

**Request for Information**  
**Oakland Gigabit Service**  
**RFI #18-01**



Due Date: February 28, 2018  
2:00 P.M. (Local Time)

MAYOR  
PEGGY JAMISON

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JAY MOYER,  
Council President  
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ELMER REDINGER  
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DIRECTOR OF GENERAL SERVICES  
BILL G. ASHBY

## Request for Information

### Oakland Gigabit Service

The Mayor and Town Council of Oakland in Garrett County, Maryland (the "Town") will accept sealed RFI's to enable the Town to identify one or more private partners interested in providing at least one Gigabit per second broadband services to current and future residents and businesses within the Targeted Business District of Oakland. The Town seeks input from potential partners regarding the terms and conditions under which partners would install, upgrade, operate, and manage high-speed Internet service as specified.

RFI documents and specifications may be obtained in person from the Mayor and Town Council of Oakland, 15 South Third Street, Oakland, Maryland 21550 during normal business hours, Monday through Friday from 8:30 am to 4:30 pm. A copy of the RFI documents can also be downloaded from the Town's web site at oaklandmd.com. Inquiries may be made by calling (301) 334-2691.

All interested respondents must submit a Letter of Intent to the Mayor and Town Council of Oakland on or before February 21, 2018 at 2:00 P.M. (local time). Sealed RFI's must be submitted to Oakland City Hall, 15 South Third Street, Oakland, Maryland 21550 on or before February 28, 2018 at 2:00 P.M. (local time). All respondents are required to submit five (5) copies and an electronic copy or web link of their RFI's documents at the time of submission. All RFI's submitted should be enclosed in a sealed envelope and clearly marked "Oakland Gigabit Service RFI" on the outside of the envelope. Any RFI's received after the time due will not be considered and shall be retained as documentation for the RFI file.

Mayor and Town Council of Oakland reserves the right to accept or reject any or all RFI's, to cancel this request for information, and to waive technicalities in any part thereof deemed to be in the best interest of the Town. EOE.

By Order of the Mayor and Town Council of Oakland



Peggy Jamison  
Mayor of Oakland

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## I. Introduction

The Mayor and Town Council of Oakland (the “Town”) issues this Request For Information (“RFI”) to gather ideas and interest from internet service providers for developing, upgrading, and expanding gigabit broadband infrastructure and improving access to high-speed Internet for residents and businesses across the Targeted Business District of Oakland.

This RFI is intended to outline the market opportunity and invite interested “vendors” to submit their ideas for ultra-high speed (“gigabit”) service delivery in Oakland. This process is one of many steps that the Town is taking to help develop a digital network infrastructure that addresses the current and future connectivity needs of established and potential businesses, startups, and telecommuting residents throughout the Targeted Business District of Oakland.

The Mayor and Town Council of Oakland, the Economic Vitality Team, the Greater Oakland Business Association, and Engage Mountain Maryland have partnered to develop a plan to expand the number of businesses that locate in the Targeted Business District of Oakland. The gigabit service will be used to provide a competitive advantage for existing and new businesses in Oakland.

One of the chief ways to achieve this mission is to create a gigabit service-capable network and delivery system in the Targeted Business District of Oakland to support idea generation and job creation, and to stimulate economic development.

A first step toward achieving affordable ultra-high-speed Internet access could include building upon existing Town- or other publicly-owned fiber to focus on providing immediate access to businesses and households in locations near this fiber. In addition, this access should be provided in selected areas where there is a demonstrated demand and where construction is a cost-effective adjunct to construction related to the targeted commercial and industrial areas. Key to this effort will be leveraging existing fiber assets, deploying new fiber where necessary, and connecting this backbone to serve new and existing businesses and residents in target locations.

## II. Project Overview

### • Objectives of RFI

Access to an ultra-high-speed broadband network has become one of the most important factors for success in a modern, information-based economy.

One of the key infrastructure ingredients for attracting, sustaining, and accelerating growth of innovation ecosystems is the availability of modern fiber-optic networks and access to affordable and ultra-high-speed broadband Internet for businesses and residents alike.

The Town of Oakland recognizes and is committed to finding ways of making critical investments and policy modifications to sustain a competitive commercial and residential landscape. Within that landscape, high-speed connectivity is proven essential.

The vision governing this RFI is to widely offer easily accessible, affordable, highly reliable, and ultra-high-speed broadband Internet service for everyone in the Targeted Business District of Oakland. This vision is reflected in the following objective:

- Find a cost-effective way to provide affordable Gigabit broadband service that fosters innovation, drives job creation, adds value to commercial properties, and stimulates economic growth.

- **Goals**

Respondents are invited to submit ideas and recommendations on approaches for providing gigabit service at prices competitive with other gigabit communities across the nation.

This RFI seeks ideas regarding the building of network and the provision of services that would eventually cover the Targeted Business District of Oakland in its entirety.

The RFI is open to a phased approach where network buildout and service delivery may start in smaller sections of the Targeted Business District of Oakland and expands to other areas of the Town as and when feasible.

Every effort will be made to make this project a model for other small communities in Garrett County and beyond, so all responses should address the scalability and replicability of the potential project. The project may also be planned in phases, with all or part of the Targeted Business District included in Phase I.

This RFI is only to solicit preliminary interest and ideas and should not be construed as an invitation for bids or request for proposals for any work related to gigabit services that may or may not be awarded as a result of this RFI.

### **III. Existing Broadband Assets**

Several potential assets could be leveraged by a company offering ultra-high-speed broadband in the Targeted Business District of Oakland:

- Access to fiber and bandwidth via the Maryland Broadband Cooperative (<https://mdbc.us>) or other local partnerships
- Nearby co-location facilities
- Streamlined permitting and licensing where applicable
- Assistance locating and securing funding

### **IV. Information Required to Respond to this RFI and Response Procedure**

#### **General Guidelines**

Strategies included in responses to the RFI should aim for forward-looking, assertive technology solutions that create immediate advantages for users and fertile platforms for innovations in products and services that sustain the Targeted Business District of Oakland's technology leadership for years to come.

- High upstream bandwidth, preferably a symmetric connection, is considered essential.
- Some or all of a respondent's proposed service offerings could initially be at speeds below the thresholds so long as the overall strategy furthers the goals of broadband innovation and development.
- While the Town shares a belief that ultra-high-speed broadband networks are a prerequisite for ongoing advances in a number of disciplines, end-users in the Targeted Business District of Oakland have a wide-range of networking needs and use-cases.
- Respondents should feel free to propose alternative business models and network solutions that could be used to meet the Town's needs.



The network must be characterized by a transport infrastructure that provides raw Layer 2 transport in addition to IPv4 and IPv6 Layer 3 routing. The infrastructure must be capable of providing 99.9% availability, be resilient with low latency and jitter, and ensure that packets sent and received at the network edges are identical. Finally, the network must permit the adoption of technologies such as DWDM, LTE, 802.11ac and other technologies as they become standardized or gain a significant market share.

### iii. **Public Assets and Infrastructure**

The Town possesses or has access to a variety of public assets and infrastructure that may be leveraged to support the development and expansion of a comprehensive telecommunications network. The use of any of these assets may be subject to certain restrictions, regulations, and/or additional authorization by other agencies. Some assets may be preempted from use due to existing contractual relationships, limitations due to tax-exempt bonds, or grant funding restrictions concerning private use, and some may be removed from consideration for some other reason. Any such preemption of use of any public asset or assets and infrastructure may be disclosed at any time.

#### Oakland Code of Ordinances

Section C8-107 of the Oakland Town Charter governs franchise agreements within the corporate boundaries.

#### a. Rights-of-Way

The Town has approximately 22 miles of roadways and alleys within its service area. Planned street maintenance could be utilized to coordinate any proposed work with preexisting construction schedules, and these schedules may provide certain flexibility to align with a potential network rollout.

#### b. Municipal Support

In any future procurement that may follow the issuance of this RFI, the Town or one of its partner organizations or entities will serve as the point of contact; in the event of any future procurement efforts, the Town will coordinate efforts with other relevant agencies to ensure a smooth and rapid deployment.

### **Information about the Respondent**

1. Background information, including the following details for each company or organization represented in the response: company name, company address, company web page, description of products and services, and professional strengths and abilities.
2. Identification of a lead company or organization, if more than one is represented in the response.
3. Contact information for the company or group's primary contact. Respondents may provide more than one contact, but should designate only one primary contact. The following details should be included for each contact: name, title, company name, address, phone number, and email address.
4. Description of the respondent's experiences in financing, designing, building, provisioning, and/or operating broadband networks or other major infrastructure projects.

5. Description of any test results, pilot projects, or experiments involving new network technologies or network elements that might be incorporated into respondent's proposed solution(s).
6. Sufficient information to demonstrate the respondent's financial ability to engage in a project of the magnitude described in the response.
7. Description of any current or past contractual relationships, partnerships, collaborations, or other working relationships with the Town or any of its partnering agencies.
8. Provide three (3) references, including contact information, from previous contracts or partnerships.

All interested respondents are asked to submit a Letter of Intent to Oakland City Hall, 15 South Third Street, Oakland, Maryland 21550 on or before Wednesday, February 21, 2018 at 2:00 P.M. (local time). Sealed RFI's must be submitted to Oakland Town Hall, 15 South Third Street, Oakland, Maryland 21550 on or before Wednesday, February 28, 2018 at 2:00 P.M. (local time).

Respondents shall supply five (5) hard copies of their RFI submission, and an electronic copy through a media device (CD, thumb drive, etc.) or a link to a website displaying their complete RFI submission.

**Please identify/indicate any proprietary and/or confidential information as such.**

Questions regarding this RFI should be faxed to Peggy Jamison, Mayor of Oakland, at 301-334-4401. The Town will formally respond to questions via addendums to the RFI. Please be advised that questions will be entertained until 2:00 P.M. on Wednesday, February 14, 2018. Questions asked after this time will not be formally answered.

The following is the schedule for responding to this RFI. The schedule is subject to change:

01/18/2018 – RFI Released

02/14/2018 – Deadline for Submitting Questions

02/21/2018 – Deadline for Submitting Letter of Intent to Respond to RFI

02/28/2018 – RFI Responses Due

The Mayor and Town Council of Oakland thank you in advance for your thoughtful response.

# Request for Information

## Oakland Gigabit Service

### RFI #17-01

#### Signature Sheet

My signature certifies that the proposal as submitted complies with all terms and conditions set forth in this RFI.

My signature also certifies that the accompanying proposal is not the result of, or affected by, any unlawful act of collusion with another person or company engaged in the same line of business or commerce.

My signature also certifies that this Firm has no business or personal relationships with any other companies or persons that could be considered as a conflict of interest to the Town, and that there are no principals, officers, agents, employees, or representatives of this Firm that have any business or personal relationships with any other companies or persons that could be considered as a conflict of interest or a potential conflict of interest to the Town, pertaining to any and all work or services to be performed as a result of this request and any resulting contract with the Town.

I hereby certify that I am authorized to sign as a Representative for the Firm:

Name of Firm or Individual: \_\_\_\_\_

Address: \_\_\_\_\_

Fed ID No. \_\_\_\_\_

Signature: \_\_\_\_\_

Title: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax Number: \_\_\_\_\_

Date: \_\_\_\_\_

Email: \_\_\_\_\_

To receive consideration for award, this signature sheet must be returned to the Mayor and Town Council of Oakland's Purchasing Department, as it shall be a part of your response. Firm acknowledges receipt of Addendum(s), if any, by initialing the following:

Addendum #1 \_\_\_\_\_ Addendum #3 \_\_\_\_\_

Addendum #2 \_\_\_\_\_ Addendum #4 \_\_\_\_\_

## Appendix A: Approximate list of Existing Businesses in the Targeted Business District

- 7-Eleven Gas & Convenience Store
- Aaron's Furniture Sales & Lease
- American Legion Club
- Amity Holistic Wellness Center
- Ace Quick Lube
- Advance Auto Zone
- Agway Farm Services
- Alder Antiques
- Alder Haus Antiques
- Allegany Hearing & Balance
- Alvarez Contractors
- Amanda Mattingly Esq.
- Appalachian Crossroads (non-profit adult day care and education)
- Artists & Dreamers (art studio)
- Associated Insurance Center
- AT&T
- Oakland B&O Museum
- BB&T Bank
- BFS Gas and Convenience Store
- Boal and Associates (Accountant)
- Book Mark'et & Antique Mezzanine
- Brodak's Liquors
- Bubba's Wings
- Burger King
- Callis, Dr. Stuart (therapist)
- Carriage House Antiques
- Cato Retail Store
- Century Engineering
- Cherry Creek Inn
- Chic Shack (women's clothing and accessories)
- China Wok Chinese Restaurant
- CHIPS Network (computer/technologies)
- Clara's Garden Florist and Gifts
- Clear Mountain Bank
- CMCI (billing company for nursing home)
- CornerStone Family Medicine
- Cornish Café
- Custer Realty
- CVS Pharmacy
- Dabney, Thomas Esq.
- Dairy Queen
- David Tuel Orthopedics
- Denny's Restaurant
- Department of Social Services
- Devine & Sheffield (accountants)
- Devler's Ice Cream
- Discount Duo
- Dollar General
- Dollar Tree
- Dove Center
- Dr. Sheetz (dentist)
- Dream Dental
- Edward Jones Financial Advisor
- Electronic Diagnostic Center
- El Canelo's Restaurant
- Englander's Antiques
- Englander's Grill
- Enterprise Rent A Car
- Family Dollar
- Favorite Things Corner Gift Shoppe
- Fetches Pet Salon
- First Energy Utility Co.
- First People's Credit Union
- First United Bank & Trust
- First United Bank & Trust Call Center
- Fisher Auto Parts
- Fitzwater, Esq. Kim
- Fox's Pizza Den
- Fredlock Funeral Home
- Hilltop Market (fresh vegetables, fruit, candy, etc.)
- Gallery Shop (local artisan retail shop)
- Game Stop
- Garrett County Board of Realtors
- Garrett Electric
- Garrettland (rental property management)
- Garrett County Arts Council
- Garrett County Board of Education
- Garrett County Community Action (CCAC works with partners to build a stronger community and to provide services that improve the quality of life for residents in Garrett County)
- Garrett County Detention Center

## Appendix A: Approximate list of Existing Businesses in the Targeted Business District

- Garrett County Development Corporation
- Garrett County District Court
- Garrett County Health Department
- Garrett County Historical Society
- Garrett County Memorial Gardens
- Garrett County Orthopedics
- Garrett County Public Defender's Office
- Garrett County Republican Newspaper
- Garrett County Transportation Museum
- Garrett Orthopedic Group
- Garrett Regional Medical Center
- Garrett Surgical Group
- Gear It Up Tees
- GO PT (physical therapy)
- Grand Central Station (furniture store)
- Green Acres Flower Basket
- Green Park Maintenance (appliance repair)
- Gregg's Pharmacy
- Hair N' Phernalia
- Hansford Insurance Agency
- Harsh, Norma (accountant)
- Hazelwood, DDS, George
- Heart & Vascular Institute, West Virginia University
- Helbig's Insurance Agency
- Horizon Goodwill Industries (retail)
- Hospice of Garrett County
- IDF Garrett Dialysis Center
- I.R. Rudy's Clothing
- IC Electronics
- Ingram, Esq., Craig
- J. Gregory Law Firm
- J&S Pawn Shop
- Jacobs Petroleum Products
- James Isaac House (pregnancy resource center)
- Jazzercise
- JT Services & Maintenance
- Kight's Insurance
- Lightning Gym
- Little Caesar's Pizza
- Loar Auxiliary Gift Shop
- Lohr Distributors
- Luke's Liquors
- M&T Bank
- Mane Attractions Hair Salon
- Master Craft Printers
- McDonald's Restaurant
- Miner and Merchants Bank
- Mountain Laurel Medical Center
- Mountain Postal
- Mountain Top Glass
- Mullins Family Dentistry
- M-TEK (computer repair & technology)
- Nearly New Shop (discount retail clothing)
- NeuBeam Internet
- Newman Funeral Home
- Nola's Salon
- Noonan & Noonan Law Firm
- Norman Hanline Excavating Contractors
- Oakland City Hall
- Oakland Bakery & Fresh Market
- Oakland B&O Museum
- Oakland Discount Outlet (retail)
- Oakland Fire Department
- Oakland Masonic Lodge
- Oakland Motel
- Oakland MRI Center
- Oakland Pain Management Treatment Center
- Oakland Tropical World
- Oak-Mar Motel
- Our Town Theatre Costume Shop
- Our Town Theatre
- Pacific Pride (diesel fuel)
- Parole & Probation
- Petrick, David (oral surgeon)
- Pizza Hut
- Port West Restaurant
- Procure Home Health Services
- Qworkstation Media Group
- Regional Eye Center
- Resort Builders
- Royal Nails
- Ruth Enlow Library
- Sally's Beauty
- Service Master Clean
- Shaffer Ford Sales
- Sheetz Gas & Convenience Store
- Shentel Cable & Internet
- Shimmer & Shine Car Wash
- Shirer's Tin Shop
- Shoe Show (retail)

## Appendix A: Approximate list of Existing Businesses in the Targeted Business District

- Simons' Family Hair Care
- Skidmore and Alderson Law Firm
- Sherwin Williams Paint Center
- Sleep Center (medical office)
- Smart Styles (hair salon)
- Smoke N' Mirrors Photography
- Snoopers Haven (discount clothing)
- State Farm Insurance
- Sound Fusion DJ Service
- Stover & Sherbin Law Firm
- Subway – 2 locations
- Success Floor Covering
- Super Car Wash
- Sylvan Manufacturing (woodwork, carpentry)
- Taco Bell
- Tangles Hair Salon
- TDEC (data entry)
- Team One Auto Mall
- The Computer Shop
- The Manor (restaurant)
- The Painted Cupboard (primitive home décor and furniture)
- The Rodeheaver Group, PC (accounting)
- The Reading Station (tutoring)
- Tomanetti's Italian Eatery
- Totally Teazin' Salon
- Turnball, Hoover & Kahl (accounting)
- Ursus Americanus Trading Post (retail/handmade furniture)
- US Postal Service
- US Cellular
- Verizon
- Walgreens Pharmacy
- Wal-Mart
- Warrior Ink (tattoo parlor)
- Wendy's Town Restaurant
- Wellspring Family Medicine
- Wepco Federal Credit Union
- Wolf Law Firm
- Wood Products
- Wolf, Michael (optometrist)

### **Vacant Properties:**

- 230 East Alder St. (Hillsman building)
- 237 East Alder Street (Bill Meagher commercial space)
- 302 East Alder Street (Nagoda office space)
- 113 South Third (Fred Gregg, office space)
- 507 East Oak St. (GRMC building)
- 114 S. Second Street (former Jan's Building)
- 224 East Oak Street (Bill Meagher 2 large office spaces)
- 103 Town Park Lane (Hometown Memories space)
- 12439 Garrett Highway (Lois Swartzentruber space)
- 500 Thayer Center (Garrett Rehab space)
- 253 North Third Street (old Third Street Dry Cleaners, office space)
- 13229 Garrett Highway (office space in Genus Center)
- 13223 Garrett Highway (office space in Genus Center)
- 32 South Second Street (old Stewart Funeral Home building)
- 111 North Third Street (old Enterprise office space)
- 13107 Garrett Highway (old KFC building)
- 437 North Third Street (old Long Johns building)
- 20 South Third Street (old Fisher Auto Parts building)