

Elements for Feasibility Study Scope of Work:

Goal of Study:

The goal of this project is to complete a telecommunications feasibility study that will analyze the concept, and evaluate the physical and financial feasibility of developing an international transoceanic fiber optic cable landing point on the Grays Harbor coast. A component of the study will identify the required infrastructure within Grays Harbor County. The study would provide information relating to the potential community and economic benefits of the Transoceanic Fiber Landing Station and the resulting extension of fiber optic cable to urban routes via the Satsop Business Park.

Feasibility Study Project Timeline	
Task	Timeline
Stakeholders identify the need for study, prepare outline of project and estimate funding required	Completed Oct. 31, 2017
Funding application submitted to GH County for Distressed Area Capital Funds	Submitted Oct. 31, 2017 Approved Nov. 20, 2017
Interlocal Agreement between Port of Grays Harbor & Grays Harbor Public Utility District	December 12, 2017
Notice for Request for Proposals	January 19, 2018
RFP Due	February 7, 2018
RFP Review and Evaluation	February 9, 2018
Meetings with RFP respondents	Week of February 19, 2018
Select Consultant	Mid March

Grays Harbor Ocean Fiber Study Steering Committee:

Port of Grays Harbor (lead), & Grays Harbor Public Utility District (sub-lead)

Stakeholder Committee: Consultant will manage a stakeholder process and coordinate with representatives from several area agencies that are participating in the project.

Project Deliverable:

A technical analysis of Grays Harbor as a landing point for transoceanic fiber, recommendations and descriptions of an optimal and alternate physical site for such landing facility, recommendations and descriptions for an optimal and alternate fiber optic corridor to Satsop Business Park (SBP) for both aerial and buried, description of facilities and infrastructure needed at SBP, indication of the corridor to get the fiber to the urban centers, and a business analysis of revenue potential, feasibility of open access along this corridor and the permitting process to make the project a reality. The goal is to identify private partners who would drive the actual implementation of the project. Identify ways for the public sector to participate and the funding necessary to do so. Identify incentives local agencies have. Develop a communication piece to use in marketing the concept to private and public partners. Identify all permits, easements, agreements, right-of-ways, etc. required by all Local, State, Federal, Tribal, and other impacted agencies or entities.

Feasibility Analysis:

Understanding the infrastructure and market

- What is transoceanic fiber and how is it used?
- Who are the users (market, private partners, public usage)?
 - Identify the market conditions (market demand, existing and proposed competition, current ownership structures, lifecycle of the infrastructure, regulatory environment of the infrastructure)
 - Identify the advantage that Grays Harbor provides to the industry and as a landing station site
 - Location
 - Property ownership – Quinault Indian Nation, Port of Grays Harbor
 - Right-of-way
 - Existing corridors
 - Existing telecommunications infrastructure
 - Competitive position of Grays Harbor
 - What is the regulatory process for a landing station and fiber corridor?
 - Permits required and agencies responsible
 - Identify opportunities for the Grays Harbor community to benefit from the infrastructure
 - Revenue sources (who pays for what and to whom? Structure of agreements?)

Grays Harbor Transoceanic Fiber Feasibility Study Scope of Work
January 18, 2018

- Landing site revenue
 - Right-of-way
 - User fees
 - Business recruitment ~ Bird in the hand? Bird in the bush? Speculative?
 - Lease opportunities
 - Landing site, collocation, etc?
 - Utility users
 - Power, water/cooling, etc.
 - Investment and growth of tax base
 - Employment opportunities
 - Short-term construction
 - Long-term operations
 - Expectations of local governments
 - Incentives
 - Other
 - Ownership structures and recommendation
 - What are the on-going operating expenses of the above-mentioned revenue opportunities?
 - Recommendation for Grays Harbor to maximize economic benefit to community.
 - Target Market ~ Identify potential private partners to implement project
 - Budgetary Cost Estimates and Conceptual Design Options
 - Identify environmental impacts of construction and operations
 - Estimate timeline for design, permitting, construction
 - Costs of construction
 - Lifecycle of infrastructure ~ changing technology implications?
- Develop study communication strategy that includes
Progress meetings with steering committee
Two Stakeholder meetings
One presentation of findings to a joint meeting of Commissioners

Timeline: Steering committee estimates this study will take 3- 6 months to complete.

Evaluation of Proposals

- Fees and cost
- Qualifications and experience of key personnel
- Demonstrated ability to meet project timelines
- Demonstrated experience with multi-agency stakeholder groups