State of Georgia
Official Issuing Agency: State Properties Commission (SPC)
Request for Information (RFI)
Event Name: Broadband Strategic Leasing Program

1. Introduction

1.1. Purpose of the Request for Information

The State Properties Commission (hereinafter, "SPC"), through the RFI seeks to explore the possibility and determine the viability of marketing state properties for long term leases (10 to 50-year terms) to broadband infrastructure or operator companies that would generate revenue to the State Treasury. SPC will provide a report of findings with recommendations to Georgia's leadership on how to maximize Georgia's real property portfolio revenue potential.

Scope of the RFI
The RFI scope includes; the real properties; bare land, buildings, towers, other structures and railroad rights of way that SPC has the responsibility to manage as well as the State University System's bare land and buildings and the Georgia Department of Transportation railroad rights of way managed by the Intermodal Division. The scope DOES NOT include GDOT state and interstate road rights of way or the P3 project that has been released by GDOT.

State Properties Commission (SPC)
SPC is the State's Real Estate Portfolio Manager, which is responsible for the acquisition and disposition of all real property and other real property interests held by the State of Georgia. Additionally, SPC provides leasing assistance to State entities operating in both State-owned and commercially owned space.

As the State's real estate portfolio manager, the State Properties Commission's mission is to advise, guide and maximize Georgia's real estate portfolio by applying industry best practices in asset, space and transaction management.

In partnership with the University System of Georgia and the Georgia Department of Transportation, SPC has inventory and management responsibilities for the entire State of Georgia portfolio, which consists of 800,000 acres of land, 14,800 buildings/ towers/ structures, and over 540 miles of railroad rights of way. Although SPC is the State's portfolio manager, the Georgia General Assembly must authorize by Resolution any conveyance or lease of State- owned property greater than three (3) years. The length of time it takes to gain authorization limits SPC's ability to react in a timely fashion to the broadband infrastructure market, leading to the need to explore the potential of the Broadband Strategic Leasing Program. SPC does not have authority or responsibility for state road or interstate rights of way which is the responsibility of the Georgia Department of Transportation and should not be considered a part of this RFI.

SPC maintains a Building, Land & Lease Inventory of Property (BLLIP), an interactive web-based geographical information system, which includes information regarding each property in the State's real estate portfolio. Users are able to, search and prepare reports using real time information about State-owned and leased properties and buildings as well as other assets. (www.realpropertiesgeorgia.org)

Background: Broadband Strategic Leasing Program RFI
In 2018 the Governor signed into law Senate Bill 402, the Ace Act, which directed the Georgia Technology Authority ("GTA") to establish and implement policies and programs necessary to coordinate state-wide efforts to promote and facilitate deployment of broadband services and other emerging communications technologies throughout the state. The Ace Act specifically authorized GTA, in conjunction with SPC, to conduct an analysis of any state assets, including real property and structures thereon, that may be leased or otherwise utilized for broadband services deployment.

Objectives: Broadband Strategic Leasing Program RFI. The primary goal of this RFI is to obtain information and recommendations from knowledgeable industry sources on how SPC should:

- Identify and quantify State properties, by property type, that may be of interest to be leased by broadband companies
- Identify property characteristics, by property type, that broadband companies target for installation of their infrastructure
- Identify property selection criteria, by property type, that broadband companies use to select location for their infrastructure.
- Identify property data requirements, by property type, used by site selection professionals
- Identify program design and operations requirements of a competitive leasing program
- Identify business model approaches to develop a go to market strategy to maximize portfolio potential
- Identify best practices for a broadband strategic leasing program
- Develop a revenue model with revenue potential
- Develop the report and recommendations

1.2. Overview of the RFI Process

This RFI is an information gathering tool and such information gathered may or may not be used by the SPC to develop a competitive solicitation at some future date. Companies are not required to respond to any or all of the questions in the RFI. Failure to respond to the RFI will not prohibit the company's participation in any competitive solicitation that may result from the RFI. However, companies are strongly encouraged to respond to RFIs as this is a great way to ensure the SPC is aware of the company interest and capabilities.

1.3. Schedule of Events

The schedule of events set out herein represents the SPC's best estimate of the schedule that will be followed. However, delays to the process may occur which may necessitate adjustments to the proposed schedule. If a component of this schedule, such as the close date, is delayed, the rest of the schedule may be shifted as appropriate. Any changes to the dates up to the closing date of the RFI will be publicly posted prior to the closing date of this RFI. After the close of the RFI, the SPC reserves the right to adjust the remainder of the proposed dates on an as needed basis with or without notice.

Description	Date	Time
Release of RFI	Sept. 30, 2019	5:00 p.m. ET
Deadline to submit questions	October 7, 2019	5:00 p.m. ET
Deadline for Submitting Responses	November 1, 2019	5:00 p.m. ET

1.4. Definition of Terms

Real Properties or property types: State real property assets included in this RFI are comprised of bare land, land with buildings, buildings, building rooftops, towers, railroad rights of way and linear corridors across land.

Broadband company: Any company engaged in the investment, construction or operations of wireless or wireline broadband networks whether for wholesale or retail service operations.

Broadband infrastructure: wireline and wireless; equipment, equipment housing, cable, conduit systems, towers and antennae.

2. Instructions to RFI Responders

By submitting a response to the RFI, the Responder is acknowledging that the Responder has read the information and instructions and agrees to comply with the information and instructions contained herein.

2.1. General Information and Instructions

2.1.1. Submitting Questions
Please use this link to remit all questions.

2.1.2. Costs for Preparing Responses
The cost for developing the response and participating in this RFI process is the sole responsibility of the company. The State will not provide reimbursement for such costs.

2.2. Submittal Instructions
Listed below are key action items related to this RFI. This portion of the RFI provides instructions regarding the process for reviewing the RFI, preparing a response to the RFI and submitting a response to the RFI.

2.2.1. RFI Released
The release of this RFI is formally communicated through the posting of the State Properties Commission (SPC) website, which is accessible online as follows: https://gspc.georgia.gov/broadband-strategic-leasing-program-rfi .

.

2.2.2. RFI Review
The RFI consists of the following:
1. This document, entitled "The SPC RFI Document", and
2. Any and all documents provided by the SPC as downloads from the SPC RFI web page.
Please carefully review all information contained in the RFI, including all documents available as attachments or available through links. Any difficulty accessing the RFI or opening provided links or documents should be reported immediately to RFIbroadband@spc.ga.gov.

2.2.3. Preparing a Response
When preparing a response, the supplier should ensure its response is accurate and readily understandable and uses the RFI response template provided to answer the RFI questions

2.2.4. Electronic Copies
1. Use caution in creating electronic files (i.e., make sure files do not contain viruses, etc.).
2. Use commonly accepted software programs to create electronic files. The SPC has the capability of viewing documents submitted in the following format: Microsoft Word or WordPad, Microsoft Excel, portable document format file (PDF), and plain text files with the file extension noted in parentheses (.txt).

2.2.5. Submitting the Response
1. Send the response via email and mark the subject line of the electronic response by email with:
   a. Event Name: Broadband Strategic Leasing Program and RFI

Send the RFI response to:
RFIbroadband@spc.ga.gov

3. Requested Information
SPC recognizes the leasing of properties for broadband infrastructure deployment is a highly specialized and evolving marketplace with many companies representing various business models and services participating.

The State is prepared to consider the application of a wide range of strategies for optimizing assets. It is important to recognize that some state properties are in multiyear leases today; however, the State believes a more efficient

and comprehensive review, identification, and evaluation of specific opportunities could maximize utilization of real property assets and minimize associated costs.

An important consideration when applying any strategy is that the State's fiscal position, policy/programmatic goals, and requirements may change over time. Therefore, any real estate optimization plans should incorporate both a short- and long-term perspective.

SPC recognizes the competitive nature of the market and is not seeking company specific confidential or proprietary information in response to the RFI questions. This RFI is exploratory in nature. It is being conducted to solicit information about industry best practices, ideas, tools, and recommendations from interested parties concerning real estate portfolio optimization. SPC is requesting responses based on current market understanding and practices that will assist the State in the development of a potential strategic leasing program that will maximize the revenue potential of the state's real property portfolio. Should SPC's final report recommend establishing a broadband strategic leasing program that is authorized by the Governor and Legislature, SPC may pursue the development of a formal Request for Proposals (RFP) for specialized expertise to assist SPC in accomplishing their goals.

RFI Questions: Broadband Strategic Leasing Program
1. Survey Questions for the final report
    a. Has there been interest in leasing State properties in the past?
    b. What were the impediments found?
    c. Do you think a strategic leasing program would facilitate additional investment for deployment and upgrade of broadband services in Georgia?
    d. Do you think a strategic leasing program could reduce barriers to broadband deployment?
    e. Do you think a strategic leasing program could increase broadband access in rural Georgia?
    f. Do you think the state should consider leasing land for data center development?
    g. Do you see economic benefits to the State of Georgia from a state broadband strategic leasing program?
    h. Do you see benefits to expanded access to health care and education from a strategic leasing program?
    i. Do you see benefits to enhancing public safety from a strategic leasing program?
    j. Would other states benefit from having the RFI and results report?
    k. How important to a program's success would having specialist resources from an industry company to manage the program for the state be?
    l. How many years before we see 5G deployed in all Georgia cities?
    m. What do you think will be significant inhibitors to 5G rollout?
    n. What will be the % of macro towers versus other types of sites (e.g. urban poles, rooftops, billboards, DAS, BTS hotels) in new construction in the coming 5 years?
    o. Is tenancy ratio growth accelerating, slowing, or are tenancy ratios falling in the markets?

2. Property requirements in a competitive leasing program
    a. What are property selection criteria to be competitive in a leasing program?
        i. Bare land
        ii. Building Rooftop
        iii. Building other
        iv. Tower structures
        v. Railroad right of way
    b. What are property data field requirements to support site selection professionals. Examples might be; Building height, rooftop type, fiber to building, space available for telecommunications equipment, how much space available, building power capacity, building AC, building security, 24x7 access, backup generator.
        i. Bare land
        ii. Building Rooftop
        iii. Building other
        iv. Tower structures
        v. Railroad right of way
    c. Beyond the data fields above, what additional information would be needed by company site selection team in order to evaluate a property for lease selection?

i. Bare land
    ii. Building Rooftop
    iii. Building other
    iv. Tower structures
    v. Railroad right of way
d. What should SPC be prepared to provide to the market in order to spur interest in the use of its railway right of way by broadband companies for the installation of fiber and or building new tower infrastructures?
e. What should SPC provide subject to the use of existing infrastructure within the railway right of way i.e. catenary, existing huts and other structures?
f. Should SPC consider excess capacity builds with new infrastructure placements with the railway right of way?
g. What improvements should the state consider making to properties for the leasing program; land, buildings, towers etc.? For instance: How could the State upgrade existing Public Safety towers to TIA-222 Rev H standards in conjunction with making space available for third party operators use?
    i. Bare land
    ii. Building Rooftop
    iii. Building other
    iv. Tower structures
    v. Railroad right of way

3. What do the stages of a broadband company's infrastructure site selection process look like?
    a. What are the key process milestones from a site selection team perspective?
    b. For State properties to be competitive, what are optimum time frames to accomplish key process milestones above from site identification, evaluation and selection to contract signature?

4. Program standards and Coordination
    a. Should the state adopt a simple, predictable, and consistent program approach and cost structure for leasing State properties for private use, including cross-agency valuation where more than one agency or department has jurisdiction over some or all aspects of managing the private use of State properties for a given project or type of broadband infrastructure project?

    b. Given the variety of properties and lease types, where is it feasible for the program to have a uniform approach?

    c. Given the variety of properties and lease types, where is it feasible for the program to have a uniform cost structure?

    d. What would be the operational requirements for a competitive leasing program that maximizes state revenue and aligns with site selection best practices requirements.

        i. Skill set and knowledge resources types?
        ii. Automated workflow processes

5. Identify business model approaches for state consideration to develop a go to market strategy to maximize the state properties portfolio potential?
    a. In what ways should we be looking at state assets as revenue-generating opportunities?

6. Are you aware of programs used by other governments in the U.S. or elsewhere that have provided successful monetization of government property like bare land, buildings, towers and other structures? If so, please provide a link for reference for state follow up.

7. What financing models and structures would companies bring to fund the design, construction and maintenance of broadband infrastructure on leased state properties?

8. Identify best practices and recommendations for a broadband strategic leasing program.
    a. What are the key risks / factors associated with the implementation of a successful leasing program?
    b. What are the key risks / factors for a company considering a property lease with the state?
    c. What would be the concerns and best practices for a lease program related to the items below?
        i. Environmental approvals
        ii. Timely communication
        iii. Decision making
        iv. Inflationary increases
        v. Transparent transaction process
        vi. Performance specifications, key performance indicators
        vii. Contract provisions
        viii. Qualifications of companies and any financing nuances

9. What are design and construction standards and requirements for potential leasing of properties should the state be aware of for:
        i. Bare land
        ii. Building Rooftop
        iii. Building other
        iv. Tower structures
        v. Railroad right of way

10. What minimum qualifications should be required of a company interested in leasing state property?

11. What other issues do you see that would hinder the success of a strategic leasing program?

12. What are the available and recommended real estate database management and analytical tools, professional skill sets, and practices the State could apply as value-added services to enhance a strategic leasing program?

13. When developing a revenue model with revenue potential estimates:
    a. What are recommended methods of developing a revenue model to determine the State's revenue potential for the long-term leasing of real property assets?
    b. How can the State identify the best properties to market?
    c. How can specialized property marketing techniques be applied to maximize lease revenue?
    d. What methodologies are available to value the State's marketable real estate portfolio and other assets?
    e. What are average market rates generally established in the State of Georgia to develop a revenue potential by property type and by geographic market? Metro, urban and rural?
        i. Linear corridor easements on bare land and railroad right of way
        ii. Towers structures and equipment:
            1. Macro tower on land; monopole, lattice, guyed and stealth
            2. Towers, antennae on building rooftops or other structures
            3. DAS indoor or outdoor
            4. Small Cell (5G)
        iii. Co-locator fees for multi-tenant
    f. Please review the information provided in the RFI attachments; the land database and the building database and provide us with input on approaches the State might use to estimate revenue potential from the portfolio?
    g. How many new sites might we expect to see in Georgia over the next 5-10 years?
    h. What Inflation Adjustment factor should be used by property types?
    i. Should application processing fees be charged to cover some administrative costs?
    j. What compensation options should the State consider for contracted company(s) to operate and manage a strategic leasing program which are mutually beneficial?
    k. Are there existing pricing templates or rate sheets that the state can reference?
    l. If possible, through use of the SPC Building, Land & Lease Inventory of Property (BLLIP) database, can you identify subsets of properties, by type and geographic area, that might be of interest?

14. What is the breadth of your experience in property analysis, site selection and multiyear leasing for broadband infrastructure use?
    a. Do you have expertise in any particular public sector property uses such as; linear (e.g. roads railroad rights of way for wireline and wireless infrastructure use)?

15. When developing our report and recommendations,
    a. Are there wireless and wireline broadband infrastructure standards that could be incorporated into new state building design?
    b. Should the state require that selected or designated tenants install additional infrastructure (e.g. conduit, fiber to the roof, universal antenna mounting brackets) for future use by the state?
    c. Collocation: Should the State require that all incumbent and new use sites be only permitted if there is a collocation design submitted, reviewed and approved or denied?   i.e., there must be site plans which identify the robust provision of utility services, conduits and supporting structure integrity to support additional third-party telecommunications equipment either contemplated by the applicant or the existing site manager for future multi-tenancy.
    d. Public Wi-Fi Services: Should the State permit usage of state-owned properties to incumbent and new public Wi-Fi operators?
    e. Should all future Wi-Fi applicants which seek to use State properties be required to provision Hotspot 2.0 and or Passpoint services?
    f. Ubiquitous Wi-Fi service overlap. How should the State approach the potential to unite both incumbent public and or independent governmental Wi-Fi networks as one ubiquitous network where users need not re-authenticate multiple times to gain access to one network footprint?
    g. Spectrum Management: How should the State manage and monitor the spectrum use of incumbent and new Licensees on State owned properties?
    h. Should the State Properties Commission allow prospective Licensee to regulate spectrum interference with other current or future users amongst themselves or should the State mandate non-interference assurances prior to Leasing to new telecommunications Licensees?
    i. Mini Data Centers: Should the State consider leasing mini data center space to system integrator incumbents which could manage CRAN installations in more urban or suburban metro areas to reduce the amount of antenna clutter from independent operators?
    j. What considerations should the State adopt in the siting of new telecommunications tower sites?
    k. How should the State work with public safety entities in proliferating their needed next generation services and infrastructure with that of the rest of the telecommunications industry?

4. Additional Information

The SPC may, at its discretion, ask one or more companies to provide additional information and/or meet with the SPC to further discuss the company's information.

5. List of RFI Documents

The RFI document
The RFI response template
The BLLIP database in 2 MSFT Excel documents; properties and buildings.