

REQUEST FOR PROPOSALS

**CONSTRUCTION CONTRACTOR TO INSTALL FIBER OPTIC CABLE
TO SUPPORT
UTILITY AND INFRASTRUCTURE IMPROVEMENTS
FOR McDANIEL INDUSTRIAL PARK**

Published: October 28, 2026
Deadline: December 1, 2026

Laurel County Fiscal Court

Street Address:
County Judge Executive David Westerfield
Laurel County Courthouse
101 South Main Street
London, KY 40741

LAUREL COUNTY FISCAL COURT
REQUEST FOR PROPOSALS

Construction Contractor to Install Fiber Optic Cable

Laurel County Fiscal Court in London, Kentucky, (hereafter, "County") is soliciting Proposals from individuals/companies with the qualifications to install approximately 1,500 linear feet of underground fiber optic cable conduit and stranded communications fiber as part of Utility and Infrastructure Improvements for McDaniel Industrial Park located at 4598 Old Whitley Rd, London, KY 40744. Funding for this project will be through a grant from the Appalachian Regional Commission (ARC) to the London Fiscal Court.

PLEASE NOTE: Execution of this contract is contingent on the referenced ARC funding being awarded. The grant application is under review at this time. This solicitation will be null and void if funding from ARC or another source is not secured.

Companies wishing to be considered should send an original and five (5) physical, bound copies of their Proposal, not exceeding 20 pages each, to Laurel County Judge David Westerfield. Proposals must be received by 4 p.m. on Tuesday, December 1, 2026. Please place the RFP title and submission date on the outside of your submission envelope. Do not include the name of the applicant on the exterior of the submission envelope.

Companies responding to this request will be ranked according to the information submitted, utilizing scoring defined elsewhere in this RFP. While cost will be an important element, the lowest bid from a company minimally meeting the listed criteria will not automatically be selected. High ranking in the other scoring criteria may result in a total score higher than the total score of the lowest bidder. The overall highest score will be selected.

Questions about the RFP should be submitted in writing to Steve Morris, Economic Development Specialist, Cumberland Valley Area Development District, at smorris@cvadd.org no later than Friday, November 6, 2026, at 4 p.m. Responses to the questions will be posted/available by Friday, November 13, 2026, no later than 4 p.m. These questions are for clarification only. No information about the project will be made available other than what is in the RFP and the published clarifications.

The proposals must be received in County Judge Executive David Westerfield's *3rd Floor office* at *101 South Main Street, London, KY, 40741*, no later than 4 p.m. on Tuesday, December 1, 2026. All will be marked with the date and time received to ensure they were received and acknowledged by the due date and time.

NO RFP WILL BE CONSIDERED IF RECEIVED AFTER THE DATE AND TIME SPECIFIED.

Applicants are not required to have experience working with projects in the County's geographic area. Applicants are also not required to have experience with this exact type of project but must

demonstrate the necessary skills and experience to successfully complete an installation of a similar type and complexity in an effective and timely manner.

Respondents to this Request for Proposal (RFP) must be prepared to meet all federal requirements for work funded by an Appalachian Regional Commission (ARC) Grant. Minority and Woman Owned Business Enterprises (MBE/WBE), Small Businesses and/or Small Businesses in rural areas are encouraged to apply. All services shall be performed in accordance with the Scope of Work outlined below and as set forth in the contract to be negotiated. The items listed in the Scope of Work are the core services and items required of the construction contractor but may not comprise an exclusive list of services necessary to successfully complete the stated goal. The County requires the applicants to provide the planned activities and cost for accomplishing the stated goal, with a budget breakdown showing equipment, personnel, and other costs.

INSTRUCTIONS TO PROPOSERS

1. Proposals must be enclosed in a sealed plain envelope, with the RFP title and submission date written on the outside. The proposals may be mailed, sent by courier, or hand delivered, but they ***must*** be in County Judge Executive David Westerfield's *3rd Floor office* at the Laurel County Courthouse by the time and date noted above. The office is located at 101 South Main Street, London, KY, 40741. EMAIL SUBMISSIONS WILL NOT BE ACCEPTED.
2. The specifications and scope of work in this RFP represent the minimum performance requirements. Proposals submitted shall not be subject to correction or alteration after the RFP has been received by the County.
3. The proposer agrees that Laurel County Fiscal Court reserves the right to reject any or all proposals and select a construction contractor who can do the identified tasks at a reasonable cost considered to be in the best interests of the County.
4. Specifications and the scope of work referred to are the minimum; all proposals not meeting these minimum specifications will not be considered further.

CONSTRUCTION CONTRACTOR FOR FIBER OPTIC INSTALLATION SCOPE OF WORK

The selected Contractor shall provide a complete and operational underground fiber-optic communications installation at the site indicated in the attached map, in the length described below.

The anticipated project quantities are:

Item	Description	Estimated Quantity	Unit
1	General Conditions	1	Lump Sum
2	Two-Inch Underground Conduit	1,500	Linear Feet
3	Multi-Strand Fiber-Optic Cable	1,500	Linear Feet

Quantities are approximate. The Contractor shall verify field conditions, measurements, routing, connection points, and all other requirements before submitting a proposal.

General Conditions

The Contractor's General Conditions include but are not limited to:

- Project management and on-site supervision;
- Required permits, licenses, bonds, and insurance;
- Consultation and coordination with affected utility providers to ensure proper installation;
- Coordination with the property owner/contract principal;
- Construction layout and route verification;
- Job-site safety and protection of the public;
- Protection of existing utilities, structures, pavement, landscaping, and other property with the exception of the property and utility disruptions required to successfully complete the project. Required disruption should be only to the extent strictly necessary;
- Final site cleanup as well as daily cleanup;
- Project closeout documents, certifications, testing reports, warranties, and as-built drawings.

Underground Conduit Installation

The Contractor will furnish and install approximately 1,500 linear feet of two-inch underground conduit suitable for fiber-optic communications cable and an equal length of stranded communications fiber. The Contractor will install the fiber appropriately in the conduit and establish the necessary connections with existing utilities to ensure optimal functioning.

Conduit installation will include:

- Trenching, directional boring, or other approved installation methods appropriate for existing site conditions;
- Installation at the depth required by applicable codes, permits, utility requirements, approved plans, and manufacturer recommendations;
- Long-radius bends and fittings suitable for fiber-optic cable installation;
- Pull tape or pull rope rated for the anticipated installation;
- Detectable underground warning tape and tracer wire as required;
- Watertight couplings, fittings, plus end caps and other seals;
- Handholes, pull boxes, vaults, or other access points where shown in the plans or required to complete the installation;
- Protection of the conduit from water, dirt, debris, and damage during construction;

- Backfilling and compaction of all disturbed areas.

The Contractor will not exceed the fiber manufacturer's maximum allowable pulling tension or minimum bend-radius requirements.

Fiber-Optic Cable Installation

The Contractor shall furnish and install approximately 1,500 linear feet of outdoor-rated, multi-strand, single-mode OS2 fiber-optic cable within the new conduit. The final cable type and strand count must be approved by the project engineer before materials are ordered.

Fiber installation shall include:

- Pulling or blowing the fiber-optic cable through the conduit;
- Providing adequate service loops at both endpoints and intermediate access points;
- Properly securing and protecting all cable and service loops;
- Labeling the cable at each termination point, handhole, pull box, and other accessible location;
- Splicing and terminating the required fiber strands;
- Furnishing compatible splice enclosures, termination panels, adapters, pigtails, connectors, and related components;
- Sealing conduit entrances to prevent water, debris, pests, and gases from entering buildings or enclosures; and
- Connecting the fiber to the designated facilities or equipment at each endpoint.

All fiber-optic materials shall be new and free from defects. No substitutions may be made without prior written approval from the owner, the project engineer, and, when required, the administering Basic Agency.

Testing and Acceptance

After installation and termination, the Contractor shall test each installed fiber strand in both directions. The Contractor shall correct, at no additional cost to the Owner, any failed strand, excessive signal loss, damaged cable, defective splice, improper termination, or other deficiency identified during testing. The Contractor shall provide electronic and printed copies of all test results before final acceptance and payment.

Project Documentation

Before final acceptance, the Contractor shall provide documentation showing the details of the installation, material certifications, copies of permits and inspection approvals, and any other documentation requested by the project owner and engineer. The Contractor shall confer with the owner and project engineer to obtain in writing a list of required documentation.

Federal and ARC Requirements

The Contractor and all subcontractors, suppliers, and manufacturers shall comply with all applicable federal, state, ARC, and USDA (the basic agency) requirements. The Contractor shall include all required federal provisions in every subcontract and purchase order, as applicable. All iron, steel, manufactured products, and construction materials permanently incorporated into the project must comply with the applicable Build America, Buy America requirements unless the Owner has received an approved waiver. The Contractor shall not purchase or install a potentially noncompliant product without prior written authorization.

Project Schedule

The Contractor will begin work only after receiving a written Notice to Proceed. This Notice to Proceed will establish a project schedule with required milestones.

The Contractor shall coordinate its schedule with the Owner to minimize disruptions to existing operations.

Contractor Qualifications

Proposers shall demonstrate:

- Experience completing similar underground fiber-optic installations;
- Proper licensing and authorization to perform the required work;
- Knowledge of fiber installation, splicing, termination, and testing;
- Availability of trained personnel and suitable testing equipment;
- Ability to meet the required project schedule;
- Familiarity with federally funded construction requirements; and
- Satisfactory performance on comparable projects.

The proposal shall include at least three references for similar projects completed within the past five years.

Pricing

The Contractor shall submit a total lump-sum proposal supported by separate pricing for:

1. General Conditions;
2. Two-inch underground conduit, including labor and a per-linear-foot unit price;
3. Fiber-optic cable installation, including labor and a per-linear-foot unit price;
4. Fiber splicing and termination;
5. Testing and project documentation; and
6. Any proposed alternates or additional work.

Unit prices shall include all labor, materials, equipment, overhead, profit, and incidental costs necessary to complete the work.

Warranty

The Contractor shall warrant all labor and installed materials against defects for a minimum of one year following final acceptance, or for a longer period when required by the manufacturer or contract documents.

The Contractor shall promptly repair or replace defective work identified during the warranty period at no additional cost to the Owner.

Final Acceptance

Final acceptance will occur only after:

- All work has been completed;
- All fiber strands have passed the required testing;
- Deficiencies have been corrected;
- Disturbed areas have been restored;
- Required federal and ARC compliance documentation has been received;
- As-built drawings and test reports have been approved; and
- The Owner or its authorized representative has completed a final inspection.

Selection Process

- 1) A selection committee will be appointed by County Judge Executive David Westerfield to review the proposals and score each according to the criteria listed below.
- 2) Each committee member will be provided a copy of each proposal.
- 3) The meeting time and place for the bid opening and review will be posted in the County Courthouse and the county's website. It will be open to the public, according to state public meeting laws.
- 4) Each committee member will be provided with a scoring sheet detailing the scoring criteria listed in this RFP and the maximum score allotted to each criteria. The committee members will indicate their scores for each criteria on the scoring sheets for each proposal.
- 5) The scoring sheets will be submitted to Judge Westerfield and tallied.
- 6) The highest scoring proposal will be selected for the contract, unless the county judge executive or a committee member determines that the selected proposal would not be in the best interest of the county. Should that occur, a different proposal may be accepted; the reasoning for that selection will be recorded and publicly available following the meeting.
- 7) The selected contractor will be notified by the county judge executive's office, and an initial meeting arranged to discuss the terms of the resulting contract.

Scoring Criteria

Capability to complete the project as described in the RFP	25 points
Relevant project experience, with references	25 points

Cost proposal, with both personnel and materials	25 points
Project Approach and Schedule	20 points
Plan for meeting other RFP stipulations including federal requirements and effort to reach out to disadvantaged businesses (minority owned, women owned, etc) in the event of subcontracting opportunities	5/100
TOTAL	100/100