

# MANATEE COUNTY GOVERNMENT INTENT TO NEGOTIATE

<b>SUBJECT</b>	Cell Tower Leasing	<b>DATE POSTED</b>	Date Posted on mymanatee.org <u>09/13/2013</u>
<b>PURCHASING REPRESENTATIVE</b>	Deborah Carey-Reed, 941/749-3074	<b>DATE CONTRACT SHALL BE AWARDED</b>	To be determined after negotiations.
<b>DEPARTMENT</b>	Information Technology	<b>CONSEQUENCES IF DEFERRED</b>	Loss of revenue
<b>SOLICITATION</b>	Request For Proposal #13-1776DC	<b>AUTHORIZED BY</b>	<i>Melissa M. Wendel</i> Melissa M. Wendel, Purchasing Official Date: <u>09/13/2013</u>

### ACTION APPROVED

Authorization to commence negotiations, for the purpose of the County entering into lease agreements to provide commercial communication providers the opportunity to lease space on County property to:

- AT&T Mobility Corporation, Lake Mary FL
- Verizon Wireless, Boca Raton FL

### ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.)

Manatee County Code of Law

### BACKGROUND/DISCUSSION

- The County IT Department currently manages the County communication towers at various sites around the County and has available space on these towers to lease space to others (for the expansion of their communication services) without interference with County operations. The sites available for leasing are communication towers on: the Northwest and Buffalo Creek water towers, monopoles at Myakka, Duette, and Lorraine Road, the Public Safety Center, and a self-supporting tower located on County Road 675 in East County.
- The RFP was advertised on the Manatee County website, DemandStar, in the Bradenton Herald and the Tempo News and was also provided to the Manatee County Chamber of Commerce for release to its members. Two proposals were received:
  - AT&T Mobility Corporation, Lake Mary, FL
  - Verizon Wireless, Boca Raton FL

Continued on page 2.

<b>ATTACHMENTS: (List in order as attached)</b>	<b>INSTRUCTIONS:</b>
None	N/A
<b>COST</b> Revenue	<b>SOURCE (ACCT# &amp; NAME)</b> N/A
<b>COMMENTS</b> N/A	<b>AMT./FREQ. OF RECURRING COSTS</b> N/A

- The Evaluation Committee Members consisted of:
  - Wilfred Miranda, Radio Communications Manager, Information Technology
  - Ernie McFarland, Technical Systems Support Coordinator, Public Safety
  - Deborah Carey-Reed, Contracts Negotiator, Purchasing
- The Evaluation Committee convened on August 19, 2013 and based on the proposals submitted, discussed the qualifications of each of the proposers, appraised their past work experience, and reviewed their proposal against the RFP criteria. The Committee unanimously voted that oral interviews would not be required; the proposals included sufficient information to evaluate the qualifications and the proposed configuration for equipment installation and radio frequencies.
- **Spire Development, Inc. (Agent for AT&T Mobility Corporation)**  
Spire Development Inc. is an agent for AT&T Mobility Corporation and has presented a thorough proposal with design schematics of the proposed equipment and tower connections. Spire will also construct a storage building for housing of proposer's radio cabinets and spare equipment.
- **Verizon Wireless**  
Verizon Wireless also provided a thorough proposal with a schematic design for the equipment configuration and will construct a storage unit for their equipment.
- The above justifications are a generalized summary of major observations intended only to provide the County Administrator a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.
- In accordance with Manatee County Resolution R-09-16, the proposed lease will be forwarded to the Board of County Commissioners for approval. The resulting agreement will be managed by the IT Department.