

Cell Tower Proposals, RFP 11-12, due 4/18/11 at 3pm			price sheet as of 4/20/11, jg					
Pricing structure is consolidated from the full detail of the responses, Responses MUST be reviewed for full understanding of grids submitted								
Many assumptions are made in the proposals, which are not all able to be fully expressed on the tabulation sheet								
The primary assumption subject to change is exactly how many carriers will be rented and at what times and for what amounts								
Tally sheet attempts to adjust vendor price grids to show for 2 carriers in yr 1, two more for year 2 and the final 5th carrier at year 3 for conformity between vendor pricing								
Actual carrier aditions may vary from this assumption.								
		Homeland Towers		Isotrope, LLC		US Wireless, Inc.		Wireless EDGE Towers LLC
<u>Costs are annualized, if given monthly</u>		46 Mill Plain Rd		505 Main Street, 2nd Fl		One Mifflin Place, Suite 400		270 North Ave, Suite 809
		Danbury, CT 06811		Medfield, MA 02052		119 Mount Auburn		New Rochelle, NY 10801
						Cambridge, MA 02138		
Carriers pay 38,400 p/yr with a 50% revenue sharing with the Town, 3% escalator p/yr						See page 2		See page 2
Base yr two carriers at \$38,400 ea, @ 50%	yr 1	\$	38,400.00					
Prior yr +3%, plus two additional carriers	yr 2	\$	77,952.00					
Prior yr +3% plus 1 additional carrier	yr 3	\$	99,490.56					
Plus 3% of prior year for yr 4	Yr 4	\$	102,475.28					
Plus 3% of prior year for yr 5	Yr 5	\$	105,549.54					
5 yr total		\$	423,867.37					
10 yr total		\$	1,001,055.52					
All rents at \$32,000; Base fee of \$32K includes first carrier and is always at 100%				Isotrope				
3 models of revenue sharing w/Town of 15% (Low assumption), 40% (High) and 100% (Town owns) for the remaining carriers of #2 - #5								
Yr 1 - two carriers at 32,000 ea		Gross revenues	yr1	\$	64,000.00			
Prior yr +3% plus #3 & #4 carriers		Gross revenues	yr2	\$	129,920.00			
Prior yr +3% plus 5th additional carrier		Gross revenues	yr3	\$	165,817.60			
Prior year plus 3%		Gross revenues	yr4	\$	170,792.13			
Prior year plus 3%		Gross revenues	yr5	\$	175,915.89			
5 yr total		gross revenue totals	5yr	\$	706,445.62			
10 yr total		gross revenue totals	10yr	\$	1,690,309.45			
1st carrier always at 100%, remainder @ 15%		5yr @ 15% yr 2-5		\$	250,375.34			
1st carrier always at 100%, remainder @ 40%		5Yr @ 40% yr2-5		\$	384,513.66			
Town owns Tower		5Yr @ 100% yr 1-5		\$	706,445.62			
1st carrier always at 100%, remainder @ 15%		10yr @ 15% yr 2-10		\$	562,081.39			
1st carrier always at 100%, remainder @ 40%		10Yr @ 40% yr 2-10		\$	887,476.81			
Town owns Tower		10Yr @ 100% yr 1-10		\$	1,690,309.45			

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								Cambridge, MA 02138			
* Note - an extention error was on the submitted price sheet of 2,600 p/mnth being incorrectly extended to 26k p/yr. This extention was corrected to \$31,200											
Base rent of \$32,200K includes 1st carrier with #2 Carrier at 15% revenue share for \$4,680											
Carriers #3, #4 & #5 at 10% for \$3,120 each ; +3% escalator each year							US Wireless				
Year one base fee \$31,200 (includes 1carrier) , plus Carrier #2 @ 15% for \$4,680 additional						yr1	\$	35,880.00			
Prior yr +3% plus 2 additional carriers @ 10% each , \$3,120 ea - Total of 4 carriers						yr2	\$	43,196.40			
Prior yr +3% plus 1 additional carrier @ 10% \$3,120 - total of 5 carriers						yr3	\$	47,612.29			
Prior yr amounts with 3% escalator						yr4	\$	49,040.66			
Prior yr amounts with 3% escalator						yr5	\$	50,511.88			
						5 yr total	5yr	\$	226,241.23		
						10 yr total	10yr	\$	502,460.89		