



## REQUEST FOR QUALIFICATIONS

### DARK FIBER FEASIBILITY STUDY AND MARKET ANALYSIS



With a Washington State grant funded through



## DARK FIBER FEASIBILITY STUDY AND MARKET ANALYSIS

### PROPOSALS TO BE RECEIVED BY:

August 31, 2017 by 3 P.M.

Jennifer Keene

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PORT OF WOODLAND

115 DAVIDSON AVENUE/P.O. BOX 87 WOODLAND, WA 98674

THE PORT OF WOODLAND RESERVES THE RIGHT TO REJECT ANY/ALL QUALIFICATIONS OR PARTS THEREOF AND TO WAIVE ALL MINOR IRREGULARITIES.

### INTRODUCTION

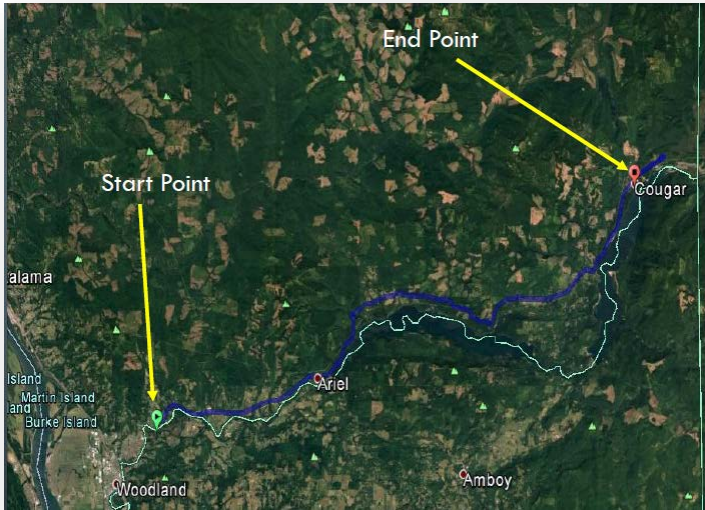
In Washington State, Ports have been granted specific opportunities to build telecommunications infrastructure from RCW 53.08.005, 53.08.370 and 53.08.380. The Port of Woodland has identified dark fiber as a potential infrastructure investment that would enhance economic development opportunities, workforce development, education, public safety and quality of place along two routes within the Port District. The project was identified in the Port of Woodland's 2016 Comprehensive Scheme of Harbor Improvements. The Port of Woodland is within Cowlitz County, a recognized rural distressed county.

The first route would travel from the City limits on Lewis River Road/ SR 503 up to Cougar/ Skamania County line referred to as the "Woodland to Cougar" route. The route is approximately 25 miles and has existing fiber through portions of the route and limited cell service. The second route would travel from the city limits on Dike Road for 15 miles and turn on Kuhn Road back to Whalen Road.

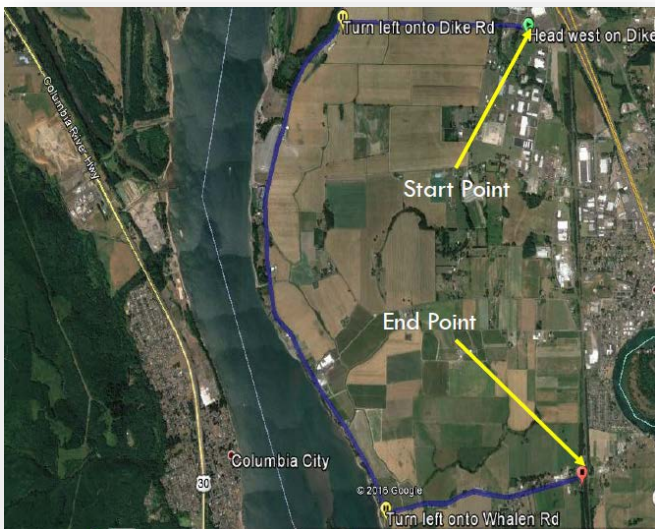
The Port of Woodland received \$50,000 from the Washington State Community and Economic Revitalization Board (CERB) for the project in May 2017. The Port will be funding the remaining balance of the project through existing Port revenues.

The Port will be utilizing information from an existing study that was completed by the Cowlitz-Wahkiakum Council of Governments back in 2013. The Mount St. Helens Broadband Feasibility Study and Gap Analysis produced by ICF International also examined prior investments by the State of Washington by the Department of Information Services regarding the state's Broadband Initiative. The program was later transferred to the Department of Commerce but has since lacked significant funding for projects. The ICF International study examined two routes- SR 504 from Castle Rock to Johnston Ridge and the SR 503 from the City of Woodland to Cougar. Information gathered from stakeholders and interested citizens provided critical feedback regarding the need for improved access and reliability in their internet and cell services. Along SR 503, there is a severe limitation in cell service provided. The "Woodland Bottoms" does not currently have internet services for the route but has good cell phone service from existing towers, but was not part of the ICF International study.

## ROUTE 1: WOODLAND CITY LIMITS TO COUGAR



## ROUTE 2: WOODLAND BOTTOMS



## ANTICIPATED SCOPE

The following issues would be addressed in the project:

- A. Dark Fiber Feasibility Study
  - a. Review prior report (available on the Port's website) and similar dark fiber projects within state of Washington Ports;
  - b. Examine each route's current fiber assets, products and services;
  - c. Examine connections to existing lines, access, construction routes, right-of-way's, easements, and above ground (utility pole) or underground options for each route and provide three best options;

- d. Examine construction costs for capital construction for each route;
  - e. Examine potential maintenance costs over life of project including annual maintenance requirement, on-going permitting, replacement costs, etc.;
  - f. Provide estimated construction timelines for each route and requirements for construction (real estate, permits, agreements, construction); and
  - g. Identify potential funding opportunities (including any and all loans and grants) for infrastructure of dark fiber route(s) including potential levels of funding, conditions of funding, and matching terms and guidelines.
- B. Market Analysis
- a. Examine and determine based on construction costs, access (right-of-way's/ easements) required, and maintenance, determine the Return on Investment (ROI) for each route;
  - b. Examine and research market interest for each route based on current demands and potential growth factors (residential, commercial, industrial, institutional) on each route; and
  - c. Develop a marketing strategy to attract service providers for any potential dark fiber lease/tenant.

## GENERAL

- The bidder will be evaluated on the above qualifications, references, summary of qualifications provided by bidder. The Port of Woodland has the right to reject any and all proposals and to waive any irregularities and informalities in the submittal and evaluation process.
- Proposals must include:
  - Company's W-9 Form;
  - Proposer's background, expertise of company and main staff on project (if any sub-consultants that are being used, a separate breakdown of expertise of subs and main staff identified);
  - Identify in your proposal your:
    - project lead; and
    - management style and approach to this project
  - Proposer's recent projects similar in nature to the Port of Woodland RFQ connecting the project's goals, results and lessons from those prior projects to RFQ;
  - Timeline of project;
  - At least three references of prior projects (for main proposer) and for any and all sub-consultants involved in the project and (if project lead and subs are used) identify any projects you have worked jointly together in the past as a reference;
  - Pricing schedule broken into work tasks and, if subs are used, the pricing for elements by lead and sub and specify if the pricing is based on hours or flat fee. Identify any and all travel costs and overhead rate.
- Please submit in an electronic format that can be shared.
- The evaluation process will include a review of the proposals by a panel of three individuals with interest in the project: Potential representatives to this panel are expected to come from the Port of Woodland, City of Woodland Public Works Director, Cowlitz-Skamania Fire District, Woodland School District and the Woodland Chamber of Commerce. Any potential interviews will be held the week of September 18, 2017. Recommendations to the Port of Woodland Commission will be made for the regular meeting on October 5, 2017 to award the contract.

PROPOSAL FORM

The undersigned hereby certifies that he/she has read the attached specification sheet for Consulting Services. The Port of Woodland reserves the right to reject any/all proposals or parts thereof and to waive all minor irregularities in the proposal. The proposal form must be included in your proposal:

RFP 2017-03  
Port of Woodland  
115 Davidson Avenue/ P.O. Box 87  
Woodland, WA 98674

Proposals must be delivered and received by the Port of Woodland no later than 3 P.M., August 31, 2017.

\_\_\_\_\_  
Name of Company

\_\_\_\_\_  
Address

\_\_\_\_\_  
City State Zip

\_\_\_\_\_  
Phone Number Fax Number

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title