



**OHIO TURNPIKE AND
INFRASTRUCTURE COMMISSION**

ADDENDUM NO. 2
ISSUED JULY 8, 2020

RFP NO. 3-2020
**TO SELECT A FIRM TO PERFORM CELL TOWER LEASE BROKERAGE AND PROPERTY
MANAGEMENT SERVICES WITH THE OPTION TO USE THE COMMISSION'S RIGHT OF
WAY FOR FIBER OPTIC CABLE INSTALLATION**
ISSUED: JUNE 4, 2020

INQUIRY END DATE:
5:00 P.M. (Eastern), on June 25, 2020

OPENING DATE:
PREVIOUSLY EXTENDED TO: 5:00 P.M. (Eastern), July 9, 2020

ATTENTION OF RESPONDENTS IS DIRECTED TO:

**ADDITIONAL QUESTIONS RECEIVED AFTER THE CLOSE OF INQUIRY PERIOD
ANSWERED AT THE COMMISSION'S DISCRETION TO ASSIST RESPONDENTS**

Issued by the Ohio Turnpike and Infrastructure Commission through Jennifer L. Stueber, Esq., General Counsel.

Jennifer L. Stueber, Esq.
General Counsel

July 8, 2020
Date

ANSWERS TO ADDITIONAL QUESTIONS RECEIVED AFTER CLOSE OF INQUIRY PERIOD:

Q#19 Clarifying OTIC A#1 response, is the fiber non-exclusivity regarding pre-existing fiber contracts, or will the contract be non-exclusive for even future contracts. The issue is that we would have a fixed rate in the contract, and OTIC could then undersell to another fiber company. That would potentially render a large installation investment worthless.

A#19 Non-exclusivity applies to both existing and future contracts.

Q#20 Is there rent associated with the 14 Agile Network installations, and T-Mobile at Canfield (was not shown in Exhibit B)?

A#20 Agile currently pays \$400 per month for each of the 14 sites. The T-Mobile at Canfield annual amount is \$17,622.40.

Q#21 Current new tower lease terms are generally 50 years: 10-year initial term and four (4) 10-year renewals. A 25-year term is problematic since the wireless carriers are requiring subleases in the 30 to 45 year range. After 5 years, we could only offer a 20 year term, etc. The 25-year term puts the OTIC at a marketing disadvantage compared to private properties along the ROW. Will OTIC consider a 50-year maximum term for new towers.

A#21 Yes.

Q#22 Likewise, will OTIC consider a 50-year maximum term for new fiber installation?

A#22 Yes.

END OF ADDENDUM NO. 2