Southside Network Authority (SNA) Board Meeting September 10, 2021

Regional Connectivity Ring Status Update

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Agenda

- Current status of near-term efforts

- Cost-Sharing Team Update

- Next Steps

Current Project Status and Timeline

- Construction and Maintenance Pre-qualification RFP – 9 responses received; 8 qualified

- Construction and Maintenance IFB – bids received and being reviewed

- Municipal Financial Advisor RFP – awarded to PFM Financial Advisors

- P3 RFP – 4 proposals received and being reviewed (Cox, GTS, Segra, WANRack)

Current Project Status and Timeline

- RFQ for Operations and Marketing TBD – aligning this effort with proposals received from our P3 RFP and bids for Construction and Maintenance to provide a comparable basis for making a financial evaluation for our dual path strategy

- Financing RFP TBD; SNA staff (including Cost-Sharing Team and PFM)

IFB Bid Summary

Company	Construction Services	Construction Materials	Construction Subtotal	Maintenance Service	Total Proposal
Cox Business	12,753,208.75	4,877,162.92	17,630,371.67	2,306,448.00	19,936,819.67
Danella Construction	16,281,366.00	8,280,047.58	24,561,413.58	2,429,545.09	26,990,958.67
Fishel	20,429,335.11	8,590,116.81	29,019,451.92	3,505,997.08	32,525,449.00
HMI Utilities, LLC	21,259,336.30	5,916,242.65	27,175,578.95	-	27,175,578.95
Quanta Telecom Services	22,804,867.02	6,790,774.35	29,595,641.37	576,000.00	30,171,641.37
SMC Infrastructure Solutions	19,540,447.42	6,856,737.29	26,397,184.71	852,900.00	27,250,084.71

Next Steps

- Execute procurement strategy per Board direction

- Continue to pursue applicable grants and strategic partnerships

  - American Rescue Plan Act

  - Federal Infrastructure Bill

  - Virginia Department of Housing and Community Development VATI grants

  - National Telecommunications and Information Administration (NTIA) Grants

  - Potential Anchor Partners

Back-up

Relative Timeline Comparison for RCR Dual Path Strategies

RCR Construction and Maintenance pre-qualification

RCR Construction and Maintenance procurement (IFB)

Financing procurement (RFP)

Procurement Track Decision

SNA Build and Operate Track

July '21

Aug '21

Sept '21

Nov '21

P3 "turnkey" Track

Public-private partnership (P3) RFP