

RESOLUTION NO. 2025 - 140

A RESOLUTION AUTHORIZING AWARD OF A CONTRACT TO BONFIRE FIBER, LLC, DENVER, CO, FOR BROADBAND UTILITY CONSULTING & PROJECT MANAGEMENT SERVICES.

WHEREAS, in continuation of the City's Broadband Program, there exists a need for Consulting and Project Management Services; and

WHEREAS, the City of Vineland has a need to acquire such service as a Non-Fair and Open Contract pursuant to N.J.S.A. 19:44A-20.5; and

WHEREAS, the purchasing agent has determined and certified in writing that the value of said services will exceed \$17,500.00; and

WHEREAS, the Director of Information Systems has recommended that a contract be awarded to Bonfire Fiber, LLC, Denver, CO, for Broadband Utility Consulting & Project Management Services for the period beginning February 1, 2025 to December 31, 2025, in the amount not to exceed \$100,583.00; and

WHEREAS, Bonfire Fiber has completed and submitted a Business Entity Disclosure Certification for Non-Fair and Open Contract which certifies that Bonfire Fiber has not made any reportable contributions to a political or candidate committee in the City of Vineland in the previous one year and that the contract will prohibit Bonfire Fiber from making any reportable contributions through the term of the contract to a political or candidate committee in the City of Vineland; and

WHEREAS, the availability of funds for said contract to be awarded herein have been certified by the Chief Financial Officer; and

WHEREAS, the City of Vineland has certified that this meets the statute and regulations governing the award of said contracts.

NOW THEREFORE BE IT RESOLVED, by the Council of the City of Vineland that:

1. The Purchasing Agent be and the same is hereby authorized to issue contract to Bonfire Fiber, LLC, Denver, CO, for Broadband Utility Consulting & Project Management Services for the period beginning February 1, 2025 to December 31, 2025, in the amount not to exceed \$100,583.00.
2. That the Business Disclosure Entity Certification, the Political Contribution Disclosure Form and the Determination of Value be placed on file with the Resolution.
3. Notice of this action shall be printed once in the Daily Journal.

Adopted: March 25, 2025

President of Council pfs

ATTEST:

City Clerk

rgf



**REQUEST FOR RESOLUTION FOR CONTRACT AWARDS UNDER
40A:11-5 EXCEPTIONS
(PROFESSIONAL SERVICES, EUS, SOFTWARE MAINTENANCE, ETC)**

1. GOODS OR SERVICES (DETAILED DESCRIPTION): _____

2. TYPE: RFP RFQ NUMBER: _____

NON-FAIR & OPEN (PAY TO PLAY DOUCMENTS REQUIRED)
 FAIR & OPEN: HOW WAS RFP ADVERTISED? _____

3. AMOUNT TO BE AWARDED: _____
 ENCUMBER TOTAL AWARD ENCUMBER BY SUPPLEMENTAL RELEASE

4. BUDGETED ITEM: YES NO ACCOUNT NUMBER: _____

5. CAPITAL ORDINANCE: YES NO ORDINANCE NUMBER: _____

6. TRACKING ID(S): _____ COMMODITY CODE(S): _____


7. CONTRACT PERIOD (IF APPLICABLE): _____

8. DATE TO BE AWARDED: _____

9. RECOMMENDED VENDOR NAME AND ADDRESS: _____

10. JUSTIFICATION FOR VENDOR RECOMMENDATION (INCLUDE ADDITIONAL INFORMATION FOR COUNCIL):

11. EVALUATION PERFORMED BY: _____
(NAME, TITLE AND EXTENSION NUMBER)

12. APPROVED BY: _____
 SIGNATURE (DIRECTOR, DEPARTMENT HEAD, SUPERVISOR)

13. ATTACHMENTS: AWARDDING PROPOSAL OTHER: _____



Bonfire Fiber, LLC

Proposal for
City of Vineland – Vineland, NJ
2025 Broadband Utility Consulting Renewal

Quotation No. BFVNNJ02-24-25

External
February 24th, 2025

By
Drew Pappas
Director of Business Development
970-980-6574
drew.pappas@bonfireig.com

Bonfire Fiber, Confidential:

The information contained in this document is the property of Bonfire Fiber. Except as specifically authorized in writing by Bonfire Fiber, the holder of this document shall keep the information contained herein confidential and shall protect same in whole or in part from disclosure and dissemination to third parties and use same for evaluation, operation, and maintenance purposes only.

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bonfire

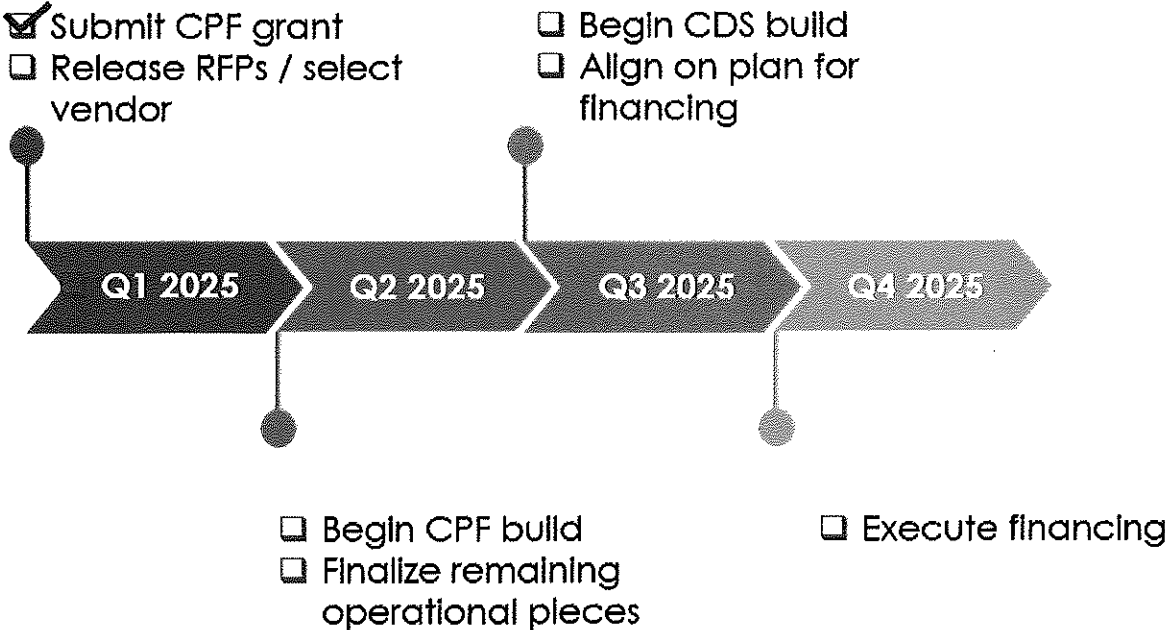
Introduction

Bonfire Fiber (Bonfire) a Company located in Denver, CO and serving clients throughout North America having its principal office at: 4500 Cherry Creek Drive South, Suite 1200, Denver, CO 80246. Bonfire is supplying the City of Vineland, NJ (Vineland) with an updated proposal to renew our existing broadband utility consulting and project management contract for the 2025 year.

Bonfire met with Vineland leadership in January of this year to review the project status, what was completed in 2024, and what needed to get done this year. Now that the CPF grant application has been submitted, it is imperative that we move forward with solidifying the financing strategy to make this broadband utility operational in 2025. In help aid these efforts, Bonfire is bringing on additional subcontractor support with in-depth knowledge of NJ bond laws to help identify all possible ways for this project to get funded.

Scope of Work

Bonfire will continue to act as a broadband advisor for Vineland. The scope of work will include the following:





- Release RFPs/Select Vendors
 - o Request for Proposal (RFP) documents were created in 2024 for both Network Engineering and Network Construction.
 - o Bonfire will work with Vineland to create Network Equipment RFP in 2025.
 - o Through Vineland’s procurement department, all RFPs will be released this year and managed by Bonfire.
 - o End-to-end management of RFP response process including:
 - Selection of invited applicants
 - Coordination, meetings, and questions/answers with respondents
 - Review and scoring of applications
 - Interviews and meetings
 - Recommendation of a shortlist and finalist for each project
- CPF and CDS Builds
 - o Unless there are extreme delays at the federal level, both the Capital Projects Fund (CPF) and Congressional Direct Spending (CDS) funding should come out in 2025.
 - o Based on that timing, Bonfire will assist Vineland with kicking off their projects when funded.
 - All project-related engineering, PM, construction management, etc. costs are included in the funding source and will not be completed by Bonfire via this contract renewal.
- Financing Alignment and Execution
 - o At direction of City leadership, Bonfire met with multiple groups to determine who was the best fit to provide additional legal consultation to figure out a creative way(s) to finance this project.
 - o After interviewing (3) separate firms, Bonfire has selected to engage with Hawkins Delafield & Wood LLP due to their extensive experience with NJ bond laws and their willingness to dive headfirst into this project.
 - Please see the pricing section below for their proposed hourly rates.
- Project Management
 - o Facilitate weekly or bi-weekly meetings with Vineland and all necessary stakeholders.
 - o Document the outcome of these meetings, including any key ideas, insights, and potential areas of further exploration.
 - o Create project plan to document key steps, action items needed, and track completion of tasks on an ongoing basis.
- Continued Operational Support
 - o Review and update operational model costs focused on a municipal owned and operated network.



- Educate Vineland team on the operational costs and support required to manage this broadband utility network.
- Continued support of exploratory grant conversations.

Pricing

Bonfire proposes including the above services as an extension of Contract No. 24-03614 at the existing monthly run rate of **\$10,058.30 Per Month**, from Feb 1, 2025, to December 31, 2025. This monthly rate does not include the associated pricing from additional bond and legal support that Bonfire is bringing to the project as a subcontractor. Those hourly rates are as follows:

- Partner Rate: \$425/hr (+15% Pass-Through)
 - Rate to Vineland: \$488.75/hr
- Associate Rate: \$295/hr (+15% Pass-Through)
 - Rate to Vineland: \$339.25/hr
- Paralegal/Analyst Rate: \$195/hr (+15% Pass-Through)
 - Rate to Vineland: \$224.25

Notes

- The scope of work under this consulting engagement is to be completed by 12/31/25. Additional work necessary in Q1 or Q2 of 2026 may occur but will need to be priced out separately and will result in additional costs under a new contract.
- Bonfire and Vineland to continue meeting "bi-weekly" with additional meetings occurring throughout the engagement as deemed necessary.
- The engagement has been priced as an "All-In" cost and is to be billed at a monthly rate for the length of the contract (assuming new contract begins in Feb 2024). Invoices will be sent out at the end of each month, starting end of February 2025 through December 2025.
 - \$10,058.30 Per Month + Total Bond/Legal Council Hourly Rate
 - City to provide a cap to Bonfire to hold their subcontractors to so monthly billing amount can be managed
- Net 30 Day payment terms.



Signatures

The pricing for the above services is estimated & not inclusive to specifics additional charges that may be discovered as a result of delivering such services. All additional services outside of the scope of this estimate will be subject to approval by Vineland. Bonfire is submitting this proposal based on the request of Vineland on February 11th, 2025.

By signing below, Vineland acknowledges and accepts the scope of work outlined above, as well as the associated payment terms and confidentiality requirements.

CITY OF VINELAND, NJ

Anthony R. Faucci
Name

2/27/2025
Date

[Signature]
Signature

Mayor
Title

BONFIRE FIBER, LLC

DUKE HORAN
Name

2/27/25
Date

[Signature]
Signature

PRESIDENT
Title