**Exhibit B - RFI Response Template**

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| **RFI NAME** |  | | **RFI ID** |  |
| **REQUESTING PARTY** |  | | **RESPONDING PARTY** |  |
| **RFI SUBMISSION DEADLINE** |  | | **DATE OF RFI RESPONSE** |  |
|  |  |  |  |  |
| **ORGANIZATION NAME** |  | | **CONTACT NAME** |  |
| **ADDRESS** |  | | **CONTACT TITLE** |  |
|  | | **PHONE** |  |
|  | | **EMAIL** |  |
|  | | **WEBSITE** |  |
|  |  |  |  |  |
| **ORGANIZATION BACKGROUND** | | | | |
| **COMPANY SERVICES** |  | | | |
| **STATEMENT OF CORE BUSINESS COMPETENCIES** |  | | | |
| **BRIEF SUMMARY OF WHY YOUR ORGANIZATION IS INTERESTED IN THE RFI** |  | | | |

|  |  |
| --- | --- |
| **Survey questions:**  **Survey questions:** | Have you been interested in long term leasing of State properties in the past? |
| **RESPONSE:** |
| If yes, what were the impediments found? |
| **RESPONSE:** |
| Do you think a strategic leasing program would facilitate additional investment for deployment and upgrade of broadband services in Georgia? |
| **RESPONSE:** |
| Do you think a strategic leasing program could reduce barriers to broadband deployment? |
| **RESPONSE:** |
| Do you think a strategic leasing program could increase broadband access in rural Georgia? |
| **RESPONSE:** |
| Do you think the state should consider leasing land for data center development? |
| **RESPONSE:** |
| Do you see economic benefits to the State of Georgia from a state broadband strategic leasing program? |
| **RESPONSE:** |
| Do you see benefits to expanded access to health care and education from a strategic leasing program? |
| **RESPONSE:** |
| Do you see benefits to enhancing public safety communications from a strategic leasing program? |
| **RESPONSE:** |
| Would other states benefit from having the RFI and results report? |
| **RESPONSE:** |
| **RFI Questions** | How important to a program’s success would having specialist resources from an industry company to manage the program for the state be? |
| **RESPONSE:** |
| How many years before we see 5G deployed in all Georgia cities? |
| **RESPONSE:** |
| What do you think will be significant inhibitors to 5G rollout? |
| **RESPONSE:** |
| 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? |
| **RESPONSE:** |
| Is tenancy ratio growth accelerating, slowing, or are tenancy ratios falling in the markets? |
| **RESPONSE:** |
| Property requirements in a competitive leasing program  What are property selection criteria to be competitive in a leasing program?   * Bare land * Building Rooftop * Building other * Tower structures * Railroad right of way |
| **RESPONSE:** |
| Property requirements in a competitive leasing program  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.   * Bare land * Building Rooftop * Building other * Tower structures * Railroad right of way |
| **RESPONSE:** |
| Property requirements in a competitive leasing program  What would be the concerns and best practices for a lease program regarding?   * Environmental approvals * Timely communication * Decision making * Inflationary increases * Transparent transaction process * Performance specifications, key performance indicators * Contract provisions * Qualifications of companies and any financing nuances |
| **RESPONSE:** |
| Property requirements in a competitive leasing program  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?   * Bare land * Building Rooftop * Building other * Tower structures * Railroad right of way |
| **RESPONSE:** |
| Property requirements in a competitive leasing program  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? |
| **RESPONSE:** |
| Property requirements in a competitive leasing program  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? |
| **RESPONSE:** |
| Property requirements in a competitive leasing program  Should SPC consider excess capacity builds with new infrastructure placements with the railway right of way? |
| **RESPONSE:** |
| Property requirements in a competitive leasing program  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?   * Bare land * Building Rooftop * Building other * Tower structures * Railroad right of way |
| **RESPONSE:** |
|  | What do the stages of a broadband company’s infrastructure site selection process look like?   * What are the key process milestones from a site selection team perspective? * 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? |
| **RESPONSE:** |
| Program standards and Coordination  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? |
| **RESPONSE:** |
| Program standards and Coordination  Given the variety of properties and lease types, where is it feasible for the program to have a uniform approach? |
| **RESPONSE:** |
| **RFI Questions:** | Program standards and Coordination  What would be the operational requirements for a competitive leasing program that maximizes state revenue and aligns with site selection best practices requirements.   * Skill set and knowledge resources types? * Automated workflow processes |
| **RESPONSE:** |
| Identify business model approaches for state consideration to develop a go to market strategy to maximize the state properties portfolio potential?   * In what ways should we be looking at state assets as revenue-generating opportunities? |
| **RESPONSE:** |
| 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. |
| **RESPONSE:** |
| What financing models and structures would companies bring to fund the design, construction and maintenance of broadband infrastructure on leased state properties? |
| **RESPONSE:** |
| Identify best practices and recommendations for a broadband strategic leasing program  What are the key risks / factors associated with the implementation of a successful leasing program? |
| **RESPONSE:** |
| Identify best practices and recommendations for a broadband strategic leasing program  What are the key risks / factors for a company considering a property lease with the state? |
| **RESPONSE:** |
| Identify best practices and recommendations for a broadband strategic leasing program  What would be the concerns and best practices for a lease program related to the items below?   * Environmental approvals * Timely communication * Decision making * Inflationary increases * Transparent transaction process * Performance specifications, key performance indicators * Contract provisions * Qualifications of companies and any financing nuances |
| **RESPONSE:** |
| What are design and construction standards and requirements for potential leasing of properties should the state be aware of for:   * Bare land * Building Rooftop * Building other * Tower structures * Railroad right of way |
| **RESPONSE:** |
| What minimum qualifications should be required of a company interested in leasing state property? |
| **RESPONSE:** |
| What other issues do you see that would hinder the success of a strategic leasing program? |
| **RESPONSE:** |
|  | 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? |
| **RESPONSE:** |
| When developing a revenue model with revenue potential estimates:  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? |
| **RESPONSE:** |
| When developing a revenue model with revenue potential estimates:  How can the State identify the best properties to market? |
| **RESPONSE:** |
| **RFI Questions:** | When developing a revenue model with revenue potential estimates:  How can specialized property marketing techniques be applied to maximize lease revenue? |
| **RESPONSE:** |
| When developing a revenue model with revenue potential estimates:  What methodologies are available to value the State’s marketable real estate portfolio and other assets? |
| **RESPONSE:** |
| When developing a revenue model with revenue potential estimates:  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?   * Linear corridor easements on bare land and railroad right of way * Towers structures and equipment:   + Macro tower on land; monopole, lattice, guyed and stealth   + Towers, antennae on building rooftops or other structures   + DAS indoor or outdoor   + Small Cell (5G) * Co-locator fees for multi-tenant |
| **RESPONSE:** |
| When developing a revenue model with revenue potential estimates:  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? |
| **RESPONSE:** |
| **RFI Questions:** | When developing a revenue model with revenue potential estimates:  How many new sites might we expect to see in Georgia over the next 5-10 years? |
| **RESPONSE:** |
| When developing a revenue model with revenue potential estimates:  What Inflation Adjustment factor should be used by property types? |
| **RESPONSE:** |
| When developing a revenue model with revenue potential estimates:  Should application processing fees be charged to cover some administrative costs? |
| **RESPONSE:** |
| When developing a revenue model with revenue potential estimates:  What compensation options should the State consider for contracted company(s) to operate and manage a strategic leasing program which are mutually beneficial? |
| **RESPONSE:** |
| **RFI Questions:** | When developing a revenue model with revenue potential estimates:  Are there existing pricing templates or rate sheets that the state can reference? |
| **RESPONSE:** |
| When developing a revenue model with revenue potential estimates:  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 to the industry? |
| **RESPONSE:** |
| What is the breadth of your experience in property analysis, site selection and multiyear leasing for broadband infrastructure use?   * 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)? |
| **RESPONSE:** |
| When developing our report and recommendations  Are there wireless and wireline broadband infrastructure standards that could be incorporated into new state building design? |
| **RESPONSE:** |
| **RFI Questions:** | When developing our report and recommendations  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? |
| **RESPONSE:** |
| When developing our report and recommendations  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. |
| **RESPONSE:** |
| When developing our report and recommendations  Public Wi-Fi Services: Should the State permit usage of state-owned properties to incumbent and new public Wi-Fi operators? |
| **RESPONSE:** |
| When developing our report and recommendations  Should all future Wi-Fi applicants which seek to use State properties be required to provision Hotspot 2.0 and or Passpoint services? |
| **RESPONSE:** |
| **RFI Questions:** | When developing our report and recommendations  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? |
| **RESPONSE:** |
| When developing our report and recommendations  Spectrum Management: How should the State manage and monitor the spectrum use of incumbent and new Licensees on State owned properties? |
| **RESPONSE:** |
| When developing our report and recommendations  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? |
| **RESPONSE:** |
| When developing our report and recommendations  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? |
| **RESPONSE:** |
| **RFI Questions:** | When developing our report and recommendations  What considerations should the State adopt in the siting of new telecommunications tower sites? |
| **RESPONSE:** |
| When developing our report and recommendations  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? |
| **RESPONSE:** |