



BEACON

B R O A D B A N D

Beacon Broadband Inc.

Request for Proposals (RFP)

REQUEST FOR PROPOSAL (RFP)

Construction of Fiber-to-the-Home project serving the Southwest Oregon Coast

Proposal Submission Deadline (date/time): February 28th, 2025

Submit responses to:

Preston Young

Director of Operations

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prestonyoung@beaconbroadband.com

PO Box 999, Brookings, OR 97415

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and

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**REQUEST FOR PROPOSAL (RFP) FOR BEACON BROADBAND
FTTH SOUTHWEST OREGON COAST**

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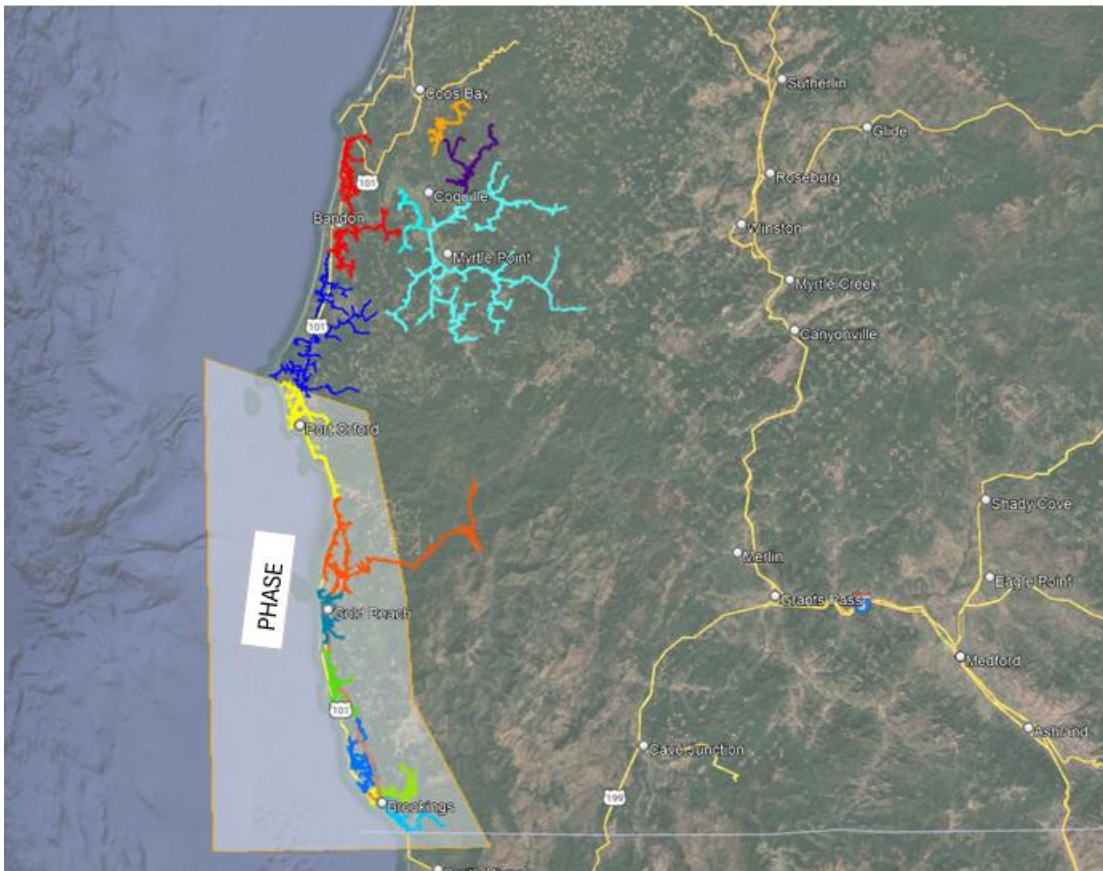
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INTRODUCTION

Beacon Broadband is a subsidiary of Coos-Curry Electric Cooperative, Inc. (CCEC), a power coop operating in southwest Oregon from eastern Coos County to the coast to the California border. Beacon Broadband Inc. (BBI or Beacon) is seeking proposals from qualified firms/individuals (Respondents or contractors) to construct an FTTH project for approximately 600 miles of fiber backhaul and middle mile.

BACKGROUND

Beacon was started to provide all CCEC members with high-speed fiber broadband, FTTH. The footprint for the FTTH network was originally the CCEC footprint shown in the image below; as optional grant funding became available and awarded, the footprint of the network has grown to include other power coops and public power utility poles (not shown in the image) that will be utilized in the completion of the FTTH build-out. There are approximately 434 miles of BDP, a federal ARPA grant administered by the Oregon Broadband Office Broadband Deployment Program, to be built with a very tight timeline of 15 months, which will require respondents to demonstrate they have crews ready to go to complete an average of 7.25 miles a week.



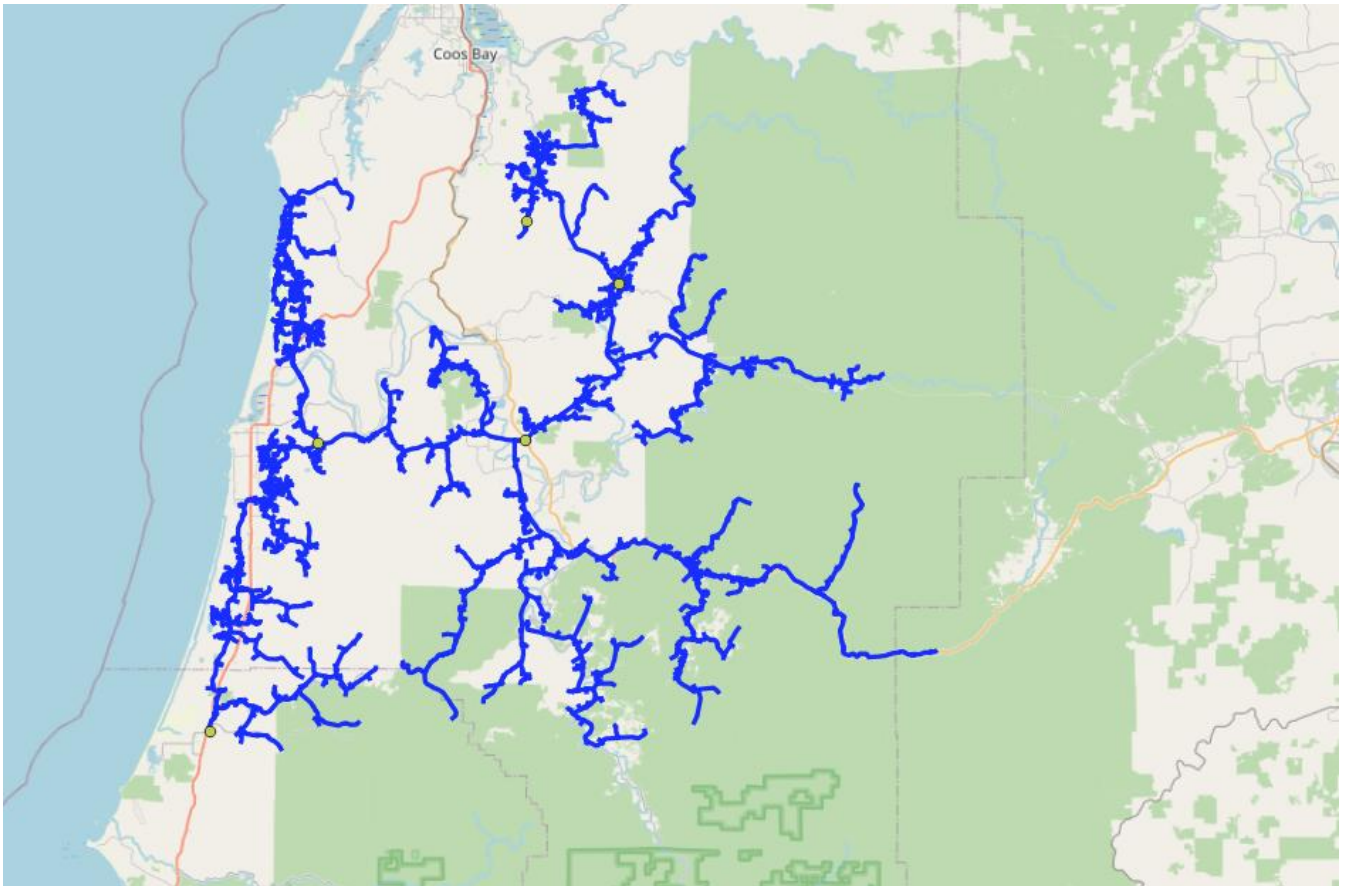
The remaining project is divided into 13 feeder legs originating at a hub location. Each feeder leg will

be designed and engineered, and easements and permits will be obtained prior to the issuance and commencement of the work in each area.

1	LA-C / South Langlois
2	LA-A / North Langlois
3	MO-C / South Morrison
4	MO-A / Morrison East
5	NO-D / West Norway
6	NO-B / East Norway
7	FV-B / Fairview
8	MO-B / North Morrison
9	FV-A / Fairview
10	AG-A / Agness
11	BB-A / West Broadbent
12	BB-B / East Broadbent
13	SU-B / Sumner

Phase 2: Estimated Footprint

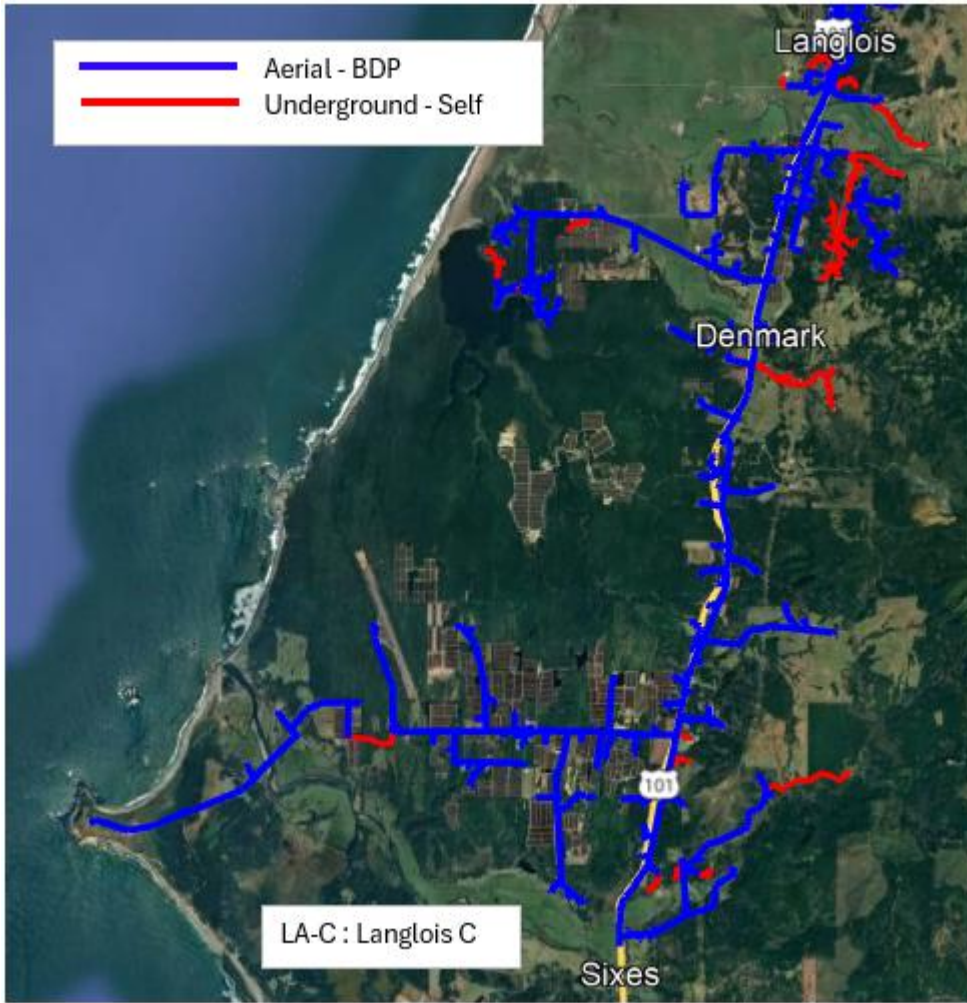
Phase 2 encompasses approximately 600 miles of new build. There are other areas not included in the map that are expected to be built as part of grant awards, RDOF, BDP, and ReConnect 5 (USDA RUS program), which will add to the footage but are unknown as we are working on partnerships and other options to reduce costs and speed up timeframes. The aerial-to-underground ratio is expected to be 80% aerial, 15% new underground boring or plowing, and 5% micro ducting through existing Coos-Curry Electric Cooperative, Inc. (CCEC) conduits. The aerial build will use CCEC, Bandon Power, and PPL poles. Other vendors and power coops will help with Pole data collection, Make-ready engineering, and Make-ready construction. The pole locations vary significantly, including drive-off, easement, and rugged hike to only areas. The build includes long spans crossing ravines, canyons, and rivers with some spans, including sag, 1700’ – 2000’. ADSS fiber will be used when practical and on all the longer spans.



Funding

BBI has secured multiple funding sources and grants that may require differing pay rates for each funding source as well as invoicing, reporting, and compliance documentation. The BDP grant covers a portion of the remaining build in different areas and requires prevailing wage.

Work will be issued by feeder leg broken down by funding source. I.e., in LA-C, there are multiple funding sources for different portions of the build: RDOF, BDP, and self-funding. Each funding source will be issued individually so as not to avoid confusion as to how much each will pay and also to clarify the reporting requirements and process for each fund. In the LA-C build area shown below, Blue lines represent aerial construction, and the red lines represent underground construction. If Aerial was being funded by the Aerial America Fun (fictitious fund), and the Red was being funded by Underground America Fund (fictitious fund), the blue would be issued on a work order with only the blue being on the construction drawings, and the Red would be issued on a separate work order, even if issued to the same contractor, as they will be separate work orders with separate invoicing, reporting, and tracking.



Schedule

The anticipated schedule for this RFP is:

RFP Advertisement Date	02/04/2025
Optional Site Visit	02/11/2025 or 02/19/2025
RFP Questions Due	02/20/2025
RFP Questions Response Due	02/24/2025
RFP Due Date	02/28/2025

Proposals must be received at the below with the below conditions:

Mailing address: Beacon Broadband Construction RFP
PO Box 999
Brookings, OR 97415

Email address: preston@beaconbroadband.com
tylerw@beaconbroadband.com
rebeccaf@beaconbroadband.com

- One (1) electronic copy of the proposal in PDF format (formatted to print on 11x17-page paper) on a flash drive or emailed must be submitted by February 28th 2025.
- This RFP is not intended, and shall not be construed, to commit Beacon Broadband to pay any costs incurred in connection with any proposal or to procure or contract with any firm.
- Respondents may be required to give an oral presentation to Beacon Broadband to clarify or elaborate on their written proposal. Those Respondents will be notified to arrange specific times.
- Beacon Broadband will only contract with firms that do not discriminate against employees or applicants for employment because of race, creed, color, national origin, sex, age, disability, marital status, sexual orientation, citizenship status, or any other status protected by the State of Oregon and Federal laws.
- BBI may reject any or all proposals, or any part thereof, submitted in response to this RFP and reserves the right to waive formalities if such

action is deemed to be in the best interest of Beacon Broadband. Beacon Broadband reserves the right to request additional information from any respondent.

SCOPE OF WORK

The scope of work is meant to act as a guideline, and it is the respondent's responsibility to propose a scope of work and provide the work necessary to complete it.

The following is a description of the Services to be performed and completed by the selected Vendor:

The contractor is responsible for providing all services to meet the needs of this RFP, including all equipment, labor, incidentals, consumables and understanding to complete the project in full.

Main aspects of the project include but are not limited to the following:

- IMPORTANT TO NOTE: BBI HAS A 15-MONTH CONSTRUCTION COMPLETE TIMELINE FOR BDP (ARPA) GRANT FUNDS, ~434 MILES.
- Provide all services, construction labor and equipment necessary to complete the project.
- BBI shall provide centralized warehousing of materials and construction equipment to complete the project. The respondent will be responsible for any lay-up yards.
- All construction must follow the NESC or ANSI standard C2 for telecom.
- Cable shall be pulled with as few cuts as reasonably possible, not at every handhole, vault, or manhole. A minimum of 50' slack loop will be in every underground location and 10% aerial footage every 5 spans or 2000', whichever is less.

Design assumptions and notes

1. Backhaul is a 288 FOC or smaller

- All underground will be a single 2" HDPE
- There is a good amount of granite
- The aerial construction will be a mix of ADSS, strand, and lash, with the majority

being stand and lash.

- There are blanket permits for USFS, BLM, Coos-Curry, and Coos and Curry Counties

Construction Services

- The contractor will be responsible for all construction services to install fiber optic infrastructure, including project management, materials, equipment, splicing, testing, and documentation.
- The proposal should include unit pricing for each construction task and method, ensuring prevailing wage when needed. Work orders will be issued by grant award, so there should be no confusion as to which portions are prevailing wage and which are not.
- All traffic control efforts need to be coordinated with the appropriate authorities when necessary to ensure a minimal impact on the residents. All traffic control plans will be in accordance with State, county, and local standards. The contractor will be responsible for following all OSHA safety standards and requirements.
- The contractor shall be responsible for notifying the “Before you Dig” 811 or locating services at least 48 hours before performing any digging or underground work. Before requesting locating services, the contractor is responsible for whitening the work area. If there are questions about the accuracy of the locates, the contractor will work with utility providers to ensure steps are taken to mitigate accidental damages to other utilities.
- The timing for the project will depend on the respondent's crew count and ability to meet construction timelines, but the proposal should reflect a realistic timeframe for project completion.
- The completed fiber optic cable installation, testing, and documentation shall be provided to BBI and project engineers for project completion efforts, including inspections, approval, and signoff.
- Before placement, any significant deviation in the running line, handhole, vault, or manhole location changes must be identified and approved by BBI’s project team.

Right of Way

1. The contractor shall make reasonable efforts to keep the work areas neat and clean with minimum impact at the end of each workday. The contractor shall dispose of garbage, loose tools, and materials from daily work activities.
2. The contractor is responsible for knowing the right of way and keeping construction activities within the right of way as called out on the construction/permit drawings or as discussed during pre-construction walkouts and reviews.
3. The contractor shall minimize the impact of the construction activities from damage.
4. Construction will take place in utility or ODOT right-of-way; therefore, the contractor must coordinate all work with ODOT in accordance with the ODOT project.
5. All restoration will be completed in a timely manner, before closing out permits and before closing out any work order.

Restoration

All required restoration shall be completed in a timely manner and to the required specifications.

All structures removed, damaged, or moved as part of the construction process shall be returned to their original or better condition and to the satisfaction of BBI and permitting authority. The contractor will repair or replace any other private or commercial property damaged during construction.

Materials

All materials used for this project will be provided by BBI and delivered to an agreed-upon location; BBI has a warehouse in Gold Beach or drop ship to the contractor location or layup yard. Contractor will be responsible for all consumables, tie wraps, tape,

Materials stored by the contractor will be the contractor's sole responsibility. The contractor shall protect the finished work, materials, and supplies from loss, damage, or injury until final acceptance of the project.

Closeout Documentation

The contractor shall provide red-line drawings or updated GIS documents of the final running line and cable sequence or footage at each handhole, vault, or manhole. As-builts will indicate any deviation from the construction drawings, such as cable size, splicing location changes, running line deviations, and handhole placement.

Updates should be done daily and submitted weekly or at agreed upon intervals agreed-upon time.

SPECIFIC REQUIREMENTS

Subcontractors

The respondent is responsible for the use of subcontractors. A detailed scope of work for each subcontractor and submission of the sub-contractor company information with proof of sufficient insurance must be submitted to the BBI project team for approval.

Timeline

Respondents must demonstrate they can ramp up and have the crews needed to complete the expected 434 grant-funded miles in the 18-month timeframe. Provide an estimated construction schedule showing the ability to complete the build on time, assuming all materials will be provided so as not to be a stumbling block for construction.

Pricing

Portions of this project will require prevailing wages, which the Davis-Bacon Act and the State of Oregon dictate. The BDP grant contract is expected to be executed the week of February 3, 2025. Any questions regarding prevailing wage rates should be directed to BOLI, State of Oregon. Any wage determinations are the contractor's responsibility, and BBI assumes no liability for inaccurate wage determinations.

The contractor agrees to provide the best possible price available for the duration of the contract. The contractor may not arbitrarily increase the unit rates quoted in the response. Any change in unit pricing should be presented to the BBI Project team along with justification. Prior approval for pricing agreements is mandatory.

Payment

The project's payment will be based on the completion of the following tasks on a monthly basis. Respondents can propose a different payment method and schedule. Unless otherwise proposed, the following will be considered acceptable by respondents.

- 60% of the unit rate can be billed after construction is complete. Construction is complete from one handhole, vault, or manhole to the next, with each having been set, conduit placed, and restoration complete.
- 10% of the unit rate paid upon completion of pulling cable, including slack coils.
- 10% of the unit rate can be invoiced after the inspection of each segment.
- 10% of the unit rate can be invoiced after Redlines.

- 10% of the unit rate can be invoiced after the final Documentation, including splicing cut sheets, OTDR of all terminated fiber strands, 10% of unterminated fiber strands, and the contract administrator's final sign-off of the project.

Payment terms will be as follows:

Task	Payment
Construction Completion	60%
Cable Placement and Splicing	10%
Inspection/Restoration	10%
Redlines	10%
Final documentation	10%

GENERAL PROPOSAL REQUIREMENTS

Experience of Firm/Project Team

Firms or their principals responding to this RFP should include an organizational chart identifying the project manager and team members, along with their titles.

Experience, Depth, and Breadth of Personnel

The project team should have a full range of relevant industry expertise. Primary personnel must be identified by name and office location, with resumes included, and should demonstrate satisfactory in-depth experience in each of the required disciplines. This should also include identifying the firm's role within any project and the year(s) in which the work took place.

Approach and Methodology

Respondents to this RFP should include a brief narrative explaining their approach. The narrative should outline the products and tasks to be provided in response to the recommended Scope of Work outlined above.

Cost and Budget

All proposals must contain a scope of services delineated, including all expenses (there will be no reimbursable expenses). Proposals must include a breakdown by cost per foot basis for the purposes of the proposal submittal; the following should be delineated:

- Construction Management/Inspection services – including construction tabulations, weekly reports, and modifications to construction drawings for feed into as-built documentation.

SCORING, EVALUATION AND SELECTION PROCESS

The following criteria, which are not necessarily listed in order of importance, will be used to review the proposals. Beacon Broadband reserves the right to weigh its evaluation criteria in any manner it deems appropriate:

- A. Respondent’s demonstrated capability to provide the services.
- B. Evaluation of the professional qualifications, personal background, and resume(s) of individuals providing services.
- C. Respondent’s experience in performing the proposed services, specifically including their proposed approach to public involvement and engagement. In cooperation with BBI, it may be necessary to be involved with the public for various reasons, such as marketing, project awareness, etc. Contractor will never be expected to do public engagement on their own.
- D. Respondent’s financial ability to provide the services.
- E. Evaluation of the respondent’s fee submission. It should be noted that while price is not the only consideration, it is important.
- F. A determination that the respondent has submitted a complete and responsive proposal as required by this RFP.
- G. An evaluation of the respondent’s projected approach and plans to meet the requirements of this RFP.
- H. The respondent’s presentation at and the overall results of any interview conducted with the respondent.
- I. Unsigned proposals will be rejected.

Beacon Broadband may develop a short list from the proposals, and interviews/presentations may be required. Scoring and ranking will include the following factors:

A.	Background of Firm		
1.	Experience and performance of the firm	20	_____
2.	Specific experience with this type of project	20	_____

3.	Staff assigned to the project	15	_____
4.	Local presence for the firm	5	_____
B. Approach to project			
1.	Understanding of BBI program and intent	15	_____
2.	Understanding of tasks	10	_____
3.	Schedule	10	_____
4.	Other factors	5	_____
	Total	100	_____

RFP SUBMITTAL REQUIREMENTS

Beacon Broadband requires the respondent to submit a concise proposal addressing all the requirements outlined in this RFP. The respondent’s representative must sign the proposal authorized to execute a contract between Beacon Broadband and the respondent. The proposal must include, at a minimum, the following sections; however, the respondent is encouraged to expand on the scope as needed:

- A. Cover Letter
- B. List the name, address, and telephone number of the firm.
- C. Signed by an authorized representative of the respondent. The respondent shall furnish documentation that the person signing the proposal is empowered with signatory authority for the respondent. The form could be a Corporate Resolution.
- D. State the proposal is firm for a 90-day period from the proposal submission deadline.
- E. Provide the name, title, address, and telephone number of the individual to whom correspondence and other contacts should be directed during the respondent selection process.
- F. Provide the location of the respondent’s headquarters. In addition, provide the location of any local support offices which will provide service to Beacon Broadband.
- G. Acknowledge that the respondent will provide the insurance and indemnification required per the attached Professional service agreement.

H. Project Team Information

The respondent must provide the names and positions of all proposed staff, including staff for proposed sub-Respondents. The proposal should also designate who will be the project manager in charge and who will be Beacon Broadband's contact throughout the project. The respondent's staff allows a single individual to fulfill multiple roles.

I. Project Understanding and Innovation

Include visions or concepts for performing the services.

J. Work Plan / Scope of Work

Include a work plan/scope of work meeting the minimum requirements of the Scope of Services identified in this RFP. Respondent is encouraged to modify or expand the minimum Scope of Services if they believe it is necessary to achieve the goals.

K. Project Schedule

The schedule needs to be adequate and reasonable to ensure the timely completion of the tasks listed in the Work Plan / Scope of Work. Emphasis should be placed on realistic review cycles.

L. Sub respondent & Work by Others

Identify all sub-respondents proposed to serve on the project, with background information for each and particular experience of key personnel, including project descriptions and resumes.

M. This section should describe all work not included in the proposal. Any work needed to complete the project not listed in the "Work Done by Others" will be considered part of the work provided by the respondent and included in the proposal.

N. Relevant Experience and References

The respondent must state the qualifications and experience of the proposed team, emphasizing the specific qualifications and experience acquired while providing services similar to those being sought by Beacon Broadband, particularly for the Project Manager and other key project staff members assigned to the project. Except under circumstances beyond the respondent's control, Beacon Broadband will not accept substitutions of key team members put forth as part of the winning proposal.

O. For all staff members, describe their role, including title and the specific services they will perform, and clearly illustrate the applicability of the individual's background, education, and experience to his or her assigned role. Include a statement of staff availability and their experiences and backgrounds.

P. Provide a brief description of at least three similar projects for which the respondent has

provided services during the past five years. For all referenced projects, list the:

- a. Client (contact person, address and phone number)
- b. respondent's project manager
- c. Key personnel involved
- d. Cost proposal shall be submitted in a separate, sealed envelope. Only one copy of the cost proposal needs to be submitted. This section shall include a cost matrix showing the following information, detailed by tasks listed in the scope of work
- e. Qualifications of Team (Experience and Knowledge)
- f. Project Understanding and Innovation
- g. Work Plan / Scope of Work
- h. Project Schedule
- i. Similar Experience / References

The respondents may be selected based on information included in the proposal or may be requested to be interviewed before final selection.

QUESTIONS

If you have any questions regarding this RFP, please contact:

Preston Young (Director of Operations)
preston@beaconbroadband.com
Phone: 541-661-7182
or
Tyler Wilson (OSP Manager)
tylerw@beaconbroadband.com
Phone: 541-551-5621

GENERAL TERMS AND CONDITIONS

A. Limitation

This RFP does not commit Beacon Broadband to award a contract, to pay any cost incurred in preparing the respondent's RFP response, or to procure or contract for services or supplies.

Beacon Broadband is not responsible for delinquent, lost, mismarked proposals, and sent to an **16**

address other than that given above or sent by mail or courier service. Beacon Broadband reserves the right to accept or reject any RFP responses received because of this request or to cancel all or part of this RFP.

B. Public Records

All proposals will become the property of Beacon Broadband and will not become public records or shared with any other persons, businesses, or groups outside of those at BBI that need to know.

C. Contract Agreement

Once a proposed contract agreement is accepted, the respondent must sign the Agreement for Respondent Services and submit all other required certifications and documentation within ten (10) calendar days of the Notice of Selection from Beacon Broadband.

The contents of the submitted proposal will be relied upon and incorporated into the awarded contract and shall become a contractual obligation. Failure of the respondent to agree to include the proposal as part of the contractual agreement will result in cancellation of the award. Beacon Broadband reserves the right to reject those parts that do not meet with the approval of Beacon Broadband or to modify the Scope of Services, as agreed by the respondent, in the final negotiated contract.

UNIT RATE SHEET

Below are the typical units we expect to be used for the construction labor portion of the build. Please complete the units and add any that are missing or that you feel should be added. Respondents may wish to include their own rate sheet.

UNDERGROUND	RATE	UNIT
Directional Bore (1) 2"		FT
Directional Bore (2) 2"		FT
Directional Bore (1) 4"		FT
Directional Bore (1) 1 1/4"		FT
Directional Bore (2) 1 1/4"		FT
Directional Bore (3) 1 1/4"		FT
Bore Rock Adder		FT
Microtrenching (Narrow Band Trenching) up to 24" deep		FT
Open Cut & Trench (1) 2" at 36" Minimum Depth of Cover		FT
Open Cut & Trench (2) 2" at 36" Minimum Depth of Cover		FT
Sleeve existing 4" conduit (3) 1 1/4"		FT
Sleeve existing 4" conduit (1) 1418 microduct in existing electrical conduit - IBEW workers only		FT
Hand dig/vac truck trenching around power transformers		FT
Install Mule tape in New Conduit		FT
Install #12 AWG Insulated Tracer Wire		FT
Install 5/8"x8' Copper Clad Ground Rod		EA
Install 3.5" Dia PVC Round Marker Posts with Orange Dome Top with Test Station		EA
Rod Existing Conduit and Install Pull Tape		FT
Installation, Underground Fiber Cable - Including Slack (All other fiber)		FT
Installation, Vault 24" x 36"		EA
Installation, Large Vault 30" x 48"		EA
Installation, Extra Large Vault 48" x 60"		EA
Installation, Flowerpot		EA
Installation, Small Pedestal (10x10,12x12, or 14x12)		EA
Installation, Larger Pedestal 24x36		EA
Install 4'x4'x4' Split Concrete Manhole		EA
Sawcut, Remove and Replace Asphalt 6" Thick		Sq Ft
Sawcut, Remove and Replace Concrete 6" Thick		Sq Ft
Sawcut, Remove and Replace Concrete 4" Thick Lifts		Sq Ft
Remove and Replace Brick Pavers		Sq Ft
AERIAL	RATE	UNIT
Bond Strand/Guy to pole ground + materials		EA
Install Strand - Including all hardware		FT
Lash Aerial Cable on new strand		FT
Over-lash Aerial Cable - Existing Strand		FT
Install Snowshoes		FT
Install Aerial Slack		FT
Tree Trimming		FT
Install Pole Risers		FT

Install Down Guy & Anchors		EA
Install Down Guy to existing Anchor		EA
Make Ready - Per pole		FT
ADSS		
Install Fiber (ADSS)		FT
Pole attachment hardware (H bracket)		EA
Pole attachment hardware (Dead-end)		EA
Pole attachment hardware (Tangent)		EA
Install U-guard for pole-mounted enclosure		EA
SPLICING		
Install New Splice Case & Prep Cable		EA
Re-enter splice Closure - Only for additional splicing not fixing mistakes		EA
Ground Splice Case + Materials		EA
Splicing, Fusion, Single Fiber		EA
Splicing Fusion, Single fiber Pigtail at the panel		EA
Splicing, Mass Fusion, 12 Fiber Ribbon		RIBBON
Testing, OTDR, Uni-Directional, Power Meter Testing		EA
Testing, OTDR, Bi-Directional, Power Meter Testing		EA
Testing existing cables Bi-Directional		EA
Document existing splicing		EA
Reel testing (5% fiber strands tested per reel prior to placement)		EA
PATCH PANELS AND CABINETS		
Install Outdoor Powered Cabinet + Site prep and Concrete Pad		EA
Install Pad mounted FDH Splitter Cabinet + Site prep and Prefab Vault		EA
Install Pole mounted FDH Splitter Cabinet		EA
Install rack mounted patch panel (Any Size) and tails		EA
Install Wall Mount Fiber Enclosure		EA
Install ISP 19" AND 23" Rack for patch panels		EA
GENERAL		
Install 2" Electric Metal Tubing (EMT)		LF
4" Core Bore		EA
2" Building Riser with LB - Up to 10'		EA
Install Nema Enclosure		EA
Flagger		HR
Traffic Control - if self-performing (outsourced is passthrough)		HR
OTHER - FILL OUT AS NEEDED		