

Making Connections/Creating Opportunity
 Request for Proposal - Question Response
 Medina County Fiber Network (MCFN)
 Addendum Questions – 12/11/06

The following is a response to questions submitted to the Medina County Port Authority regarding the Request for Proposal for the Medina County Fiber Network (MCFN). These were follow-up or additional questions submitted by the Respondents.

Topic Area	Question	Response
1. Technical – Engineering Work	Our question is: Will MCPA allows pricing that excludes the costs associated with the utilities “make-ready” and engineering work?	<p>MCPA wants to provide the best financial modeling (proforma) possible. To this order MCPA is requesting that the “best” cost data including engineering work be provided with assumptions defined and noted. Therefore, we would anticipate that all cost elements be addressed.</p> <p>For the purpose of the overall cost the respondent can breakout the third party make ready portion for the purpose of estimating the bid security. All internal project management, engineering fees and services associated with the construction should remain in the primary project schedule.</p>
2. To gain access to these poles and duct(s) (hereinafter “structure”) would require:	To gain access to these poles and duct(s) (hereinafter “structure”) would require: Usually a drawing showing the poles and pole heights of power, telephone, cable TV, and other 3 rd party attachments.	The MCPA is looking to the Respondent to identify and provide a drawing for the proposed path, poles, and manholes along with associated Operations cost including licensing and maintenance.
	An application to the utilities and perhaps “third parties”.	The MCPA does not expect the Respondent to provide the application as part of the proposal. The winning Respondent should be prepared to finalize the engineering and submit the application as part of the initial documentation related to the MCFN build-out.

Topic Area	Question	Response
	<p>An agreement to pay (hourly) utilities and perhaps “third parties” engineers to estimate what it would cost to perform “make-ready” work (most utilities require a minimum: 40 inches of clearance below power secondary on the pole, 12 inches clearance above telephone, and 12 inches from any other third party clearance holders such as a cable television service provider, and possibly other entities.</p>	<p>The MCPA understands that the final costs associated with the licensing and readiness from utility or third party providers may vary and cannot be finalized until the drawings, and permits have been reviewed and approved. The Respondent should be prepared to estimate and identify the risks associated with the project and financial schedules</p>
	<p>Engineering and “make-ready” takes some time, and is not a priority for the utility companies, it would not be uncommon for the engineering to take 3 to 9 months or more for the scope of this project, and also 3 to 12 months or more to perform the “make-ready” work.</p>	<p>The MCPA understands that the project schedule will be determined by the responsiveness of facilities providers to award permits and conduct any make ready work necessary for the MCFN network.</p> <p>The MCPA expects the respondent to identify and manage the risks and optimal scheduling for ordering fiber, equipment, and staffing resources necessary to construct and certify the MCFN network.</p>
	<p>As the above costs for engineering are not known, and the cost for the utilities and third parties to perform their make-ready work is unknown, no one (not even the utilities, without doing the engineering) could ever fairly estimate these costs, furthermore these costs will be very significant (the website “Community Broadband Networks” mentions costs could exceed \$30,000.00 per mile) on the planned 80 plus miles of plant.</p>	<p>In the process of identifying the optimal path the Respondent should review the poles and estimate the availability of space or an alternate route should the preferred path be unavailable. The Respondent should identify the specific risks associated with the designate path including potential make ready expenses.</p> <p>For the purpose of the proposal the Respondent can separate the estimated make ready cost from the core proposal.</p>