



Westchester Community College

State University of New York

41910

August 21, 2014

To: Board of Acquisition and Contract

From: John F. M. Flynn
Interim President

Re: Authority to enter into an agreement with Pinnacle Towers LLC, a subsidiary of Crown Castle International Corp., for the operation and management of the telecommunications tower site located at Westchester Community College

Westchester Community College (the "College") issued a request for proposals seeking qualified firms for the operation and management of the telecommunications tower site located at the College. The facility currently includes an approximately 100 foot tower and accompanying utility shed. Services are to be provided for a term commencing on or about September 1, 2014 and expiring on or about August 31, 2019. Proposals were due by June 5, 2014. The College received four (4) proposals which were reviewed by College staff. After a thorough review, we recommend that an agreement be entered into with Pinnacle Towers LLC ("Pinnacle Towers"), a subsidiary of Crown Castle International Corp.

Pinnacle Towers currently manages and operates the tower for the College and has done so for many years. During this time the College has been extremely satisfied with the quality of service and ease of doing business with Pinnacle Towers. Pursuant to the proposed agreement the College will receive 80% of all rent collected by Pinnacle Towers from sub-licensees with antennas on the tower, with a minimum payment of Seven Thousand Five Hundred Dollars (\$7,500) per month. They will be responsible for site management, site maintenance, site marketing, revenue collection, project development/management, engineering, construction, utilities and security. While two firms offered a slightly higher percentage of collected rent (82% vs. 80%), the College feels that Pinnacle Towers' overall proposal and its performance as the incumbent manager, along with the fact that there will be no need to transition to a new manager and conceivably new sub-licensees, increases the overall value of the Pinnacle Towers proposal and make it the most advantageous to the College.

The public purpose of this agreement is to ensure the safe and efficient operation of the tower.

I believe that it is in the best interest of the College to continue utilizing Pinnacle Towers for the operation and management of the telecommunications tower site located at the College and I therefore recommend that you act favorably on the annexed proposed resolution.

JFMF:me
Attachment

APPROVED BOARD OF ACQUISITION & CONTRACT - 09/18/2014 - JOMARY VIEIRA, SECRETARY

