



Request for Proposal



Broadband/Telecom Consultant & Grant Project Team Members

*Northern Santa Barbara County
Broadband Strategy & Business Plan*

RFP Release: November 14, 2022

Question Deadline: November 21, 2022

Proposals Due: December 5, 2022, by Noon Pacific Time

Telcom Consultant Presentations: December 9, 2023

Broadband/Telecom Consultant Selected: December 16, 2022

Contract Award: December 23, 2022

Consultant Target Start Date: December 27, 2022

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Introduction:

In summer of 2022, the Santa Ynez Band of Chumash Indians (“Chumash” www.SantaYnezChumash.org) and The Economic Alliance Foundation (“EconAlliance” www.EconAlliance.org) were awarded a \$444,787 grant for their July 2021 joint application to the U.S. Department of Commerce/Economic Development Administration (EDA) to develop *The Northern Santa Barbara County (NSBC) Fiber Ring Strategy and Business Plan*. Grant work is beginning in the fourth quarter of 2022.

Bulk of the EDA grant (\$330,000) is for a Broadband/Telecom Consultant to articulate two potential routes for a Northern Santa Barbara County Fiber Ring (NSBC Fiber Ring), evaluating and comparing them through a Market Analysis and Business Plan. The notional concept of the NSBC Fiber Ring was first envisioned in 2020 as a means to accelerate broadband expansion in North County and provide redundant middle-mile broadband access to key points and communities in Northern Santa Barbara County.

The project grant team will include the Chumash Grant Fiscal Coordinator, Project Analyst Santa Ynez Valley Area, Tribal Lands Specialist; EconAlliance Grant Project Manager, Project Analyst Non-Santa Ynez Valley Area, and Project Technical Lead as well as the Broadband/Telecom Consultant.

This pre-design Fiber Ring routes and analysis grant work will lay the foundation for future funding of the middle-mile Fiber Ring. The Chumash/EconAlliance EDA grant work is being done in alignment with the Santa Barbara County Broadband Strategy, which is being published December 2022.

Background: Broadband in Northern Santa Barbara County (NSBC)

The first undersea cable entered the Central Coast just a few miles from the Northern Santa Barbara County border with San Luis Obispo County and its service began in 1996. Several other cables followed during the first decade of the Millennium, most entering the Coast at Grover Beach, less than 20 miles from NSBC’s City of Santa Maria. Unfortunately, these unique assets did not jump start Central Coast broadband, as might be expected.

In the early 2000s, the City of Lompoc in NSBC developed a Wi-Fi mesh network blanketing the city with affordable basic internet access. The network was financed through a loan from the Municipal Electric Utility and was declared “revenue neutral” in 2005. While the original intention to become a subscriber network fell short of expectations, the network has evolved into a robust asset connecting city buildings and anchor institutions, with a residential subscriber base of still ~1000 households.

The Santa Ynez Band of Chumash Indians (Chumash) installed fiber in North County’s Santa Ynez Valley in 2007 and added additional fiber in 2011 and 2022.

The Northern Santa Barbara Economic Alliance (EconAlliance) established a Broadband Committee in 2013 with its committee chair (Chris Chirgwin, former CEO of Lanspeed) leading early speed test and other research on North County's broadband infrastructure.

In 2014, the tri-county Broadband Consortium of the Pacific Coast (BCPC) took the lead on regional broadband, becoming one of numerous California consortia funded through the Rural and Urban Regional Broadband Consortia Grant Account of the California Advanced Services Fund (CASF), a program of the California Public Utilities Commission (CPUC).

BCPC is one of several initiatives conducted by the Economic Development Collaborative (EDC) in Ventura County and is a tri-county consortium serving as an advocate for broadband deployment and adoption in the counties of Ventura, Santa Barbara, and San Luis Obispo.

In 2016, the City of Santa Maria signed a 20-year exclusive contract with WAVE for a fiber optic ring within the City. Throughout this time, other NSBC cities began discussing broadband needs and/or exploring their broadband municipal options.

The BCPC engaged the EconAlliance as a Santa Barbara County broadband partner in 2018, and the two organizations collaborated on policymaker outreach, and public education. They began co-hosting broadband forums and activities each year to advance understanding of broadband technology and its importance to economic development, education, and quality of life. BCPC and EconAlliance also supported Vandenberg Air Force Base (now Space Force Base) in enhancing Base broadband for its Commercial Spaceport of the Future initiative. The two organized a provider information webinar with Base IT professionals in late 2019 and a provider/Base IT "Meet and Greet" in early 2020.

The year 2020 not only marked the start of the pandemic, which heightened awareness of broadband needs, but was a milestone year for Northern Santa Barbara County broadband and related activities. In January of 2020, the EconAlliance inspired new thinking with its request for ideas about how to accelerate development of NSBC broadband. Previously, development was conceived as municipality-driven, with each community analyzing its own needs and unique solutions. The EconAlliance question, answered by then Broadband Chair Chirgwin, resulted in the Northern Santa Barbara County Fiber Ring concept.

2020 also saw a "transformational moment" occurring for the Santa Ynez Band of Chumash Indians in relation to broadband. That year, U.S. tribes were offered the opportunity to apply for spectrum through the 2.5 GHz Rural Tribal Priority Window, an opportunity for tribes in rural areas to directly access unassigned spectrum over their Tribal lands. The 2.5 GHz band suits both mobile coverage and fixed point-to-point uses and was normally used to provide broadband service for legacy educational licensees and commercial providers that leased the spectrum.

The Chumash were awarded the spectrum, and the Chumash engaged EconAlliance and BCPC in supporting the Tribe's response to the Office of Indian Energy and Economic Development (IEED) solicitation for National Tribal Broadband grant funding to develop a

Chumash broadband feasibility study. The study pledged to align broadband development with the award of the 2.5 GHz spectrum. The feasibility funding was awarded and work on the study began.

The Chumash also completed in 2020 its *Comprehensive Economic Development Strategy (CEDS)* with a broadband element, and the CEDS was approved by the U.S. Department of Commerce's Economic Development Administration (EDA), paving the way for EDA grant applications by the Chumash and other NSBC stakeholders affiliated with the Chumash or Santa Ynez Valley.

EconAlliance in 2020 began research on possible funding options for the NSBC Fiber Ring development, engaging with the EDA around potential U.S. Department of Commerce/EDA Public Works funding. As the development of the grant application progressed, EconAlliance and the Chumash decided to partner on the grant work being proposed to EDA.

As the pandemic impacts on education and healthcare increased, so did the urgency for broadband development. The California Broadband Council, at the behest of the Governor, issued its California ***Broadband for All*** blueprint for advancement of California broadband in December of 2020.

The State's *Middle Mile Broadband Initiative* (SB156) was signed into law in 2021 by Governor Gavin Newsome and became important to NSBC broadband later that year.

2021 Pacific Premier Bank funding helped the EconAlliance build support for the NSBC Fiber Ring through the target communities (Santa Maria, Guadalupe, Lompoc) broadband needs assessments and leveraging of the Chumash broadband strategy.

EconAlliance also applied successfully in 2021 for a second year of broadband funding from its local banking partner, identifying the communities of Cuyama, Los Alamos and Orcutt for broadband needs assessments and a "last mile" analysis.

In July 2021, the Chumash and EconAlliance submitted a joint application to the US Department of Commerce/Economic Development Administration to produce the *Northern Santa Barbara County Fiber Ring Strategy and Business Plan*.

Santa Barbara County Board of Supervisors, in fall of 2021, approved funding for The Santa Barbara County Association of Governments (SBCAG) to develop a countywide broadband strategy that would align with California's *Broadband for All* and the State's *Middle Mile Initiative*. SBCAG solicited additional funding support from cities around the county to partner in the effort, appointing the BCPC as project lead, with the Chumash, EconAlliance, REACH and others engaged as partners to support strategy development.

In spring of 2022, under a contract with the BCPC and in support of SBCAG, EconAlliance coordinated numerous public information/input meetings on the strategy, with the Chumash providing all audio-visual and technical support services. SBCAG and BCPC have released the draft County Broadband Strategy on the SBCAG website at www.sbcag.org/broadband.

EconAlliance is completing its bank-funded 2022 broadband work.

In alignment with the Santa Barbara County Broadband Strategy, the Santa Ynez Band of Chumash and EconAlliance are beginning work on the EDA grant to develop, evaluate and compare two potential routes for the North County Fiber Ring and address the other deliverables identified in the joint grant project (the *Northern Santa Barbara County Broadband Strategy and Business Plan*).

Schedule and Budget:

The fixed grant budget for the Broadband/Telecom Consultant is \$330,000 with completion of the major milestones expected as follows:

- The NSBC Broadband Market Analysis: June 1, 2023
 - Includes Other Products Described in the Scope of Work
- NSBC Fiber Ring Two Routes with Governance Models: July 1, 2023
 - Includes Other Products Described in the Scope of Work
- NSBC Fiber Ring Business Plan: August 1, 2023
 - Includes Products Described in the Scope of Work
- Final Grant Report Published by September 1, 2023
(Co-Authored, Designed/Printed by Broadband/Telecom Consultant)

Compensation Terms

Broadband/Telecom Consultant is to be paid \$330,000 for completion of all deliverables and products described above. Invoices (with supporting documentation on work performed) will be accepted on the dates and in the sequence and amounts below and ***will be paid within 30 days of invoice receipt and acknowledgement*** by EconAlliance, ***which payment (February -September invoices) shall be delayed the minimum amount of time until the EDA reimbursement of the prior month invoice is received.***

- | | |
|----------------------|----------|
| • January 31, 2023 | \$50,000 |
| • February 28, 2023 | \$50,000 |
| • May 31, 2023 | \$50,000 |
| • June 30, 2023 | \$50,000 |
| • July 31, 2023 | \$50,000 |
| • August 31, 2023 | \$50,000 |
| • September 30, 2023 | \$30,000 |

Broadband/Telecom Consultant Roles and Responsibilities

Role

The Broadband/Telecom Consultant is the “linchpin” of the EDA grant project work. While other team members have elements of responsibility and play key administrative, fiscal, stakeholder outreach and oversight roles, the primary deliverables and products of the *NSBC Broadband Strategy and Business Plan* EDA grant effort lie with the Broadband/Telecom Consultant, as the compensation for this role reflects.

As the subject matter expert and key producer on the team, the Broadband/Telecom Consultant will support and answer to the Project Technical Lead and Chumash and EconAlliance leadership in meeting the milestones and Scope of Work expectations of the EDA. Chumash and EconAlliance leadership will also provide direction on development and delivery of presentations and interim reports.

The work of the Broadband/Telecom Consultant in development of the Market Analysis, Route Recommendations, Business Plan and Final Report will be supported by the foundational products articulated in the Scope of Work to be contributed by other grant team members, as well as the efforts of these team members in co-authoring with the Consultant the final EDA report.

Scope of Work: Summary of Grant Deliverables/Products

NSBC Broadband Fiber Ring Strategy and Business Plan

Notes to Section:

- **Grant Project Deliverables Bolded**
- (Broadband/Telecom Consultant Deliverables and Products Underlined)
- **Items in Blue to be provided by Other Grant Team Members**

Reporting

- **Minimum of Monthly Summary of Grant Work Activities**
- Other Team Member reports to be integrated for submission to EDA

NSBC Broadband Market Analysis

Completed by June 1, 2023

- Identification of Key Industries, Anchor Institutions
- NSBC Broadband Needs Assessment
(Industries/businesses, communities-Cities/CDP areas)
- Identification of Existing (identifiable) NSBC Broadband Assets
- Gap Analysis (needs vs. assets)
- Stakeholder Benefit Analysis of NSBC Fiber Ring

NSBC Fiber Ring Two Route Options

Completed by July 1, 2023

- Development of NSBC GIS Platform
(GIS Platform to be Aligned with Santa Barbara County Platform)
 - Geocoded features such as:
 - Existing fiber
 - Other broadband assets
 - Trenches & easements
 - Tribal Sacred lands & burial grounds
 - Anchor Institutions
 - Opportunity Zones
 - Other layers as needed
 - Graphical images of alternative routes
- High-level design of two feasible routes for the NSBC Fiber Ring
(Connectivity through new fiber assets and/or leased fiber assets etc.)
 - Physical Considerations:
 - Potential mountainous,
 - Municipal
 - Rural topography
 - Shared and constructed trenches, Easements
 - Tribal lands, sacred lands and burial grounds
 - Vandenberg Space Force Base
 - Other Considerations:
 - Alignment with NSBC industry, city, CDP, area anchor institutions
 - Industry and community needs (>12 cities, communities)
 - Permit Issues

NSBC Fiber Ring Business Plan

Completed by August 1, 2023

- Estimated capital construction cost for each of the two routes
 - *Include estimated cost of all material, labor, and equipment to plan, design and construct a fiber optic infrastructure that provides a minimum of 100/100 Megabytes scaled to expand later into the Gigabyte range*
 - *Include estimated cost of running high density fiber optic cable (designed for middle mile projects)*
 - *Include estimated cost of network equipment to provide lit fiber for the routes*
- Construction Cost/Benefit-Route Comparison
- **Three Governance Models** for NSBC Fiber Ring network
 - Feasible governance models mapped to each route
 - Cost/benefit comparison of models used for each route

- Annual operations/maintenance, and management estimates for each route option/governance model, as appropriate (some governance models may not suit some routes)
- Financial feasibility and funding models
- **Construction/Operations/Governance Cross-Option Analysis for “Preferred Route/Preferred Governance Model” Option**

Final NSBC Fiber Ring Grant Project Report

Completed by September 1, 2023

- **Executive Summary**
- **Team-Produced Final Report w/Marketing Plan, Business Plan Elements**
- **Graphically Designed, Published Report**
- **PowerPoint Summary Presentation of Final Report**

Proposer Overview, Experience and Approach:

History and background of company and/or consultant proposer. Qualifications and experience with projects similar to this project. Description of consultant’s expected approach to this project, citing, for example:

- Proposed manner by which information needed to develop routing is acquired,
- Major consideration factors seen as critical to routing decisions
- Creative ideas for incorporation of possible existing assets

Minimum Qualifications

In this section, provide documentation that the Proposer has at least 5 years experience with demonstrable success in broadband planning (including infrastructure, governance, finance), broadband resource development and grant writing, and engagement of multiple stakeholders and incorporating diverse feedback (e.g., public, private, rural, urban, IT, economic development).

Failure to meet these minimum qualifications will cause the Proposal to be considered non-responsive, and it will be removed from further consideration.

Broadband/Telecom Consultant ’s Experience:

In this section of the Proposal, provide information regarding the Proposer's experience with Broadband related development, implementation, and planning, and specifically projects at a regional scale and with numerous independent partners.

Relevant Projects Completed:

Proposing firm will demonstrate, at minimum, the following qualifications:

- (a) Demonstrated industry experience in Fiber Optics Middle Mile and Fiber-to-the-Home (FTTH) broadband and network research, analysis, planning, engineering, and business development.

- (b) Demonstrated experience conducting broadband feasibility studies of similar size and scope. Please provide at least three examples of broadband feasibility studies that your firm has conducted and contact information for these clients.
- (c) Demonstrated experience with successful broadband strategic deployment plans by municipal fiber broadband providers. Please provide at least one example of a feasibility study conducted by your firm that led to a successful municipal Middle Mile and FTTH project and contact information for this client.
- (d) Experience with and knowledge of the legal and regulatory environment in the State of California.
- (e) Demonstrated experience with the completion of past projects on schedule and on budget.

Available Staff's Experience:

Provide the resumes of the key personnel (prime and/or subcontractor) capable of providing the services across each scope of work item and project deliverable. Please also include an organizational chart identifying the name, title, and firm for each key staff member and how the project team will interact with EconAlliance.

Instructions for Preparing the Proposal:

- Proposals shall be limited to twenty-five (25) 8½" x 11" single-sided pages with appendixes.
- Please adhere to the following requirements in preparing and binding your RFP and any Letters of Interest.
 - Please use a minimum font size of 12-point and maintain margins of 1 inch on all four sides.
 - Page numbers must be centered at the bottom of each page.
 - Use 8½" x 11" paper only.
 - Bind proposals by stapling at the upper left-hand corner only. Do not utilize any other binding system.
 - Do not provide tabbed inserts or other features that may interfere with machine copying.
 - Submit a total of two (2) copies of the Proposals in a sealed envelope marked on the outside "Broadband Fiber Ring Strategy & Business Plan as well as include a digital copy on a USB Drive.

Proposal Submittal Procedures

Proposal Content and Format: To simplify and expedite the review process, EconAlliance requests that Proposers prepare proposals in the standard format specified below:

Title Page

Proposer should identify the RFP subject, name of the firm, local address, telephone number, fax number, name and title of contact person, date of submission, and period for which the proposal is effective.

Table of Contents

The table of contents should include a clear and complete identification by section and page number of the materials submitted.

Transmittal Letter

The transmittal letter should be not more than two pages long and should include as a minimum the following:

1. A brief statement of the proposer's understanding of the objective of the services to be performed
2. A positive commitment to perform the services within the time period specified completion date.
3. The names of persons authorized to represent the proposer, their title, address, and telephone number (if different from the individual who signs the transmittal letter).

Questions on the RFP should be directed to Services@EconAlliance.org

Submittals Required:

The Proposals should be mailed to:
EconAlliance of Northern Santa Barbara County
C/O Halsell
3130 Skyway Drive
Santa Maria, California 93455

General RFP Information:

Each proposal response must contain responses to the following questions appearing in this section:

1. Name (firm or individual) of Proposer.
2. Your Address.
3. Your Federal Employer Identification Number.
4. How long have you been in business?
5. Are you a local, state, regional, national, or international operation?
6. What is the location of the office from which the RFP work is to be done?

Proposals and all required submittal items must be received by the submittal deadline. Proposer is solely responsible for ensuring its Proposal is received by EconAlliance in accordance with the RFP requirements before Closing Date and Time.

EconAlliance is not responsible for any common transmission errors or delays, or for any mis-delivery for any reason. EconAlliance will not accept Proposals submitted after the Proposal submittal deadline. A Proposal may be withdrawn or replaced with a modified Proposal by written request from an authorized representative of Proposer, provided the request (and any modified Proposal) is received prior to the deadline for Proposal submittal.

Right to Reject Proposals:

EconAlliance reserves the right to retain all proposals submitted and to use any ideas in a proposal regardless of whether that proposal is selected. Submission of a proposal indicates acceptance by the firm of the conditions contained in this RFP unless clearly and specifically noted in the proposal submitted and confirmed in the contract between EconAlliance and the firm selected.

Cost of Preparing the Proposal:

The RFP does not commit EconAlliance to paying any costs incurred by any Proposer in the submission or presentation of a proposal, in making the necessary studies for the preparation, or publishing the final reports.

EVALUATION PROCESS AND CRITERIA:

Evaluation Process Proposals will be evaluated by the EconAlliance based on a variety of criteria including, but not limited to:

- Experience with projects of similar size, schedule, and complexity.
- Completeness of responses to the Scope of Services.
- Qualifications of Proposer and project team personnel.
- Responses of references from past projects.
- Demonstrated experience and knowledge of next-generation network topology.
- Price, which will be scored separately after the proposals are evaluated and scored.

The EconAlliance will evaluate all proposals that are submitted by the RFP deadline. After each proposal is evaluated and scored, it is anticipated that the EconAlliance will select up to three finalists from among these submissions who will be invited to make a presentation to the EconAlliance. Such presentations may be conducted either electronically or in Santa Maria by mutual agreement of the EconAlliance and finalist(s). The EconAlliance reserves the right to reject any and all proposals regardless of merit.

A selection committee will rank each item of the Proposal based on the maximum possible points listed below. Listed categories will be evaluated by each member of the selection committee.

There is no category for rating a narrative approach on its merits. However, a narrative approach may be considered, where appropriate, to expand a Proposer's explanation regarding any of the following evaluation categories.

(Up to 30 points) "Broadband/Telecom Consultant's Experience" and "Available Staff's Experience"

Consider the Coordinator's experience within the past 5 years with the type of service offered to EconAlliance. Review the references provided by the Proposer and evaluate the firm in each of the following categories:

- The Project Manager or Lead
- Quality of services provided
- The relevance of the services provided to the project's mission, goals, and main priorities.
- Consider the resumes of the key personnel in each applicable area of service to be authorized.
- Evaluate the "Available Staff's" experience in the following categories:
 - Regional Broadband Strategy
 - Broadband Governance
 - Broadband Stakeholder Engagement and Facilitation
 - Broadband Deployment Planning and Financing
 - Identification of Broadband Funding Sources
 - Additional Experiences Relevant to the Outlined Scope of Work and Project Deliverables

(Up to 50 points) "Project and Contract Methodology"

Evaluate each firm based on its proposed methodology for the execution of this contract. Consider each firm's understanding of the purpose and scope of this project/contract. Evaluate the soundness of the strategy and actionable items; assess how achievable the deliverables are for the contract period.

(Up to 20 points) "Other Evaluation Categories & Reviews"

Evaluate each Broadband/Telecom Consultant based on favorable reviews (including from internet sources) provided by the Broadband/Telecom Consultant and any additional information relevant to the proposed project. This may include, but is not limited to, innovative ideas and previous experience of working in the California Central Coast Region.

PROPOSAL VALIDITY PERIOD

Each proposal shall be irrevocable for a period of ninety (90) days from the Contract Award Date.

Ownership and Disclosure:

All documents and materials prepared pursuant to this proposal are the property of the EconAlliance. The EconAlliance shall have the unrestricted authority to publish, disclose, distribute, and otherwise use, in whole or in part, any reports, data or other materials prepared under this process. All proposals are subject to any applicable provisions of the California public records law. However, there will be no disclosure of the contents to competing firms until the contract is awarded. All proposals will be kept confidential during the negotiation process. Once the contract has been awarded all proposals will be open for public inspection, except for trade secrets and confidential information, which the firm identifies as proprietary.

CONTRACT GENERAL TERMS AND CONDITIONS

General Requirements:

All proposers are required to comply with the provisions of the RFP. The EconAlliance reserves the right to reject any and all proposals received as a result of this request for proposal, or to negotiate separately with any source whatsoever in any manner necessary to serve the best interest of the EconAlliance. The contents of the proposal of the successful Broadband/Telecom Consultant will become the contractual obligation if a contract ensues. Failure of the successful Broadband/Telecom Consultant to accept these obligations may result in cancellation of the award. The selected Broadband/Telecom Consultant will be required to assume responsibility for all services offered in their proposal whether or not produced by them. Further, the Broadband/Telecom Consultant will notify EconAlliance of the designated person who will be the sole point of contact with regard to contractual matters, including payment of any and all charges resulting from the contract.

Ordinances, Permits, and Licenses:

The contractor shall keep fully informed of local ordinances, state and federal laws in any manner affecting the work herein specified. The proposer shall comply with said ordinances, laws, regulations, and protect and indemnify the EconAlliance, its officers, and agents against any claim or liability arising from, or based upon, the violations of any such laws, ordinances, or regulations.

All permits, licenses, and inspection fees necessary for the and delivery of the requested items shall be secured and paid for by the proposer.

Contract Alterations:

No alteration in any of the terms, conditions, time, delivery, price, quality, quantities, or specifications will be effective without the prior WRITTEN consent of EconAlliance.

Waiver of Provisions:

Contractor agrees that the waiver, acceptance, or failure by EconAlliance to enforce any provisions, terms or conditions of this contract shall not operate or be construed as a waiver of prior or subsequent breaches or the right of EconAlliance to thereafter enforce such provisions.

Cancellation:

This contract may be terminated by either party upon not less than sixty (60) calendar days written notice should the other party fail substantially to perform in accordance with the terms and/or conditions of this contract or any supplements thereof. This contract may also be terminated by EconAlliance in the event that the project is permanently abandoned.

Contract Breach:

In the event of a breach by the proposer of any of the provisions of this contract, EconAlliance reserves the right to cancel and terminate this contract forthwith upon giving oral or written notice to the contractor.

Damages

The proposer shall be liable for any damage to EconAlliance resulting from their refusal or failure to complete the work under this contract. Damages shall be those actually incurred and include the cost to obtain the contracted work elsewhere.

Hold Harmless and Indemnification

In addition to the Ordinances, Permits and Licenses Indemnification section above, the proposer shall indemnify, defend, and hold EconAlliance, its officers, agents, employees, and independent contractors harmless from any loss, claims, actions, liability, or costs, including attorney fees and other costs of defense, arising out of or in any way related to furnishing of supplies and/or services under this agreement and arising from the sole or joint negligence of the proposer, including any claim, loss or liability contributed to by EconAlliance own negligence. This right of indemnification and to be held harmless shall be in addition to, and not in replacement of any other right that EconAlliance may have under any statute, under the common law, or under this contract.

Insurance

The provider shall procure and maintain, at its expense, during the term of any contract resulting from this RFP, at least the following insurance, covering work performed. Evidence of the above coverage issued by a company satisfactory to EconAlliance shall be provided to EconAlliance by way of a certificate of insurance naming EconAlliance as an additional insured by the following insurance before any work or services commence. A 30-day notice of cancellation or material change in coverage clause shall be included. Failure to maintain the proper insurance shall be grounds for immediate termination of this contract.

COVERAGE	LIMITS
A. Professional P&EO Liability Insurance	- \$2,000,000 each occurrence
B. Worker’s Compensation	- As required by California Law
C. Employer’s Liability	- \$ 500,000 each occurrence
D. Public Liability (Bodily injury)	- \$1,000,000 combined single limit
E. Public Liability (Property damage)	- \$1,000,000 combined single limit
F. Automobile Liability (Bodily injury)	- \$ 200,000 each person
G. Automobile Liability (Property damage)	- \$ 50,000 each occurrence

The proposer agrees to furnish insurance certificates, showing the proposer’s compliance with this section. A 60-day notice of cancellation or material change in coverage clause

shall be included. Failure to maintain the proper insurance shall be grounds for immediate termination of this contract.

Equipment and Material:

The proposer shall be responsible for any loss, damage, or destruction of its own property, equipment, and materials used in connection with the work.

Subcontractors:

The proposer shall require all subcontractors to provide and maintain general liability, auto liability, professional liability (as applicable), and workers' compensation insurance with coverages equivalent to those required of the general proposer in this contract. The proposer shall require certificates of insurance from all subcontractors as evidence of coverage.

Exception or Waivers:

Any exception or waiver of these requirements shall be subject to review and approval from EconAlliance.

EconAlliance Personnel:

No officer, agent, consultant, or employee of EconAlliance shall be permitted any interest in the RFP contract.

Independent Contractor Relationship:

The proposer is and shall perform any services related to any contract resulting from this RFP as an independent contractor, and as such, shall have and maintain complete control over all of its employees, agents, and operations. Neither the proposer nor anyone employed by it shall represent, act, purport to act or be deemed to be the agent, representative, employee or servant of the EconAlliance or this Broadband Feasibility Study RFP. The proposer selected by this RFP will be working as an independent contractor and will be required to take out and keep in force all permits, licenses, certifications, other approvals, and or insurance that may be required by the City of Santa Maria, any local or regional governmental agency, the State of California, or the federal government. Failure to comply with any of these items would be grounds for immediate cancellation of the contract. Proposer shall be solely responsible for its payments of all federal, state, and local taxes.

Non-Discrimination Clause:

The Proposer agrees not to discriminate against any client, employee or applicant for employment or for services, because of race, color, religion, sex, national origin, physical or mental handicap, sexual orientation or age unless based upon bona fide occupational qualifications with regard to, but not limited to, the following: employment up grading, demotion or transfer; recruitment or recruitment advertising; layoffs or termination; rates of pay or other forms of compensation; selection for training; and/or rendition of services.

Workers' Compensation:

The proposer shall provide and maintain workers' compensation coverage for its employees, officers, agents, or partners as required by applicable workers' compensation laws. The proposer shall provide a certificate of insurance to EconAlliance as evidence of coverage containing a 60-day notice of cancellation clause.

Equal Opportunity:

The Econ Alliance prohibits, in accordance with the law, discrimination based on race, sex, sexual identity or expression, gender origin or identity, national origin, religion, disability or age.