

<b>Cell Tower Proposals, RFP 11-12, due 4/18/11 at 3pm</b>				<b>price sheet as of 4/20/11, jg</b>					
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 additions may vary from this assumption.									
		<b>Homeland Towers</b>		<b>Isotrope, LLC</b>		<b>US Wireless, Inc.</b>		<b>Wireless EDGE Towers LLC</b>	
<b>Costs are annualized, if given monthly</b>		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			
<b>Carriers pay 38,400 p/yr with a 50% revenue sharing with the Town, 3% escalator p/yr</b>									
						<b>See page 2</b>		<b>See page 2</b>	
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					
<b>5 yr total</b>			<b>\$</b>	<b>423,867.37</b>					
<b>10 yr total</b>			<b>\$</b>	<b>1,001,055.52</b>					
<b>All rents at \$32,000; Base fee of \$32K includes first carrier and is always at 100%</b>									
				<u>Isotrope</u>					
<b>3 models of revenue sharing w/Town of 15% (Low assumption), 40% (High) and 100% (Town owns) for the remaining carriers of #2 - #5</b>									
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			
<b>5 yr total</b>		<b>gross revenue totals</b>		<b>5yr</b>	<b>\$</b>	<b>706,445.62</b>			
<b>10 yr total</b>		<b>gross revenue totals</b>		<b>10yr</b>	<b>\$</b>	<b>1,690,309.45</b>			
1st carrier always at 100%, remainder @ 15%		5yr @ 15% yr 2-5			\$	250,375.34			
1st carrier always at 100%, remainder @ 40%		<b>5Yr @ 40% yr2-5</b>			<b>\$</b>	<b>384,513.66</b>			
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%		<b>10Yr @ 40% yr 2-10</b>			<b>\$</b>	<b>887,476.81</b>			
Town owns Tower		10Yr @ 100% yr 1-10			\$	1,690,309.45			

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					<b>Cambridge, MA 02138</b>		
<b>* 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</b>							
<b>Base rent of \$32,200K includes 1st carrier with #2 Carrier at 15% revenue share for \$4,680</b>							
<b>Carriers #3, #4 &amp; #5 at 10% for \$3,120 each ; +3% escalator each year</b>							
					<b>US Wireless</b>		
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	
				<b>5 yr total</b>	<b>5yr</b>	<b>\$ 226,241.23</b>	
				<b>10 yr total</b>	<b>10yr</b>	<b>\$ 502,460.89</b>	
<b>Wireless EDGE Towers LLC</b>							
<b>Base rent is \$29,472 and includes first carrier, carriers #2, #3 &amp; #4 are at 40% for \$12,000 each</b>							
<b>Carrier #5 (and beyond) is at 50% for \$15,000 ; yearly escalator is 3.5%</b>							
					Base plus 1 carrier	yr1	\$ 41,472.00
					Prior yr +3.5% plus 2 additional carriers	yr2	\$ 66,923.52
					Prior yr +3.5% plus 5th carrier	yr3	\$ 84,265.84
					Prior yr amount +3.5%	yr4	\$ 87,215.15
					Prior yr amount plus 3.5%	yr5	\$ 90,267.68
					<b>5 yr total</b>	<b>5yr</b>	<b>\$ 370,144.19</b>
					<b>10 yr total</b>	<b>10yr</b>	<b>\$ 871,143.55</b>
<b>Every effort has been as to accuracy of the numbers, however inadvertant errors may have occurred</b>							
<b>Vendors should contact Purchasing Dept at 203-431-2720 or purchasing@ridgefieldct.org if they feel an error has occurred and it will be corrected</b>							
No judgment as to responsiveness of bid as of this posting	No judgment as to the responsibility of the bidder as of this posting						
Jerry Gay, C.P.P.B.							
Town of Ridgefield							