

October PITTSYLVANIA COUNTY VIRGINIA



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October 14, 2021

RE: RFI
Broadband

The following shall serve as Addendum #2. Please acknowledge receipt of this addendum when submitting your proposal.

Dear Vendor:

1. "Proposals requiring County investment should provide formula/provision for ongoing revenue share"
Would you please clarify and elaborate what is sought? Specifically, who is sharing revenue?

In terms of revenue sharing, Pittsylvania County is requesting information from internet service providers who are willing to share revenue generated from new broadband service activations that were made possible with the help of the County's financial support. The County intends on reinvesting any proceeds obtained from such revenue sharing back into broadband infrastructure with the goal of eventually having universal broadband coverage.

2. I saw the VATI application and your announcement that you had partnered with Riverstreet for Universal Coverage. I am confused as to what areas the RFI might include if the county already has a partner for Universal Coverage?

The objective of Pittsylvania County's broadband initiative is to facilitate a highly effective solution that provides universal broadband coverage. This may involve multiple partnerships with providers in order to achieve universal coverage. Along with applying for the 2022 VATI grant with RiverStreet Networks, the County is doing its due diligence through this RFI by allowing all internet service providers an opportunity to express their interest and demonstrate their qualifications to provide high speed internet to Pittsylvania County residents.

3. Are you able to provide a map of all the unserved areas of the Locality?

Identifying all unserved areas in Pittsylvania County in terms of broadband access is contingent on reliable data. Currently, federal and state agencies have published datasets indicating broadband service availability. Below are several websites where these datasets are hosted.

- a. Virginia Broadband Availability Map and Integrated Broadband Planning and Analysis
Toolbox: <https://broadband.cgis.vt.edu/IntegratedToolbox/#news> and <https://geoserver.cgis.vt.edu/geoserver/>
- b. Federal Communications Rural Digital Opportunity Fund
Census Blocks: <https://www.fcc.gov/auction/904>

4. Are you able to specify the area that contains at least 5000 potential customers with at least 90 percent being residential customers?

In addition to the above response to question 3 outlining publicly available data sources that can be used to gauge current broadband service availability, the county's address point GIS layer can be downloaded from [here](#).

5. Our company is responding to the county's RFI for broadband deployment in broadband unserved and underserved areas of your county. We recently completed the acquisition of the Chatmoss Cablevision system, as of October 1, so we are an existing broadband provider in your area.

In order to determine the areas of your county that are broadband unserved/underserved, we have consulted publicly available broadband mapping and data resources:

- The FCC Broadband Map – based on FCC Form 477 data submitted by service providers. The latest map is dated June 2020. Note this is not 2021. So the map is somewhat dated.
- The NTIA Indicator of Broadband Need Map
- Virginia Tech's Integrated Broadband Planning and Analysis Toolbox

However, there is one critical piece of the broadband availability/areas of need information that we do not have: mapping (preferably electronic) showing where the new fiber routes will be for the Pittsylvania County/RiverStreet Networks partnership. Since this is utilizing public funding, this information should be publicly available.

We do not want to overbuild in areas that are already served with services that exceed 25/3 Mbps. We desire to deploy in areas that are underserved and unserved.

In order to do that, we must receive electronic mapping that shows where the new Pittsylvania County/RiverStreet Networks fiber routes will be built. This electronic mapping should be in the form of shapefiles (ESRI) and/or Google Earth KMZ.

This is extremely time sensitive, given the soon-coming deadline for the RFI.

Furthermore, we request that the county provide an extension to its RFI deadline for all providers, so that we may have adequate time to complete a thorough analysis of need. The RFI timeframe is unusually short.

A map showing planned fiber routes in Pittsylvania County is currently not available, since a definitive plan for fiber construction currently does not exist. Please see the responses to questions 3 and 4 above for publicly available GIS data that can be used to help identify unserved areas and the locations of residences, businesses, and other facilities that may be found within areas that currently lack adequate access to broadband service.

As far as extending the due date for letters of interest in response to the Request for Information, Pittsylvania County is currently only requesting letters of interest from providers with details about their qualifications and capabilities to offer access to high speed internet based on certain criteria. Therefore, the deadline of Oct. 26, 2021 for responses to the RFI still applies.

Thank you,

Connie Gibson

Sincerely,
Connie Gibson
Purchasing Manager