California state grant funding opportunities to fully finance the project, and comply with any requirements, conditions, or service offerings as required by any grant sponsors, including, but not limited to, any affordable connectivity programs or connecting under-served or disadvantaged areas. The City seeks respondents that can contribute private broadband assets to leverage and is willing to provide match funding for federal and state grants. The City is seeking a fair exchange for rights to use the City's current and future network, which may include Indefeasible Right to Use (IRUs) fees, dark fiber lease(s), revenue share, in-lieu payments through cash contributions toward match funding for grants, or a combination thereof.

Responses to this RFP shall be evaluated according to the Evaluation Criteria in Section V. At this stage, the City is still working through a final design, and is not requesting a formal bid for construction, but rather seeking qualified partners who can satisfactorily operate a retail fiber network once the scope and design are finalized.

In addition, the City seeks firms that also have the experience, qualifications, and ability to construct the network; requesting a potential construction cost estimate for the future network is a measure of the proposer's capabilities and qualifications. However, this is not a competitive bid request, and the City shall weigh responses based on all the criteria, not necessarily the lowest and most responsive bidder. Future construction shall be subject to a public competitive bidding process, at the sole discretion of the City, and at such point the City's selected operational partner may then submit its bid for construction.

The City requests proposals from respondents that are qualified and prepared to provide all of the following:

A. Grant Application Coordination

The City of Lathrop is preparing to submit a grant application for funding through California SB 156 Last Mile Federal Funding Account, as well as future CASF Broadband Infrastructure Account grants. Responders shall clearly state their intention to coordinate as the City's private partner on any grant applications, and comply with any requirements of grant sponsors, including any affordability programs. The City assumes primary responsibility for preparation and submittal of grant application materials, and, if successful, grant administration.

B. Matching Funds/In-Kind Contribution for Grants

Proposers shall state their proposed local match contribution for grant application(s) and to the total public project cost, either as a cash, in-kind contribution, or both. This may include the equivalent value of any proposed construction of service drops to connect unserved locations or disadvantaged areas (as identified on CPUC maps and databases). Any proposed match or in-kind contribution shall be separate and independent

of any anticipated direct costs to the proposer that may be incurred as a result of any joint build of privately-owned/operated assets installed concurrently with grant-funded construction.

If the proposer is recommending phasing and routing adaptations to the conceptual network design based on private assets that could be integrated with the City network, proposal shall state and describe the alternative routing and identify the potential construction cost savings (and thus, the equivalent value of the in-kind contribution to the project).

C. Project Permitting

Proposer shall assume responsibility for securing all project permitting. The City assumes the responsibility of securing all ROW access and other required permissions necessary for the project.

D. Design Engineering Coordination

- 1) The City shall fund, procure, and complete full design engineering and a bill of materials for the project based on the conceptual design and input from the selected respondent.
- 2) As the City's partner, the selected respondent shall coordinate and cooperate with the City during the design engineering stage to ensure the final design meets the contractually agreed expectations of both parties, can provide the services and utilization described herein and within any grant applications, and can be constructed within a reasonable budget.
- 3) The selected partner shall coordinate with the City to ensure any existing privately-owned assets that could be leveraged to reduce the build cost are incorporated into the design engineering process.

E. Project Construction

The City is seeking a partner that also has experience constructing fiber networks, and evaluating the qualifications of proposers that may participate in any future public competitive bidding process. Nothing in this RFP, or in the City's selection of a preferred partner, shall prohibit the proposer from submitting a bid for construction as part of the public competitive bidding process.

Conversely, any entity may submit a future bid for network construction as part of the public competitive bidding process, regardless of whether they submitted a proposal for this RFP.

1) Construction

- i. Proposers shall demonstrate their relevant licenses and qualifications and state their intention to assume responsibility

for construction of the project, according to the terms of the RFP and any future agreement(s).

- ii. Sub-contractors may be utilized, at the sole discretion of the City, and subject to the terms and conditions of the construction contract.
- iii. Prevailing wages apply to all project costs.
- iv. Any potential future construction shall be subject to a public competitive bidding process, at the sole discretion of the City, and at such point the City's selected partner may submit its bid for construction.

2) Project Management

- i. The City shall, at its sole discretion, procure a qualified, independent project manager for the project construction.

3) Conduit

- i. The City requires a minimum of two 2-inch diameter PVC underground conduits installed along the length of the proposed underground backbone fiber optic route that shall be publicly owned solely by the City of Lathrop.
- ii. The City requires mule tape or a pull rope installed in the second of the two City-owned conduits.
- iii. The selected proposer may install additional conduit(s) as part of the joint build, at its sole expense, that shall be owned by the respondent.

4) Fiber optic cable

- i. The City requires along the conceptual backbone loop a minimum of one (1), 288-strand, single-mode fiber optic cable installed in one of the two City-owned backbone conduits, or a minimum of one (1), or one (1), 288-strand single-mode fiber optic cable installed along utility poles through aerial installation.
- ii. Service drops to unserved locations require a 4-24 strand count cable installed in any underground conduit, or a 4-24 strand count cable installed along utility poles and dropped to service location via aerial installation.
- iii. The selected proposer may install its own fiber cable in any separate, privately-owned conduit as part of the joint build, at its sole expense, that shall be owned by the respondent.
- iv. No privately-owned cable shall be permitted within any City- or publicly owned conduit.

5) Vaults, hand holes, pull boxes, and other network infrastructure

- i. The City requires installation and sole ownership of all necessary vaults, pull boxes, hand holes, manholes, or other affiliated

network infrastructure required to deploy a functional fiber optic backbone network, and aligned with any future final design engineering prepared for this project.

- ii. Any privately-owned conduit installed as part of the joint build shall be interconnected through City-owned vaults, hand holes, pull boxes, etc., in order to facilitate possible future network interconnections and resiliency, but ownership of the auxiliary plant shall remain with the City.

6) Splicing

- i. The selected respondent shall conduct all necessary splicing and other work on newly installed City-owned fiber optic cables to deploy a functional middle-mile fiber network, and aligned with any future final design engineering prepared for this project.

F. Last Mile Distribution

The selected respondent(s) shall negotiate and commit to privately finance and construct additional fiber optic backbone infrastructure beyond those locations that may be funded by grant funds, including but not limited to, privately-owned conduit and fiber optic laterals and service drops in order to expand high speed broadband service offerings within the City of Lathrop, with a particular focus on affordability and access for un- and underserved, disadvantaged, vulnerable, or low-income areas.

G. Network Operations, Maintenance, Sales, and Service

- 1) The responder shall undertake the following operational and sales responsibilities:
 - i. Management & operations of the City's network
 - ii. Exclusive retail sales of lit services on behalf of City to residential and commercial customers, in compliance with affordability requirements from any applicable state and federal grant programs
 - iii. Maintenance and operation of City network, including reporting and oversight of maintenance activities
 - iv. Secure long-haul transport services with redundant circuits
 - v. Networks Operations Center (NOC) support
 - vi. Equipment, fiber asset, hub and colocation facility management
 - vii. Customer interface (sales, provisioning, billing, customer service, technical support, collections)
 - viii. Lateral/service drop financing, engineering, construction, and management
 - ix. Marketing campaign
 - x. Regulatory filings, taxes, fees, etc.

III. RESPONSE FORMAT

A. **Cover Letter / Letter of Interest (LOI)** on company letterhead that includes:

- 1) Short company intro, experience, qualifications
- 2) State intent to partner on FFA grant application
- 3) Identify, describe, and map the Project Area and identify the anticipated Total Project Cost & Grant request amount
- 4) Clearly state, identify, locate, and quantify the number and locations of CPUC unserved locations to be connected
- 5) State, quantify, and describe proposed match funding
- 6) State, quantify, and describe proposed in-kind contributions
 - i. Include any privately-funded last mile drops for un-served locations or any other privately-funded last mile drops
- 7) State proposed phases & timelines for construction
- 8) State pricing and speed tiers (DL & UL), including low-income programs
 - i. include price commitment term (5 or 10 years)
- 9) State the proposed agreement term

B. **Table of Contents:** Clearly identify each section in the order listed below.

C. **Background of the Proposed Partner(s):** Provide an overview of the respondent's organization, services, and capabilities.

- 1) Company's knowledge, years of experience, and operations within the broadband telecommunications industry and, if applicable, infrastructure development in the City of Lathrop.
- 2) Provide details\resumes on key expertise\key personnel.
- 3) List any licenses, registrations, or certifications as required by law to perform the scope of services in this RFP.
- 4) Provide an overview of company's assets, products and services, operations, total subscriber count, type of services, local presence in the City of Lathrop, and other markets served in California and other states.
- 5) List any similar arrangements you have entered with counties, municipalities, electric utilities, or other public-private partnerships.
- 6) Please include any installation, sub-contractors, partners, or service contractors in the region that may be utilized again for this project.

D. **Financial Health:** Please include a statement of your firm’s financial health. Please state if you have any recent dispute or legal action that might impact your ability to perform.

E. **Description of your Proposal and Partnership Arrangement:**

- 1) State and describe the proposed match funding and/or in-kind contributions, including the equivalent cash value of any in-kind, to be contributed by private sources to the public cost for the network expansion project.
 - i. Exclude any direct or indirect costs incurred by the respondent that may result from the joint build to concurrently install privately-owned infrastructure that duplicates existing or new City infrastructure.
 - ii. If the proposer is recommending phasing and routing adaptations to the conceptual network design based on private assets that could be integrated with the City network, proposal shall state and describe the alternative routing and identify the potential construction cost savings (and thus, the equivalent value of the in-kind contribution to the project).
- 2) Price & Terms of payment proposed in exchange for rights to sell retail services over the City’s network (IRU fees, lease payments, revenue share, and/or in-lieu or in-kind contributions), including any exclusivity terms and length of proposed agreement.
- 3) Technical specifications for any proposed last mile distribution build of privately owned fiber infrastructure, including but not limited to:
 - i. Map/description of any privately funded last-mile or middle-mile fiber routes in addition to the proposed City-owned network.
 1. Identify proposed aerial vs. underground build.
 2. Identify which of these areas qualify under state and federal grant eligibility due to un- and underserved, disadvantaged, vulnerability, or low-income status.
 - ii. Type & size of conduit to be used for private build.
 - iii. Type and strand count for any fiber cable to be installed as part of private build.
 - iv. Estimated cost of privately funded construction.
 - v. Proposed technical specifications and plan for interconnecting private build within auxiliary public network infrastructure (vaults, hand holes, pull boxes, etc.), if applicable.

- vi. Description of your strategy, materials, and recommended construction method(s) for installation of last mile fiber and/or service drops, including on private property, to connect customers to the City backbone network.
 - vii. Estimated number of businesses, residents, and anchor institutions to be served by the proposed private infrastructure, including take rates and estimated schedules for phasing and/or service roll-out.
 - viii. Proposed retail pricing for tiered, symmetrical service offerings to be provided through new private infrastructure, minimally for 50 Mbps, 100 Mbps, 200 Mbps, 1 Gbps, and up to 10 Gbps. Please describe any additional value-added services and pricing.
 - ix. Considerations for connectivity to internet points of presence, including dual or singular route, in order to provide retail ISP services.
- 4) Estimated total construction cost of City's Conceptual Network Design (the City is not requesting a formal construction bid at this time, but only an estimate based on the conceptual design)
 - 5) Description of anticipated construction phasing (including timeline).
 - 6) Expertise/experience in construction of similar networks (if applicable).
 - 7) Considerations for permitting fees or expediting permitting processes.
 - 8) Define any requirements or commitments that the respondent would need from the City to ensure a successful agreement or partnership.
 - 9) Provide potential conflicts of interest disclosure that is a direct or indirect financial investor, partner, employee, or member of any corporation, partnership, or other legal entity making or participating in this proposal.
 - 10) Additional details, preferred arrangements, or creative business models.
 - 11) Clearly outline any limitations or oppositions in your ability to meet any requirements detailed in the RFP.

F. **Response Matrix:** Please complete a Response Matrix (see Appendix A). If alternative or multiple proposals are being offered, please include a Response Matrix for each alternative approach.

G. **Third-Party / Subcontractors:** If the Respondent intends to subcontract, please provide a detailed list of any sub-contractors, partners, or third-party vendors who will be involved in the implementation of the project (including any privately funded joint build), including but not limited to:

- 1) Description of the Respondent's experience with each of the proposed subcontractors, and

- 2) Three (3) customer references for each subcontractor to include references names and contact info for products and services similar to those described in this RFP, and
- 3) Describe the specific role of each.

H. References:

- 1) Provide a minimum of three (3) references of existing partners, municipalities, or constituents served in a similar fashion as described in this RFP.
- 2) Provide three (3) industry references that demonstrate your ability to successfully plan, implement, and deploy broadband networks, products, and services using innovative public and/or private environments.

IV. INSTRUCTIONS TO PROPOSERS

- **Confidential and Proprietary Data**

All materials received relative to this RFP will be kept confidential, until such time an agreement is presented and the RFP is canceled, at which time all materials received will be made available to the public. Proposals received will be subject to Government Code §6250, the Public Information Act. Under the Act, the City may be obligated to provide a copy of any and all responses to this Request for Proposals, if such requests are made after the contract is awarded.

One exception, to this required disclosure, is information which fits within the definition of a confidential trade secret [Government Code section 6254(k)] or contains other technical, financial or other data whose public disclosure could cause injury to the proposer's competitive position. If any proposer believes that information contained in its response to this Request for Proposals should be protected from disclosure, the proposer MUST specifically mark the pages of the response that contains the information. The City will not honor any attempt by the Offeror to designate its entire proposal as proprietary.

- **City Selection of Successful Proposers**

The City is seeking qualified entities to begin negotiations on a formal agreement. Any award for this RFP to a "successful proposer" shall not encumber or otherwise obligate the City to complete negotiations and/or enter into a formal agreement or contract. The City, at its sole discretion, may select one or more successful proposers to begin negotiations on a formal agreement. The City reserves the right, at its sole discretion, to not select a successful proposer, to re-issue the RFP, or to extend the RFP.

- Davis-Bacon Act, as amended (40 U.S.C. 3141-3148). All prime construction contracts in excess of \$2,000 must be in compliance with the Davis-Bacon

Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors are required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors are required to pay wages not less than once a week. The decision to award a contract or subcontract is conditioned upon the acceptance of the wage determination. The City will report all suspected or reported violations to the Federal awarding agency.

- Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or sub recipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The City will report all suspected or reported violations to the Federal awarding agency.

V. EVALUATION CRITERIA

At its sole discretion, the City may elect to combine any phases under a single partnership agreement with a single responder; alternatively, the City may elect to enter into agreements with two or more proposers for different sub-phases of the project. The following criteria shall be used when evaluating proposals.

Category	Description	Maximum Points
Qualifications & Experience	The proposer’s qualifications and experience handling similar projects and public-private partnerships, including but not limited to: the length of time in business, knowledge and education of key personnel, presence in the City of Lathrop, and fiscal health.	20
Contribution	The value of cash or in-kind contributions toward grant submittals and/or the publicly owned fiber optic backbone ring project, separate from and excluding any investment in private infrastructure through joint build or last mile distribution laterals.	20
Price & Terms	The terms of payment (IRU fees, lease payments, revenue share, and/or in-lieu or in-kind contributions) proposed in exchange for rights to sell retail services over the City’s network.	20
Broadband Offerings	The speed, pricing, and retail offerings proposed to businesses and residents, including the ability to provide symmetrical services and reach un- or under-served, disadvantaged, vulnerable, and/or low-income areas.	20
Private Infrastructure	The value and scope of the proposed privately funded last mile distribution infrastructure used to connect un- or underserved, disadvantaged, vulnerable, and/or low-income areas as identified by state and/or federal grant programs.	20
TOTAL POSSIBLE POINTS		100

RESPONSE APPENDIX A MATRIX

Respondents should complete the matrix. If respondent is proposing alternative approaches, separate matrices should be included for each alternative or partnership model.

Estimated total cost for publicly owned fiber optic network expansion project	\$
Proposed match funding for public project	\$
Proposed in-kind contribution including any alternative designs utilizing private assets	
Estimated dollar value of in-kind contribution	\$
Proposed privately-funded last-mile distribution build to unserved and/or disadvantaged areas	Description/Area for : Construction methodology (aerial, underground): # of conduit: Size of conduit: Fiber cable strand count:
Estimated cost of privately-funded last-mile distribution build to unserved and/or disadvantaged areas	\$
Proposed service offerings for retail internet & data services	50/50 Mbps: \$ 100/100 Mbps: \$ 250/250 Mbps: \$ 1/1 Gbps: \$ 10/10 Gbps: \$

Proposed Price & Terms in Exchange for Rights to Sell Services over City Network	
Requirements from the City	
Other Benefits to the City	

ⁱ [Estimates-E1 | Department of Finance \(ca.gov\)](#)