

Frequently Asked Questions
for
REQUEST FOR PROPOSALS
Salinas Municipal Broadband Network:
Services and Operations

April 14, 2021

This document includes questions submitted in response to the City RFP regarding utilizing the Salinas Network to provide broadband service. Responses provided to these questions are included as well. Questions have been slightly edited for clarity.

With the Salinas Network, who is operating and maintaining it today? Why is the City changing?

The first leg of the City portion of the Salinas network is currently under construction, with completion expected in the next few weeks. It has been constructed to support communications between City Facilities (such as City Hall and the Police Department Building) for internal network communications as well as to provide fiber for third parties to use in order to provide service to the public. The ExteNet portion of the Salinas Network was installed with the intention of leasing it out to third parties. There is no change proposed to the use of the fiber.

What is the age and specs on currently installed fiber? Did Sunesys install it?

The City fiber has been installed by the City in the previous year. Specs are available upon request. The City and ExteNet each installed their own respective fibers. None of the Salinas Network fiber was installed by Sunesys.

Can you confirm the City owns all the conduit and Extenet owns the Fiber?

The City and ExteNet each own the conduit and fiber in their own respective portions of the Network.

When was the last time the entire City conduit was proofed? Since the City provides no warranty or claims to its usability, it seems unfair to put the burden on prospective carriers to proof it and bear the cost for that to remedy any faults? Is the conduit size consistent to a standard 3" size or is that variable?

Most of the City conduit was just installed within the last year – all of this new conduit consists of 3-inch conduit. Older portions of the conduit have not been recently proofed – however the City did recently pull new fiber through an existing conduit on the 300 block of Lincoln Avenue with

no trouble. If additional proofing would be necessary please include this in any proposal submitted.

Are all the strands in the same duct just color coded, or is there an innerduct in any portions?

All strands are all in the same duct and color coded. The 288 cable is within a three-chamber flexible innerduct with a detectable tracer wire, the other 2 chambers are empty.

Most carriers will not agree to inspections of their gear – is this a requirement?

It's not clear what this is referring to – all work will need to be inspected in order to ensure compliance with the applicable codes and regulations. The City will need assurances that any equipment used on its network will not damage the network – however, I don't believe that any inspections of equipment exceeding these levels would be necessary.

On consumer broadband deliverable, I don't think any carrier will be a retro-fitting plant to get to residents. That being said, can the city supply approved residential developments (single family and MDU's) in the next 5 years?

The City continues to install fiber in order to support remote operations and its traffic signal network – however, direct funding from the City's operating fund is unlikely to be enough to significantly impact the economics of providing individual residential service. However, the City has received over \$50 million through the American Rescue Act, and is open to utilizing a portion of that to enhance the Salinas Network. Further, the City has a Dig Once Policy which requires the installation of new conduit whenever trenching occurs (including new roads), so it is anticipated that the Salinas Network will continue to grow over time, although we do not currently have any timeframes. The responses received from the RFP will help to guide the City in determining the type of investment and policies would best serve the public's ability to access broadband internet.

What is the process and plan for adding fiber when the city 24 count is exhausted? Sounds like they get 24 strands and 8 of those exclusive to inter-government connectivity. 16 strands is not a lot for a carrier. Would they buy more from Extenet?

Yes, once the 24 count is exhausted, any additional fiber would require that said fiber be leased or otherwise acquired from ExteNet, unless the City were able to procure more fiber.

We do not see any A – Z locations listed. Would you be able to confirm if fiber is currently installed and you are looking for someone to monitor and maintain? If not, we would need to know the strand counts and the A – Z locations.

The primary thrust of the RFP is to provide additional options for high-speed broadband service to the community. However, in conjunction with this, we are also interested in exploring the possibility of having the City obtain its broadband service and/or connect remote City facilities to its network via the Salinas Network. I believe that your question is directed towards this component of the RFP.

The City’s network hub is located at 200/222 Lincoln Avenue. This location is served by 288 strands of fiber, which also has the capacity to connect to middle mile fiber owned by Crown Castle as well as several nearby City facilities. However, there are currently at least 16 City facilities which are not connected directly to the network hub at City Hall. The City currently leases fiber in order to make these connections. The names and locations of these facilities are included below – in all cases, the “A” location would be City Hall at 222 Lincoln Avenue, while the “Z” locations are the other locations on the list. Current strand counts for each facility are not available at this time. The City would consider proposals to use the Salinas Network to connect some or all of these facilities.

Site	Address	City	State	ZIP
HOST- City Hall	222 Lincoln Ave - PD Basement	Salinas	CA	93901
Breadbox Rec	745 N Sanborn Rd	Salinas	CA	93905
Hebbron Heights Rec	683 Fremont	Salinas	CA	93905
Firehouse Rec	1330 E Alisal	Salinas	CA	93905
Sherwood Community Center	940 N. Main	Salinas	CA	93906
Salinas Municipal Airport	30 Mortensen Ave.	Salinas	CA	93905
Fire Station 1	216 W Alisal	Salinas	CA	93901
Fire Station 2	10 W Laurel	Salinas	CA	93906
Fire Station 3	827 Abbott	Salinas	CA	93901
Fire Station 4	308 Williams	Salinas	CA	93905
Fire Station 5	1400 Rider	Salinas	CA	93905
Fire Station 6	45 E Bolivar	Salinas	CA	93906
Animal Shelter	144 Hitchcock Rd	Salinas	CA	93908
City Yard	426 Work St	Salinas	CA	93901
Cesar Chavez Library	615 Williams Rd	Salinas	CA	93905
El Dorado Rec Center	1655 El Dorado Dr	Salinas	CA	93906
El Gabilan Library	1400 N. Main St	Salinas	CA	93906

Can you provide a list and addresses of all city facilities that need to be on-net? Can you confirm which of these facilities already have a building entry/service drop and are connected to the City and/or Extenet’s network already?

A list of City Facilities not currently connected to the Salinas Network is above. The Host facility is connected and is referenced only as the network hub. Other City facilities are already connected to and using Salinas Network fiber and have all the appropriate drops etc.

Is the City looking for a single point of delivery of 1 GB broadband for City use (i.e., to City Hall) for the City to then re-distribute/network internally between its facilities, or are you looking for the proposer to handle the ELAN connections between city facilities as well?

Yes, we are looking to provide service to the Host location, and then distribute the signal through our network to other locations. Direct connections to remote facilities would not be ruled out, but our preference is to provide service through the Host site. We would be interested in multiple 1 GB connections (TBD) to the Host site to provide redundancy and assist with network management.

Can you provide background/details about the City’s relationship with the two main public school districts? Has there been any discussion about partnering on broadband/communications? Is there interest from the school districts in such a partnership that might help bridge the digital divide and provide better/faster access to underserved students/families?

The City has been involved in conversations with the local public school districts regarding the expansion of broadband services. Yes, both the City and schools have expressed an interest in working together to help bridge the digital divide. The next step is determining what actions the two entities can take. The responses to this RFP will help to guide that response.

What is the timeline (just roughly speaking) expected for the buildout of the ~15,000 homes in the North Salinas area identified in the Broadband Feasibility study from 2019? Are these homes still in the entitlement phase, or have they already been entitled?

The City Council approved the West Area Specific Plan (maximum of approximately 4,300 units) in December 2019, and the Central Area Specific Plan (maximum of approximately 3,900 units) in November 2020. To date the City has not received any applications to develop these areas. It is expected that construction will commence when market conditions are appropriately favorable.

Your RFP notes that it should not be assumed that any of the \$50+ million from the American Rescue Act will be used for broadband – that’s understood. But does that mean treating any Rescue Act money as “free/grant money” that doesn’t need to be repaid? Many business models typically look for a minimum capital investment to get the network up and running and finance building drops/laterals for businesses. Would the City consider a pro forma/proposal that incorporates an initial capital investment of \$1-3 million – regardless of the source -as long as the ROI is incorporated into the City’s pro forma and repaid over a maximum of 10 years? Or would you prefer at least one scenario in the proposal that requires no City capital commitments?

It is not necessary to provide a scenario where the City invests no capital, and including some level of City investment, regardless of source, is acceptable. However, these “baseline” scenarios should not assume more funding than the City could reasonably be expected to provide without using American Rescue Act funds.