PROPOSAL IN RESPONSE TO

RFP No. 26-484

NextGenesee Fiber Broadband Initiative

Genesee County, Michigan

Submitted by:

PIVOT-TECH DEVELOPMENT , INC.

In Consortium with Aecon Utilities US LTD | Municipal Capital Markets Group | Ciena Corporation | Graybar Electric

Submission Date: April 23, 2026 | 2:00 PM EDT

Primary Contact: James Cannon, CEO | jim@pivot-tech.io | 202-276-2305

Addenda Acknowledged: Addendum #1 (March 27, 2026) | Addendum #2 (April 1, 2026) | Addendum #3 (April 7, 2026)

Proposal Element	Details
Submitted by	Pivot-Tech Development, Inc. (Prime Contractor, Designer, Engineering, Procurement and Operator)
RFP Reference	RFP No. 26-484 | NextGenesee Broadband Initiative
Submission Deadline	Thursday, April 23, 2026, before 2:00 PM EDT (per Addendum #2)
Delivery Address	Genesee County Purchasing Department, 324 S. Saginaw St., Ste. 9A, Flint, MI 48502
Consortium Partners	Aecon Utilities US LTD (Construction) | Ciena Corporation (Technology) | Graybar Electric (OSP Supply Chain)
Financing Structure	63-20 Tax-Exempt Municipal Bonds | $175M to $200M | Zero county debt obligation
Project Scope	~170,000 service locations | 100% Genesee County coverage | 94.4% FTTP / 5.6% FWA
County Pre-Development Investment	Up to $3,500,000 | Returned from bond proceeds at issuance or converted to loan status to the extent of capacity, eligibility and acceptance by the bond investors.
Addenda Received	Addendum #1 (March 27, 2026) | Addendum #2 (April 1, 2026) | Addendum #3 (April 7, 2026)

Addendum Acknowledgments

Pivot-Tech Development, Inc. acknowledges receipt of both addenda issued by Genesee County Purchasing Department for RFP No. 26-484. Per the instructions in each addendum, the following acknowledgments are provided on this page and will be reproduced on the Signature Page (item 6) and the exterior of the sealed proposal envelope.

Addendum	Date Issued	Material Changes
Addendum #1	March 27, 2026	Pre-bid meeting location announced (Room 111, 324 S. Saginaw St.); due date confirmed April 16, 2026.
Addendum #2	April 1, 2026	Due date EXTENDED to April 23, 2026; Q&A responses issued; revised Insurance Checklist issued (must be submitted with proposal); Addendum #3 anticipated week of April 6 with revised evaluation matrix and point values.
Addendum #3	April 7, 2026	This addendum has a revised page #15 of the specification providing points assigned to each criterion. Additionally, the County has made the GIS data and the anchor institution information that was requested at the pre-bid meeting available.

ADDENDUM #1 RECEIVED | ADDENDUM #2 RECEIVED

County Q&A Response — Financing Structure (Addendum #2, Q.1)

The County confirmed: 'Vendors may propose varied finance options and they will be considered. The county will show preference to the least risk and encumbrance scenario proposed.' The Pivot-Tech 63-20 structure requires zero county debt obligation, zero millage, zero credit pledge, and zero general fund guarantee. It is categorically the least-encumbrance financing structure available in municipal broadband.

Section 1: Executive Summary | RFP §7.5

This section responds to Section 7, Item 5 of RFP No. 26-484, which requires respondents to describe the proposed architecture and engineering approach for the broadband network, including network topology, fiber routes, design standards, backbone/middle-mile/last-mile components, capacity, scalability, redundancy, resiliency, technologies, equipment, industry standards, and future expansion considerations.

1.1 Proposer Identification and Consortium Overview

Pivot-Tech Development, Inc. is a public-private partnership broadband infrastructure developer specializing in 63-20 tax-exempt municipal bond financing structures that deliver universal fiber connectivity under permanent public ownership. Pivot-Tech is the prime contractor, project developer, and network operator for this proposal. The Pivot-Tech consortium for Genesee County consists of:

Consortium Member	Role	Relevant Capability
Pivot-Tech Development, Inc.	Prime / Developer / Operator	63-20 P3 structuring; two executed CDAs (Kendall County, IL; Lewiston, ID); network design and operations.
Aecon Utilities US LTD	Experienced EPC Contractor	Fiber infrastructure construction: 1M+ homes passed;; publicly traded (TSX: ARE); fixed-price EPC risk transfer.
Ciena Corporation	Technology / Smart City	WaveLogic optical transport; Navigator smart city platform; FOA training support; public company (NASDAQ: CIEN).
Graybar Electric	OSP Supply Chain	National OSP materials distribution; preferred Corning/CommScope allocation; $10B+ annual revenues; just-in-time staging.

1.2 Key Personnel

Name	Title / Firm	Relevant Experience
James (Jim) Cannon	CEO, Pivot-Tech Development, Inc.	Founder and CEO; 63-20 P3 structuring and broadband policy expertise; personally led Kendall County IL and Lewiston ID CDA negotiations. System architect and broadband thought leader. CEO signatory on all Pivot-Tech project agreements. jim@pivot-tech.io | 202-276-2305
Michael Adams	CTO, Pivot-Tech Development, Inc.	Designs and operates fiber (100 Mbps-25 Gbps symmetrical) and FWA networks. Cable TV Pioneer inductee; co-author Modern Cable Television Technology 2nd Ed.; led Time Warner Cable open-access ISP program. michael@pivot-tech.io
John Bowles	COO / Project Director, Pivot-Tech	Day-to-day pre-development milestone delivery; county-facing project reporting; 40 years telecommunications industry experience from ARBUC era to present. john@pivot-tech.io
Kevin Uyeno	Chief of Staff, Pivot-Tech	Telecom executive; MVNO, satellite, cable and hybrid network operations leadership; 20+ years leading product launches and go-to-market campaigns. kevin@pivot-tech.io

Roger Ouellette	General Manager, Aecon Utilities US LTD	GM Utilities at Aecon Group since March 2021; 20+ years at Bell in network operations and business transformation; manages complex OSP construction programs across North America. rouellette@aecon.com
Mike McGreevy	Sales Engineer, Ciena Corporation	25+ years optical networking; Ciena WaveLogic 5/6 and 6500 series across 8 states; former Zayo strategic sales. Mike.McGreevy@ciena.com
Scott Jackson	National Market Manager, Graybar Electric	25+ years broadband industry; Graybar national broadband business development strategy; manages OSP supply chain for active fiber deployments across multiple states. scott.jackson@graybar.com

1.3 Two-State Track Record: Executed CDAs

Pivot-Tech has executed Comprehensive Development Agreements in two jurisdictions under the identical 63-20 consortium structure proposed for Genesee County. These are not letters of intent or preliminary agreements; they are fully executed contracts.

	Connect Kendall County, Illinois	Confluence Fiber, Lewiston, Idaho
Client/Owner	County of Kendall, Illinois	Port of Lewiston, Idaho / Confluence Fiber Communications
Contact	Zach Bachmann, Chair	zbachmann@kendallcountyil.gov	111 W. Fox St., Yorkville, IL 60560	Jen Blood, Operations Manager	jen@portoflewiston.com	1626 N 6th Ave, Lewiston, ID 83501
Contract Type	CDA + PSA + EPC Agreement (63-20 Structure)	Comprehensive Development Agreement (63-20 Structure)
Status	CDA signed January 2024; $15M Connect Illinois grant awarded; $31M revenue bonds issued; active development	CDA executed; active pre-development; Chamber Broadband Advantage initiated
Consortium	Pivot-Tech, Aecon, MCM, Ciena, Graybar Electric (identical structure)	Pivot-Tech, Aecon, MCM, Ciena, Graybar Electric (identical structure)

Genesee County: Third, Not First

The Kendall County and Lewiston CDAs together demonstrate that the Pivot-Tech 63-20 model is jurisdiction-agnostic and repeatable. It has been accepted by governmental counterparties in two states with different regulatory environments, market sizes, and financing conditions. The Genesee County CDA and PSA drafts are available for review in substantially the same form as the executed Kendall County documents, which Genesee County may request from Pivot-Tech at any time.

1.4 Network Architecture and Engineering Approach

The NextGenesee broadband network is designed as a fully owned, fiber-to-the-premises (FTTP) infrastructure using a hierarchical ring topology with redundant backbone paths. The architecture is built on proven commercial fiber network engineering principles and complies with Michigan Metro Act rights-of-way requirements throughout.

Network Topology and Fiber Route Design

Network Tier	Design Specification
Backbone (Core Ring)	Dual-ring 288-count single-mode fiber (ITU-T G.652.D) interconnecting six zone hub sites to a central hub in Flint. Rings are bidirectional for automatic restoration. Ciena 6500 optical transport platform with DWDM; capacity scalable to 96 x 100G wavelengths per fiber pair.
Middle Mile (Distribution)	96-count single-mode fiber from zone hubs to neighborhood nodes (one per ~300-500 homes). Redundant paths from each node to two separate zone hub sites. Typical segment: 1 to 5 route miles.
Last Mile (Drop)	12-count single-mode fiber from neighborhood nodes to individual premises (FTTP drop). Underground conduit (1.25-inch HDPE) to ONT at each premise. Aerial drop used where underground not feasible (written County justification provided for each aerial segment per Metro Act requirements).
Fixed Wireless Access (FWA)	Tarana ngFWA base stations at zone hub sites; subscriber units at premises in Tier 4 rural zones (< 10 units/road mile). 500 Mbps capability; 5.6% of locations (approx. 10,265 premises). FWA is a bridge to permanence, not a permanent substitute; fiber extension planning incorporated from Year 1.

Capacity, Scalability, Redundancy, and Resiliency

Capacity: The DWDM backbone is designed with 10x headroom over projected peak demand at full subscriber penetration. Each zone hub supports up to 20,000 concurrent active subscribers at full 1 Gbps symmetrical throughput without contention. The 2 Gbps Ultra tier is supported as a software-defined speed tier on the existing fiber plant, requiring no additional infrastructure investment.

Scalability: The network architecture supports upgrade paths to 10 Gbps symmetrical residential service and 400G backbone wavelengths through firmware and optics upgrades. No conduit or fiber re-pull is required for any currently foreseeable speed upgrade within the 30-year bond term.

Redundancy: The dual backbone ring topology provides automatic failover within 50ms of any single fiber cut using DWDM optical protection switching. No single component failure can isolate more than one neighborhood node. Each zone hub maintains 72-hour battery backup for power outage continuity.

Resiliency: The network NOC (located within Genesee County) operates 24x7x365 with real-time alarm monitoring. Mean Time to Repair (MTTR) targets: individual customer outage restored within 24 hours; node-level outage restored within 8 hours; backbone event restored within 4 hours.

Technologies, Equipment, and Industry Standards

Component	Technology / Standard
Optical Transport	Ciena 6500 series DWDM platform; WaveLogic 5/6 coherent optics; ITU-T G.694.1 DWDM grid
Access Network	XGS-PON (ITU-T G.9807.1); 10G symmetrical PON; 1:32 split ratio standard; 1:64 available
Subscriber Equipment	ONT (XGS-PON) + WiFi 6 (802.11ax) router; provided at no cost; no rental fee
Network Management	Ciena Navigator NMS; SNMP v3; OpenConfig; NETCONF/YANG for automation
OSP Cable	Corning SMF-28 Ultra (G.652.D) or international equivalent; FlexNap mass-fusion splice-ready units for distribution
OSP Conduit	HDPE Schedule 40 (1.25"; 2"; 4" for trunk segments); ASTM F2160 standard
FWA Platform	Tarana ngFWA; 60 GHz mmWave backhaul; licensed spectrum for interference protection
Fiber Standards	FOA/TIA-568-C.3 installation standards; OTDR and power meter testing on every span; documentation per TIA-455

Cost per Route Mile of Underground Fiber (required per RFP Section 6)

Underground fiber construction costs vary materially by construction environment. The following estimates are based on Aecon's current unit cost experience in Michigan and comparable Midwest markets.

Density Zone	Units/Road Mile	Cost/Route Mile	Primary Cost Driver
Urban core (Flint)	> 40	$38,000 - $58,000	Existing conduit reuse; pavement restoration; traffic control
Dense suburb (Grand Blanc, Davison)	20 - 40	$55,000 - $85,000	Mixed underground/aerial; coordination with utilities
Outer township (mixed)	10 - 20	$75,000 - $110,000	Longer haul; lower conduit reuse; directional bore in rural road segments
Rural (pre-FWA zone)	< 10	$110,000 - $160,000+	Long laterals; low density; bore preferred over trench
Weighted county average	All tiers	$65,000 - $85,000	Blended across 2,000 - 2,400 estimated route miles

Pie Slice Deployment Strategy

Unlike conventional deployments that proceed from densest to sparsest areas, Pivot-Tech divides Genesee County into six pie-slice zones radiating from the City of Flint. Each slice contains both an inner Flint segment and an outer county township segment, deployed simultaneously within each phase. This ensures that higher-ARPU suburban customers cross-subsidize Flint connectivity from day one, and that Flint is never deferred for financial reasons.

Slice	County Township Segment	Flint City Segment	Phase	Approx. Locations
1	Grand Blanc Twp / Grand Blanc City	SE Flint (Civic Park)	Phase 1 (Yr 1-2)	~30,000
2	Fenton / Linden	SW Flint	Phase 1 (Yr 1-2)	~30,000
3	Davison / Richfield Twp	NE Flint (Mott Park)	Phase 2 (Yr 2-3)	~25,000
4	Clio / Mt. Morris Twp	NW Flint (Carriage Town)	Phase 2 (Yr 2-3)	~25,000
5	Swartz Creek / Clayton Twp	Central Flint Core	Phase 3 (Yr 3-4)	~30,000
6	Rural / FWA Supplemented	Downtown Flint CBD	Phase 3 (Yr 3-4)	~32,000

Integration with Existing Infrastructure and Future Expansion

County GIS and preliminary routing data, CAI inventory, and the NextGenesee Resident Survey (conducted with Merit Network) have all materially informed this network design. Pivot-Tech will build upon the County's preliminary fiber routing concepts rather than disregarding them and will document any proposed deviations with written engineering rationale during the pre-development phase.

Future expansion provisions: (1) 20% spare conduit capacity built into every underground segment for future fiber addition; (2) all splice enclosures sized for 50% additional capacity; (3) Tarana FWA zones designated for fiber overbuild in Year 5-10 as density increases or costs decline; (4) open-access architecture supports future competitive service providers on the same infrastructure.

Section 2: Financing and Business Model | RFP §7.6

This section responds to Section 7, Item 6 of RFP No. 26-484, which requires respondents to describe the proposed financial structure and long-term operating model, including sources of capital, expected allocation of project costs, business model, revenue sources, pricing approach, anticipated subscriber adoption, financial sustainability, risk allocation, and long-term maintenance and upgrade funding.

2.1 Financing Structure: 63-20 Tax-Exempt Municipal Bonds

Addendum #2 Confirmation — Least Encumbrance Scenario

The County confirmed in Addendum #2 that it will show preference to the least risk and encumbrance scenario proposed. The 63-20 structure described below requires ZERO county debt obligation, ZERO millage levy, ZERO general fund pledge, and ZERO credit guarantee. The county's only financial commitment is the pre-development investment of up to $3,500,000, which is returned from bond proceeds at issuance or converted to a loan. This is categorically the least-encumbrance financing structure available for a project of this scope.

Financing Parameter	Details
Structure	63-20 Tax-Exempt Municipal Revenue Bonds via Genesee Fiber, NFP (Michigan nonprofit corporation)
Bond Amount (Base)	$190,000,000 (range: $175M to $200M; subject to final market study)
Interest Rate	4.5% to 6.25% fixed rate; 30-year term; rate locked at bond issuance
Annual Debt Service	Approximately $11,350,000/year on $190M base amount
Phased Issuance	Phase 1 bonds issued at pre-development completion (Month 10); Phase 2 supplement at month 24 as needed
Bond Retirement	30 years from issuance; full county ownership of all network assets upon retirement
County Obligation	NONE: bonds are revenue bonds supported solely by network revenues; no county general obligation pledge
Bond Counsel	Michigan-licensed bond counsel (MCM engagement); 63-20 legal opinion to be issued prior to issuance (Miller Canfield most likely)
Underwriter	Municipal Capital Markets Group
Capitalized Interest	12 month capitalized interest reserve included in bond proceeds; no revenue required during construction ramp
Debt Service Reserve Fund	One year maximum annual debt service; sized per bond indenture; provides payment backstop through Year 2
Grant Treatment	Any grants (BEAD, USDA ReConnect, E-Rate, Michigan BEAD) treated as additive upside; base financial model assumes ZERO grant proceeds
County Pre-Development Investment	Up to $3,500,000; returned from bond proceeds at issuance or treated as loan; net county out-of-pocket = $0

2.2 Sources and Uses of Funds

Category	Amount (Estimated)	Source
SOURCES		
63-20 Revenue Bond Proceeds	$190,000,000	Tax-exempt bond market
County Pre-Development Investment	Up to $3,500,000	Genesee County (returned at issuance)
Total Sources	**$193,500,000**	
USES		
Network Construction (Construction Fixed-Price)	$148,000,000	Bond proceeds
Pre-Development Budget (recouped via network revenues) Deliverables: High Level Design Network Design), Market Study, Legal & 63-20 Structuring, Financial Modeling & Bond Preparation, Permitting & ROW Analysis Schedule for Progressive Design	Up to $3,500,000	Bond proceeds
Capitalized Interest Reserve (12 months)	$11,350,000	Bond proceeds
Debt Service Reserve Fund (1 year MADS)	$11,350,000	Bond proceeds
Smart City Platform Deployment	$5,000,000	Bond proceeds
Contingency / Working Capital Reserve / (taxable tail)	$14,300,000	Bond proceeds (~7.5%)
Total Uses	**$193,500,000**	

2.3 Revenue Model and Pricing Structure

Residential Tiers (Annual Mature-State Revenue — 40% Take Rate Base Case)

Tier	Price/Mo	Mix	Subscribers	Annual Rev.	Target Segment
Genesee Connect (income-qualified)	$25.00	18%	12,240	$3.67M	Households at/below 200% FPL
Genesee Connect Plus	$40.00	8%	5,440	$2.61M	Near-income/working families
Standard 1 Gbps	$79.99	65%	44,200	$42.39M	Mainstream residential
Ultra 2 Gbps	$149.99	9%	6,120	$11.01M	Power users/home enterprise
Total / Blended ARPU	**$73.13**	**100%**	**68,000**	**$59.68M**	**All residential segments**

Consolidated All-In Revenue (Mature State)

Revenue Stream	Base Case	Notes
Residential Broadband (4 tiers)	$59.68M	68,000 subs; blended ARPU $73.13; zero grants assumed
Commercial Broadband (Chamber + SMB + Enterprise)	$7.83M	1,935 business subs; blended $355/mo ARPU
Cellular MVNO (MobilityNet platform)	$5.00M	Conservative; $25-30/mo per line; no capital required
Smart City Services (Flint / County contracts)	$3.00M	Annuity-based municipal platform contracts
Chamber App / Local Advertising	$0.75M	Sponsorship pool and click-through
Micro-Edge / Carrier Wholesale	$1.00M	Infrastructure leasing; conservative estimate
TOTAL ALL-IN REVENUE	**$77.26M**	**Zero grant assumption; grants are upside only**

Revenue Waterfall and Debt Service Coverage

Waterfall Item	Amount	Cumulative Net
Total all-in revenue	$77.26M	$77.26M
Less: Operating expenses (NOC, field, CS, G&A)	($13.00M)	$64.26M
Less: County Transit Fee (operating expense, pre-debt-service)	($1.44M)	$62.82M
Less: Pivot-Tech management fee ($1.5M base + 5% above $20M)	($4.86M)	$57.96M
Net available for debt service	$57.96M	
Annual debt service ($190M, 4.5%, 30-year)	($11.35M)	$46.61M
DEBT SERVICE COVERAGE RATIO (DSCR)	**5.11x (base)**	**Covenant: 1.20x minimum**
Capital reserve fund (5% of gross revenues)	($3.86M)	$42.75M
Available for revenue sharing (Years 1-10: 30% to County)	$42.75M	County share: $12.83M/yr

Take-Rate Sensitivity Analysis

Metric	Bear Case	Base Case	Bull Case
Residential take rate	25%	40%	55%
Active residential subscribers	42,500	68,000	93,500
Total annual revenue	$53.85M	$77.26M	$101.57M
Net after OpEx + transit + management	$34.33M	$57.96M	$78.44M
DSCR	3.02x	5.11x	6.91x
Min...	1.20	1.20	1.20

Minimum bond covenant	1.20x	1.20x	1.20x
Headroom above covenant	+1.82x	+3.91x	+5.71x
Grant assumption	Zero	Zero	Zero

Bear Case Validation
At 25% residential take rate — well below the county survey's implied demand — the project maintains a 3.02x DSCR against the 1.20x bond covenant minimum. The zero-grant base case ensures that no federal compliance event (BEAD obligation, BABA enforcement action) can trigger a project default or create financial exposure for the County.

2.4 County Transit Fee Model

Pivot-Tech proposes a Transit Fee Model that compensates the County for use of its existing fiber assets as backbone transit capacity. Transit fees are classified as an operating expense paid BEFORE debt service, ensuring reliable, early, and growing County payments that do not depend on network profitability. This structure was validated in the Port of Lewiston / Confluence Fiber CDA and is fully compliant with 63-20 bond indenture requirements.

Subscriber Threshold	Monthly / Annual Fee	Cumulative to County
0 to 10,000 active subscribers	$25,000 / $300,000	$300,000/year (Year 1 estimated)
10,001 to 25,000 active subscribers	$50,000 / $600,000	$600,000/year (Year 2 estimated)
25,001 to 50,000 active subscribers	$85,000 / $1,020,000	$1,020,000/year (Year 3 estimated)
50,001 to 75,000 active subscribers	$120,000 / $1,440,000	$1,440,000/year (mature base case)
75,001+ active subscribers	$160,000 / $1,920,000	$1,920,000/year (bull case)

Section 3: Operating Model and Governance | RFP §7.7

This section responds to Section 7, Item 7 of RFP No. 26-484, which requires respondents to describe how the broadband network will be operated, managed, and governed over the long term, including roles of the county and private partners, governance structure, decision-making oversight, performance management, accountability, and alignment with the county's public service objectives.

Response to County Broadband Commission Preference (RFP Section 6)
The RFP identifies a County Broadband Commission as the preferred operating concept. Pivot-Tech proposes a two-layer governance structure that fully achieves the County Broadband Commission's objectives while maintaining the legal integrity required for 63-20 bond compliance. Layer 1: the NextGenesee Broadband Advisory Commission (NBAC), established by County Board of Commissioners resolution, provides public accountability, community input, and performance oversight. Layer 2: Genesee Fiber, NFP, the 63-20 nonprofit entity, provides the legal and financial governance required for tax-exempt bond financing. These two bodies together deliver stronger public accountability than a standalone commission because they separate the public accountability function from the bond-compliance function, protecting both.

3.1 Governance Structure

Layer 1: NextGenesee Broadband Advisory Commission (NBAC)

The NBAC is established by Genesee County Board of Commissioners resolution upon CDA execution. It is a public-facing accountability body with the following composition and authority:

Seat	Appointed By	Role on NBAC
County BOC Representative (3 seats)	Board of Commissioners	Primary public accountability; reviews performance reports; approves major service changes
County Administrator Representative	County Administrator	Day-to-day administrative interface with network operator
City of Flint Representative	Mayor of Flint	Advocates for Flint service equity and water quality monitoring interests
Community / Nonprofit Representative	BOC appointment	Represents underserved populations; monitors Genesee Connect program outcomes
Business Community Representative	Chamber of Commerce	Represents commercial subscriber interests; oversees Chamber Broadband Advantage program

NBAC Authority: The NBAC meets quarterly in public session. It reviews all quarterly financial and operational reports; has advisory input on service tier changes and pricing adjustments; has authority to call special audits at any time; produces an annual public performance report to the full Board of Commissioners; and may recommend to the BOC that Genesee Fiber NFP management agreements be reviewed or renegotiated.

Layer 2: Genesee Fiber, NFP (63-20 Legal / Financial Governance)

Genesee Fiber, NFP is a Michigan nonprofit corporation formed under IRS Revenue Ruling 63-20, serving as the tax-exempt bond issuer and legal owner of all network assets. Its board of directors

includes 3 county-appointed members, one County representative and one Pivot member and is ultimately responsible to the County BOC. The NFP board is distinct from the NBAC in that it bears fiduciary responsibility for bond compliance, budget approval, and management agreement oversight. The NFP has zero employees and day to day is managed by Pivot Tech.

Layer 3: Pivot-Tech Development, Inc. (Network Operator)

Pivot-Tech operates the network under a long-term Management Agreement with Genesee Fiber, NFP, subordinate to both the NBAC and the NFP board. The Management Agreement includes: quarterly financial and operational reporting; annual independent audit; county audit rights at any time; performance benchmarks with financial penalties for sustained non-compliance; and termination for cause provisions.

3.2 Operational Structure

Operational Function	Structure and Commitment
Network Operations Center	24x7x365 NOC located within Genesee County; staffed by Pivot-Tech operations personnel; real-time monitoring; escalation protocols to county-designated emergency contacts
Customer Service	Local office presence within Genesee County with walk-in hours; toll-free telephone with 30-second maximum wait (normal conditions); 7-business-day standard installation; no residential contract period; no data caps
Maintenance and Inspection	Quarterly aerial/underground patrol; annual full-route inspection; 72-hour smart city sensor replacement SLA; bi-weekly water quality sensor automated check
Reporting to County	Monthly operational dashboard to county IT administrator; quarterly financial and SLA report to NBAC; annual public performance report to BOC; real-time dashboard access for county staff
Audit Rights	County (and NBAC) retains right to inspect Pivot-Tech books and records upon 5-business-day notice, done through NetSuite portal; state and federal grant agencies retain inspection rights if any grants are received
Performance Standards	Network uptime: 99.9% minimum monthly at distribution node level; 95% of customers receive subscribed speeds 95% of time each quarter; no material decreases in service without 90-day advance written notice and NBAC review

3.3 Long-Term Asset Ownership and Accountability

Upon retirement of the 63-20 revenue bonds (approximately 30 years from issuance), full ownership of all network assets — fiber plant, conduit, electronics, buildings, and smart city infrastructure — transfers to Genesee County at no additional cost. This transfer is contractually guaranteed in the CDA and is the defining feature of the 63-20 structure. The county receives a fully depreciated, fully operational broadband network with an estimated replacement value of $550M to $700M, at zero additional public cost beyond the initial pre-development investment of up to $3.5M.

Section 4: Affordability and Equity Plan | RFP §7.8

This section responds to Section 7, Item 8, which requires respondents to describe strategies to ensure equitable high-speed internet access for all residents and businesses, including subsidy programs, low-cost service tiers, digital inclusion efforts, digital literacy programs, device access, and partnerships with local organizations.

4.1 Three-Layer Affordability Ecosystem

Tier	Speed	Effective Monthly Cost	Target Household
Genesee Connect (income-qualified)	100/25 Mbps	$25.00/mo (fixed 5 yrs)	Households at or below 200% Federal Poverty Level
+ Federal Lifeline Subsidy Stack	100/25 Mbps	~$15.75/mo effective	Genesee Connect + Lifeline ($9.25/mo federal subsidy)
Genesee Connect Plus	200/100 Mbps	$40.00/mo	Near-income / working families
Standard 1 Gbps	1 Gbps sym.	$79.99/mo	Mainstream residential; small business
Standard + Chamber App credits	1 Gbps sym.	~$33-$45/mo effective	Engaged subscribers with Chamber app credits
Standard Bundle (broadband + 2 cell lines)	1 Gbps sym.	$100.00/mo	Household broadband + cellular replacement
Ultra 2 Gbps	2 Gbps sym.	$149.99/mo	Power users; home enterprise

4.2 Genesee Connect Program Details

Program Element	Commitment
Speed	100/25 Mbps symmetrical fiber; above the federal 100/20 Mbps minimum standard
Price	$25.00/month; fixed for minimum 5 years from service availability date in each deployment phase
Rate Increase Cap	Annual increases limited to CPI-U or 3%, whichever is lower, after the 5-year fixed period
Eligibility	Households at or below 200% Federal Poverty Level; verified through SNAP, Medicaid, SSI, Federal Public Housing Assistance, or income documentation
Installation	No-cost installation including ONT and WiFi 6 router; no equipment rental fee; no deposit. Rural service locations may include cost of excessive distance drops, amortized over 3 years.
Data Caps	No usage limits; data consumption

Data Caps	None. unlimited data on all tiers
Contract	No residential minimum contract period; month-to-month; cancel at any time without penalty. Commercial by negotiation.
Enforcement	Genesee Connect pricing terms embedded in the CDA as contractually enforceable covenants, not voluntary commitments; survive any ownership or management change for the full 30-year bond term

Enrollment Navigator	Dedicated outreach staff funded through pre-development budget; active enrollment partnerships with Genesee County DHS and community organizations
Lifeline Integration	Pivot-Tech to pursue ETC designation from MPSC during pre-development; Lifeline subsidy ($9.25/mo) stackable with Genesee Connect to achieve ~$15.75/mo effective cost
$60/Month Cap Compliance	Genesee Connect ($25) and Genesee Connect Plus ($40) are the standard service offerings for underserved locations as defined in RFP Section 8.4, each priced at least $20 below the $60/month cap

4.3 Geographic Equity: Pie Slice Model

Geographic equity is structurally enforced by the pie slice deployment geometry. Because every construction phase simultaneously serves a Flint inner segment and a county township outer segment, there is no economically rational scenario in which Flint is deprioritized. The higher ARPU from suburban subscribers funds the fixed costs that make Flint service financially sustainable from day one. This is the direct structural answer to the RFP's requirement that proposals avoid 'permanent or indefinite deferral of low-income neighborhoods.'

4.4 Digital Inclusion and Community Outreach

Flint Public Library Digital Literacy Hub: In-person digital skills workshops at all library branches; curriculum covering internet navigation, video calling, job searching, online identity management, telehealth access, and government services online; free device access (Chromebooks and tablets) at branches; referral pathway to Genesee Connect enrollment; SNAP/Medicaid household device subsidy assistance.

Senior Resident Outreach: In-home installation assistance with technician orientation at no charge; Senior Digital Companions peer-support program through Genesee Fiber Futures volunteers; simplified large-print onboarding materials; dedicated senior support line with 30-second maximum wait; coordination with Area Agency on Aging Region 5.

Community Anchor Institution Connectivity: Deeply discounted 1 Gbps symmetrical fiber to all qualifying CAIs (public library branches, K-12 schools, county government facilities, public health facilities) within 90 days of each phase's subscriber activation. E-Rate billing structure is available for school districts that prefer it.

Section 5: Workforce Development and Digital Inclusion | RFP §7.9

5.1 Genesee Fiber Futures Program

The Genesee Fiber Futures workforce development program transforms broadband construction into a permanent economic asset for county residents through two simultaneous tracks: Track A delivers immediate paid apprenticeship employment through Aecon Utilities US LTD; Track B establishes a formal academic pipeline through Mott Community College and the University of Michigan-Flint. The program model was introduced at the LCSC Fiber Broadband Research and Development Center in Lewiston, Idaho, a Pivot-Tech initiative.

	Track A: Aecon Apprenticeship	Track B: Mott CC / UM-Flint Academic
Launch	Concurrent with Phase 1 construction (Month 11)	Concurrent with pre-development (Month 4)
Entry Point	No prior telecom experience required; prevailing wages from day one	FOA CFOT certification; course enrollment at Mott CC
Certifications	OSHA 10-Hour; CFOT (8 weeks); OSP Specialist (90 days)	CFOT; CFOS/S (Splicing); CFOS/T (Testing); OSP Specialist; Ciena Navigator Ops
Advanced Pathway	IBEW Local 948 apprenticeship continuation if desirable	UM-Flint BS Information Technology with telecom concentration (Mott credit transfer)
Partners	Aecon Utilities US LTD;; NECA Michigan	Mott Community College; University of Michigan-Flint; Ciena (equipment donation); Graybar (lab materials + $1,000 scholarships)

5.2 Local Hiring Partnership

Commitment Element	Details
Priority Hiring Pools	Mott CC Genesee Fiber Futures graduates;; returning citizens

5.3 Five-Year Target Outcomes

Metric	5-Year Target	Measurement Method
FOA Certifications Issued	500+	FOA certificate registry
Students in Telecom Programs at Mott CC	200+	MCC enrollment records

Transfers to UM-Flint BS Programs	50+	Articulation agreement data
Permanent Operations Positions	100+	Pivot-Tech HR records
Digital Literacy Workshop Participants	1,000+/year	Library program attendance records
Senior Resident Installations with Orientation	500+	NOC installation log with orientation flag
CAI Connections Activated	All Phase 1 within 90 days	County IT sign-off per phase

Section 6: Risk and Assumptions Matrix | RFP §7.10

Risk	Allocated To	Likelihood / Impact	Mitigation Strategy
Construction cost overruns	Aecon (Construction)	Low / High	Fixed-price construction contract after progressive detailed design with Pivot-Tech; Aecon performance bonds of construction contract
Construction schedule delays	Aecon (Construction)	Low / Medium	Liquidated damages will be negotiated in construction contract with Pivot-Tech;
Take rate shortfall	Genesee Fiber NFP	Low / High	DSCR 3.02x at 25% take rate (bear case); no-grant base validated; DSRF backstop through Year 2; Genesee Connect tier adds ~13.9M annual revenue vs. no income-qualified program
Interest rate increase	Bond market	Low / Low	Rate locked at bond issuance; 30-year fixed rate; no variable rate exposure
Fiber supply constraint (Corning/hyperscale demand)	Graybar / Pivot-Tech	Medium / Medium	Preferred Graybar domestic allocation; international sourcing available (no BABA requirement); phased procurement aligned to construction schedule
HDPE conduit cost escalation (oil markets)	Graybar / Pivot-Tech	Medium / Medium	Advanced reserved capacity and order submission at fixed cost. Subsequent orders would carry typical commodity price risk, contingency built into financing model accounts for this possibility
Michigan legal / regulatory	MCM Bond Counsel	Low / High	Michigan-licensed bond counsel; Metro Act compliance plan; 63-20 legal opinion prior to issuance; will comply with MCL 46.11, MCL 141.2101, MCL 484.3101
Grant non-availability	None (by design)	N/A / None	Base model assumes zero grants; grants are additive upside only; no grant dependency in bond structure
Competitive market entry (incumbent ISP)	Genesee Fiber NFP	Medium / Medium	First-mover fiber advantage; 30-year price certainty under CDA covenants; no incumbent has announced county-wide upgrade plans; Comcast serves

			partial footprint only
Network cybersecurity / data breach	Pivot-Tech	Low / High	Zero-trust architecture; SOC 2 Type II compliance; annual third-party penetration testing; cyber liability insurance ($5M minimum); encrypted data at rest and in transit
County financial participation risk	County	None	Revenue bonds only; no county general obligation pledge; no millage; no credit guarantee; county net obligation = $0 after bond proceeds return pre-development investment

Force majeure (pandemic, natural disaster)	Shared	Low / High	CDA and EPC include standard force majeure provisions; zero-grant base case means no federal compliance event can trigger default; capitalized interest reserve funds debt service during recovery periods

6.1 Key Project Assumptions

Assumption Category	Stated Assumption
Service locations	Approximately 170,000 total service locations as identified by the county; final count established during pre-development engineering
Take rate (base case)	40% residential penetration at mature state (Year 5+); supported by county survey showing 63% ISP dissatisfaction and 41% citing cost as primary barrier
Bond interest rate	4.5% to 6.25% fixed; based on current municipal bond market conditions; locked at issuance
Construction cost per route mile	$65,000 to $85,000 weighted average across all density tiers; subject to final engineering and Aecon unit cost confirmation
Route miles	2,000 to 2,400 total route miles; to be confirmed by pre-development engineering using County GIS data
Grant proceeds	Zero assumed in all financial models; any grants received reduce bond size or improve DSCR
HDPE conduit pricing/construction pricing	Based on current market rates; fixed-price EPC protects project from escalation above Aecon's contracted amount
FWA (Tarana)	10,265 locations (5.6% of total); Tier 4 rural zones with less than 10 units per road mile; subject to density analysis during pre-development
MVNO platform	MobilityNet (Mobility Network, Inc.) as MVNO platform partner; no capital required; revenue-share structure against managed service
County pre-development investment	Up to $3,500,000 funded by Genesee County; returned in full from bond proceeds or structured as loan; net county cost = $0

Section 7: Current Work Assignments and Contractual Obligations | RFP §7.11

This section responds to Section 7, Item 11 of RFP No. 26-484, which requires respondents to indicate current and projected work assignments of key personnel identified in the bid, and for each key personnel, identify current percentage of completion and expected completion date.

Personnel	Current Assignment	Scope of Role	% Complete	Est. Completion
Jim Cannon, CEO	Connect Kendall County (IL)	P3 structuring, grant management, CDA oversight	45%	Q4 2026
Jim Cannon, CEO	Confluence Fiber / Lewiston (ID)	P3 structuring, CDA oversight, pre-development	40%	Q4 2026
John Bowles, COO	Connect Kendall County (IL)	Project Director; county-facing reporting; milestone mgmt	45%	Q4 2026
John Bowles, COO	Confluence Fiber / Lewiston (ID)	Project Director; partner coordination	40%	Q4 2026
Michael Adams, CTO	Connect Kendall County (IL)	Network design; HLD; equipment specifications	50%	Q3 2026
Michael Adams, CTO	Confluence Fiber / Lewiston (ID)	Network design; FWA integration planning	45%	Q3 2026
Kevin Uyeno, CoS	Connect Kendall County (IL)	Business development; proposal coordination	45%	Q4 2026
Kevin Uyeno, CoS	Confluence Fiber / Lewiston (ID)	Business development; stakeholder engagement	40%	Q4 2026
Roger Ouellette (Aecon)	Multiple Aecon North American projects	GM Utilities; enterprise-level construction oversight	Ongoing	N/A — Aecon corporate capacity
Mike McGreevy (Ciena)	8-state optical networking portfolio	Regional sales and technical engineering	Ongoing	N/A — Ciena corporate capacity
Scott Jackson (Graybar)	National broadband materials distribution	OSP supply chain strategy and procurement	Ongoing	N/A — Graybar corporate capacity

		procurement		capacity

Pivot-Tech is structured specifically to execute multiple concurrent 63-20 projects. The Kendall County and Lewiston engagements are in active pre-development — not construction — and do not create capacity constraints that would impede full commitment to the Genesee County project. Aecon, MCM, Ciena, and Graybar are large-scale organizations with capacity well in excess of any single project's requirements.

Section 8: Demonstration of Financial Stability | RFP §7.12

This section responds to Section 7, Item 12, which requires respondents to submit the organization's most recent financial audit, annual compiled financial statements, or annual consolidated financial statements.

8.1 Pivot-Tech Development, Inc.

Pivot-Tech Development, Inc. is a privately held development company. Audited financial statements are available for review under a mutual non-disclosure agreement to be executed with the County prior to proposal evaluation. Pivot-Tech requests that the County execute a mutual NDA to facilitate this disclosure.

63-20 Structure Note: Developer Equity Capital Not Required

The 63-20 financing structure is specifically designed so that a specialized P3 developer can execute a project of this scope without traditional developer equity capitalization. The county's pre-development investment funds pre-issuance activities; bond proceeds fund construction. The primary financial risk of the construction phase is borne by Aecon under the fixed-price EPC contract. Pivot-Tech's financial capacity is therefore assessed in the context of its pre-development management capability, not its ability to fund construction equity.

8.2 Consortium Partner Financial Profiles

Partner	Financial Scale	Financial Documentation Available
Aecon Utilities US LTD (parent: Aecon Group, Inc.)	~$5B+ annual revenues	Publicly traded (TSX: ARE); audited annual financial statements publicly available at www.aecon.com. Aecon carries construction performance and payment bonds at 100% of construction contract price under MCL 129.201.
Ciena Corporation	~$6B+ annual revenues	Publicly traded (NASDAQ: CIEN); audited annual financial statements publicly available at investors.ciena.com
Graybar Electric	~$10B+ annual revenues	Privately held by employee-owners; financial references available upon request; Moody's and S&P rated investment grade.

Section 9: Statement of the Project | RFP §7.13

This section responds to Section 7, Item 13, which requires respondents to state in precise terms their understanding of the project as presented by this RFP, including a detailed summary of the vendor's approach and any value-added features that will benefit the County.

Genesee County, through its NextGenesee Broadband Initiative, seeks a qualified firm or consortium to design, finance, construct, operate, and maintain a countywide underground fiber-optic broadband network serving approximately 170,000 service locations, including the City of Flint and all surrounding municipalities. The County's primary objectives, established through the resident broadband survey and county task force, are:

- Universal coverage: no residents or businesses left behind, with particular emphasis on the City of Flint and economically disadvantaged areas.
- Affordability: price points that reflect actual household willingness and ability to pay, directly responsive to the survey finding that 38% of unserved households will pay $25/month or less.
- Enforceability: affordability and service commitments that are specific, measurable, and enforceable as contract covenants, not voluntary statements.
- Governance: a model that preserves meaningful public oversight, transparency, and audit rights throughout the 30-year bond term.
- Public ownership: infrastructure that transfers to county ownership upon bond retirement, creating a permanent public broadband asset.

Pivot-Tech's approach addresses each of these objectives directly and structurally. Universal coverage is achieved through the pie slice deployment that keeps Flint embedded in every phase rather than deferred to later stages. Affordability is addressed through the three-layer Genesee Connect ecosystem, Lifeline stacking to $15.75/month, and the Chamber Broadband Advantage offset program. Enforceability is built into the CDA as contractual covenants running for the full bond term and surviving any ownership or management change. Governance accountability is provided through the dual NBAC and Genesee Fiber NFP structure with BOC oversight, quarterly reporting, and full audit rights. Public ownership is guaranteed by the 63-20 bond structure itself.

9.1 Value-Added Features Beyond Baseline Scope

Value-Added Feature	Description and County Benefit
Flint Water Quality Monitoring	KETOS SHIELD IoT sensors at 200+ Flint distribution system points; real-time lead, copper, and 30+ contaminant parameters; public resident dashboard; direct response to the Flint water crisis legacy at no additional capital cost to the County. This and other IoT solutions

	can be proven in any other area of the County and brought to Flint upon maturation
2 Gbps Ultra Residential Tier	Software-defined speed tier on existing fiber plant; positions Genesee County at the national frontier of residential broadband capability; no incremental infrastructure cost; generates $11.01M annual revenue at base-case mix.
MVNO Cellular Service	MobilityNet-powered MVNO cellular offering at approximately 50% below national carrier retail pricing; reduces total household connectivity cost; dual-play bundle replaces $120-$200/month typical incumbent spend with $100/month broadband and cellular combined.
Chamber Broadband Advantage	Structured commercial program serving 1,100-member Genesee County Chamber; dedicated fiber at discounted rates for chamber members vs. incumbent rates; Pivot Connect app creates local digital advertising ecosystem benefiting county businesses while discounting residential broadband subscriptions.

Smart City Platform Suite	Platform supporting adaptive traffic management, public safety infrastructure backhaul, environmental monitoring, smart street lighting, and economic development analytics across the county.
Supply Chain Non-BEAD Advantage	Because Pivot-Tech uses 63-20 private bond financing, the project is not subject to Build America Buy America Act domestic sourcing requirements. This provides access to international fiber cable when domestic lead times or pricing create risk — a structural advantage over any BEAD-funded competitors in this procurement.

Section 10: Litigation | RFP §7.14

This section responds to Section 7, Item 14, which requires respondents to describe any lawsuits filed against the company in the last five years and results, and any mediation or arbitrations in the last five years and their results.

10.1 Pivot-Tech Development, Inc.

Pivot-Tech Development, Inc. has not been the subject of any lawsuits, arbitrations, or mediations in the last five years. The company has no pending litigation, no judgments against it, and no regulatory enforcement actions. Pivot-Tech has maintained clean legal standing in all jurisdictions in which it operates, including Illinois and Idaho.

10.2 Consortium Partners

Partner	Litigation Statement
Aecon Group, Inc. / Aecon Utilities US LTD	As a publicly traded company (TSX: ARE), Aecon Group's material litigation and legal proceedings are disclosed in its annual financial statements and MD&A, publicly available at www.aecon.com. No litigation is known to Pivot-Tech that would materially impair Aecon's capacity to perform under this contract.
Ciena Corporation	As a publicly traded company (NASDAQ: CIEN), Ciena's material litigation is disclosed in its annual SEC filings publicly available at investors.ciena.com. No litigation is known to Pivot-Tech that would impair Ciena's ability to perform its role in this consortium.
Graybar Electric	No lawsuits, arbitrations, or mediations have been filed against Graybar Electric in the last five years that are material to this engagement.

Appendix A: Signature Page

The executed Signature Page (RFP page 19) is included as a physical attachment to this proposal at Tab A of the submission package. The signature page includes:

- Acknowledgment that Pivot-Tech is duly authorized to make binding offers on behalf of the company
- Certification of no collusive actions with other potential proposers
- Binding offer to enter into a contract with Genesee County if selected within 120 days of proposal due date
- Iran linked businesses certification under MCL 129.311 et seq.
- Addendum acknowledgment: ADDENDUM #1 RECEIVED | ADDENDUM #2 RECEIVED | ADDENDUM #3 RECEIVED
- Exceptions to solicitation and/or standard contract: YES (see Appendix D)

Name: James Cannon | Title: Chief Executive Officer | Company: Pivot-Tech Development, Inc.
Email: jim@pivot-tech.io | Phone: 202-276-2305

Appendix B: Insurance Checklist (Addendum #2 Revised Version)

Addendum #2 (April 1, 2026) issued a revised Genesee County Insurance Checklist, which supersedes the version in the original RFP. Per Addendum #2 requirements, the executed Insurance Checklist is included as a physical attachment at Tab B of the submission package. The revised checklist is titled 'NextGenesee Countywide Fiber Broadband Initiative' and covers the following required coverages, all marked as required (X):

Req'd	Coverage Type	Minimum Limit (Addendum #2 Revised Checklist)
X	Workers Compensation	Statutory limits of Michigan
X	Employers Liability	$1,000,000 accidental/disease; $1,000,000 policy limit
X	General Liability	$1,000,000 per occurrence; $2,000,000 aggregate (products/completed ops and contractual liability)
X	Professional Liability	$1,000,000 per occurrence; $3,000,000 aggregate (errors and omissions)
	Medical Malpractice	$1,000,000 per occurrence; $2,000,000 aggregate (not applicable to this engagement)
X	Automobile Liability	$1,000,000 combined single limit; owned, hired, non-owned
X	Umbrella / Excess Coverage	$5,000,000 BI & PD and PI
X	Genesee County Additional Insured	Via endorsement on all applicable policies (excluding workers comp)
X	Other Insurance (Addendum #2 new items)	Builders Risk; Environmental (Pollution) Liability; OCP; Crime/Third Party Theft; Cyber Liability
X	AM Best Rating	A VIII or better (or equivalent Retention Group Financial Statements)
X	Certificate Reference	Must state bid number and title: NextGenesee Countywide Fiber Broadband Initiative

Prospective Contractor Statement: Pivot-Tech Development, Inc. understands all insurance requirements listed in the Addendum #2 revised checklist and will comply in full if awarded the contract as we have done in other recent projects (see Appendix C). Certificates of Insurance will be delivered to the Genesee County Risk Manager at 324 S. Saginaw Street, Suite 9A, Flint, MI 48502 upon selection for award and at contract execution.

Appendix C: Project References

Three references are provided below, corresponding to the Reference Form (RFP page 21). The executed reference form is also included at Tab C of the physical submission package.

Reference 1: Connect Kendall County, Illinois

Company / Client	County of Kendall, Illinois
Project Name	Connect Kendall County: Fiber-to-the-Premises P3 Broadband Initiative
Contact Name	Zach Bachmann, Chair, Connect Kendall County
Title	County Board Chairman
Phone	(630) [available upon request]
Email	zbachmann@kendallcountyil.gov
Address	111 West Fox Street, Yorkville, IL 60560
Dates of Service	CDA signed January 2024; ongoing pre-development through bond issuance (Q1 2026)
Contract Type	Comprehensive Development Agreement + PSA + EPC Agreement (63-20 Structure)
Status	CDA signed; $15M Connect Illinois grant awarded; $31M revenue bonds issued; active pre-development
Consortium	Pivot-Tech (Prime/E&P), Aecon Utilities US LTD, Municipal Capital Markets Group, Ciena, Graybar Electric

Reference 2: Confluence Fiber, Lewiston, Idaho

Company / Client	Port of Lewiston, Idaho / Confluence Fiber Communications
Project Name	Confluence Fiber Communications: Fiber Broadband P3 Initiative, Lewis-Clark Valley
Contact Name	Jen Blood
Title	Operations Manager, Port of Lewiston
Phone	(208) 743-5531
Email	jen@portoflewiston.com
Address	1626 N 6th Ave, Lewiston, ID 83501
Dates of Service	CDA executed 2024; ongoing pre-development
Contract Type	Comprehensive Development Agreement (63-20 Structure)
Status	CDA executed; active pre-development; Chamber Broadband Advantage program initiated; Tarana FWA planning underway
Consortium	Pivot-Tech (Prime/E&P), Aecon Utilities US LTD, Municipal Capital Markets Group, Ciena, Graybar Electric

Reference 3: California Department of Transportation (Caltrans)

Company / Client	California Department of Transportation (Caltrans)
Project Name	Caltrans Northern California District - Middle-Mile Broadband Project
Contact Name	Matt Smith
Title	Branch Chief
Phone	707-492-9362
Email	matt.smith@dot.ca.gov
Address	Caltrans District 1 Northern California (Del Norte, Humboldt, Lake, and Mendocino Counties), CA, USA
Dates of Service	2023-2024
Contract Type	Early Contractor Involvement - Civil constructability on state highways for Middle-Mile Broadband Project
Status	Completed
Consortium	Yes – Joint Venture (SA Connects)

Appendix D: Statement of Exceptions

PIVOT-TECH DEVELOPMENT, INC.
Statement of Exceptions to RFP No. 26-484 Terms, Conditions, and Specifications
Submitted on Company Letterhead | April 23, 2026

Pursuant to Section 3, Item 18 and Section 7, Item 4 of RFP No. 26-484, Pivot-Tech Development, Inc. submits the following statement of exceptions to the terms, conditions, and specifications set forth in the solicitation and the Standard Proposed Contract. All other terms, conditions, and specifications are accepted without exception.

Exception 1: Contract Form (Professional Services Contract)

The County's sample Professional Services Contract (attached to the RFP) assumes a flat-fee compensation structure (Section 3 — Compensation) and a term ending September 30, 2028. This project, by its nature, will be governed by a Comprehensive Development Agreement, Pivot Service Agreement, and Engineering, Procurement and Construction Agreement — a multi-decade P3 structure that is materially different from a standard professional services engagement. Pivot-Tech requests that the County negotiate and execute a Comprehensive Development Agreement substantially in the form of the executed Kendall County, Illinois CDA (available for county review upon request), rather than the standard PSC template. The CDA form provides the County with stronger protections and more comprehensive rights than the standard PSC.

Exception 2: Insurance Certificate Timing

Section 3, Item 10 of the RFP and Section 9 require insurance to be provided prior to the contract starting date. Pivot-Tech confirms commitment to all required insurance coverages and will deliver executed certificates of insurance, endorsements, and evidence of additional insured status to the Genesee County Risk Manager upon selection for award and prior to contract execution. Delivering certificates at submission rather than award is not standard practice for P3 construction engagements where the specific project entity (Genesee Fiber, NFP) does not yet exist. The Prospective Contractor Statement on the Insurance Checklist is signed to confirm full commitment to all requirements.

Exception 3: Non-Assignability (Section 15, Standard Contract)

The formation of Genesee Fiber, NFP as the 63-20 nonprofit bond issuer and legal owner of network assets will require the assignment and novation of certain project agreements from Pivot-Tech Development, Inc. to the nonprofit entity upon its formation. This structural necessity is inherent to the 63-20 financing structure and has been accepted in the executed Kendall County and Lewiston CDAs. Pivot-Tech requests that the County acknowledge this structural requirement as part of CDA negotiations, and that the County's written consent to this specific assignment be incorporated into the CDA at execution.

Exception 4: County Indemnification (Section 3, Item 10)

Pivot-Tech acknowledges and accepts the County's policy that it will not indemnify proposers pursuant to Michigan law. No exception is taken to this policy.

Certification and Signature

Pivot-Tech Development, Inc. is prepared to commit the full resources of the Pivot-Tech consortium to making Genesee County a national model for broadband-enabled community transformation. The proposal submitted herein is firm, binding, and irrevocable for 120 calendar days following the April 23, 2026 due date.

Addenda Acknowledged: Addendum #1 (March 27, 2026) RECEIVED | Addendum #2 (April 1, 2026) RECEIVED | Addendum #3 RECEIVED (April 7, 2026) Addendum #4 RECEIVED

James Cannon
Chief Executive Officer
Pivot-Tech Development, Inc.
jim@pivot-tech.io | 202-276-2305