



HOMELAND TOWERS

Proposal to lease space on Village of Croton-on-Hudson owned properties for the purpose of developing telecommunications infrastructure

Company Introduction

On behalf of Homeland Towers, LLC (“HT”), I would like to formally propose to lease space on a Village of Croton-on-Hudson property located at 230 Hessian Hills Road for the purpose of developing new wireless infrastructure. I would also like to thank Village of Croton-on-Hudson in advance for taking the time to review this proposal and allowing me the opportunity to assist in developing the Village’s emergency services wireless infrastructure. We are uniquely positioned to provide Village of Croton-on-Hudson with an effective solution to help address the wireless infrastructure needs of its residents and emergency services personnel while creating an additional revenue stream for the Village. We have identified the following as objectively good properties for the development of wireless telecommunications facilities and respectfully submit the following proposal for the Village’s review and consideration.

Business Plan

HT proposes to lease approximately 2,700 square feet of space in each of the three aforementioned locations from the Village. The proposed lease term is for an initial ten (10) year period with nine (9) consecutive five (5) year renewal option periods. The projected revenue to be received by the Village will be Thirty-Five (35%) of the gross revenue rent that HT receives from its tenants, or a minimum of Two Thousand Dollars (\$2,000.00) per month, whichever is greater per site. The rental fee will be paid every month after the commencement of construction and will increase annually by Two Percent (2%). It is also important to note that the Thirty-Five percent revenue share is based on gross rent received, as opposed to net profit received from those rents, which allows for the Village to receive greater income. Space at the top of the tower and within the secure fenced compound will be reserved for use by Village of Croton-on-Hudson at no charge for the life of the lease. A spreadsheet which demonstrates the potential anticipated rent from this proposal is included on the next page. It is based on the assumption that a second carrier is added to the site in year two of the lease, a third carrier in year four and a fourth carrier in year five with each carrier paying an average monthly rent of \$3600 per month.

HT has a proven record of constructing aesthetically appropriate sites. We will build and own the Facilities for use by other tenants on the Property, and will manage the lease space. HT anticipates successfully marketing these Facilities to all potential wireless licensed providers.

The proposed Facilities will improve coverage in the Village; and most importantly, emergency responders in Village of Croton-on-Hudson will benefit from the improved ability to communicate via their wireless phones and two-way radios.

Proposal for Telecommunications Site

The Following Rent Matrix illustrates the potential revenue gained based on the aforementioned proposal on a PER SITE BASIS.

<u>Year of Lease</u>	<u>Monthly Amount</u>	<u>Yearly Total</u>	<u>Cumulative 5 Year Total</u>
1	\$2,000.00	\$24,000.00	
2 (two carriers)	\$2,545.20	\$30,542.40	
3	\$2,596.10	\$31,153.25	
4 (three carriers)	\$3,856.10	\$46,273.20	
5 (four carriers)	\$5,193.23	\$62,318.76	\$ 194,287.61
6	\$5,297.09	\$63,565.14	
7	\$5,403.04	\$64,836.44	
8	\$5,511.10	\$66,133.17	
9	\$5,621.32	\$67,455.83	
10	\$5,733.75	\$68,804.95	\$ 525,083.12
11	\$5,848.42	\$70,181.05	
12	\$5,965.39	\$71,584.67	
13	\$6,084.70	\$73,016.36	
14	\$6,206.39	\$74,476.69	
15	\$6,330.52	\$75,966.22	\$ 890,308.10
16	\$6,457.13	\$77,485.55	
17	\$6,586.27	\$79,035.26	
18	\$6,718.00	\$80,615.96	
19	\$6,852.36	\$82,228.28	
20	\$6,989.40	\$83,872.85	\$ 1,293,545.99
21	\$7,129.19	\$85,550.30	
22	\$7,271.78	\$87,261.31	
23	\$7,417.21	\$89,006.54	
24	\$7,565.56	\$90,786.67	
25	\$7,716.87	\$92,602.40	\$ 1,738,753.20
26	\$7,871.20	\$94,454.45	
27	\$8,028.63	\$96,343.54	
28	\$8,189.20	\$98,270.41	
29	\$8,352.98	\$100,235.81	
30	\$8,520.04	\$102,240.53	\$ 2,230,297.94
31	\$8,690.45	\$104,285.34	
32	\$8,864.25	\$106,371.05	
33	\$9,041.54	\$108,498.47	
34	\$9,222.37	\$110,668.44	
35	\$9,406.82	\$112,881.81	\$ 2,773,003.05
36	\$9,594.95	\$115,139.44	
37	\$9,786.85	\$117,442.23	
38	\$9,982.59	\$119,791.08	
39	\$10,182.24	\$122,186.90	
40	\$10,385.89	\$124,630.64	\$ 3,372,193.34

Scope of Work

The following comprehensive scope of work is offered to highlight HT's approach and philosophy. We are prepared to provide expert advice and service from the initial evaluation phase through leasing and construction. HT and its affiliates will remain partners with Village of Croton-on-Hudson throughout the life of the Facilities to ensure that (i) the Facilities remain in compliance with all applicable regulations; (ii) tenants remain current on all financial obligations; and (iii) that any technological or leasing developments are addressed in a timely and professional manner. Our goal is to provide the Village with the experience and commitment necessary to make the project a success.

Site Marketing

HT will maximize rental income for Village of Croton-on-Hudson. Marketing efforts will involve aggressive pursuit of all potential tenants, with the goal of reducing the number of cellular antenna sites needed to serve subscribers in the Village through maximizing collocation. Based on our impeccable reputation, as well as our years of experience in the industry, HT's personnel have established reliable working relationships with the major wireless service providers, such as Cingular/AT&T, Sprint/Nextel, T-Mobile and Verizon.

We meet regularly with the leadership of the major carriers to market our site locations and publishes a detailed database of all available site locations. We investigate new potential technologies and services and target those potential tenants early on in their network development to increase the tenant base of any HT facilities. These ongoing marketing services are professional and effective.

Site Leasing

HT was established to offer comprehensive wireless telecommunications plans and services, and site leasing is one of HT's most important services.

The following are the leasing services HT provides:

- ❖ Establish standard rental rates for the Facilities based on comparable market rents for the industry;
- ❖ Provide a standard lease agreement;
- ❖ Perform lease negotiations;
- ❖ Review restrictions, covenants, and conditions related to the Property and Facilities;
- ❖ Review soil conditions;
- ❖ Billing and rent collection.

All costs associated with leasing activities are at HT's full cost and expense, with the exception of any legal and other review costs undertaken by the Village related directly to the lease contract between the Village and HT.

Land Use Approvals Entitlements

We provide a full range of services to ensure all necessary municipal land use and environmental approvals are obtained in a timely and effective manner.

Proposal for Telecommunications Site

All costs associated with Site Leasing and Land Use Approvals are at HT's full cost and expense.

Installation Management, New (Additional) Tenants

Installation management begins when a new tenant expresses interest in the Facilities and continues well after the Facilities are constructed. HT will coordinate, manage, and control each step of the installation of a new tenant's equipment to ensure that all plans are followed, all applicable laws are followed, regulations and approvals are complied with, and service to preexisting tenants is not interrupted.

HT provides the following installation management services:

- ❖ Review and approval of the tenant's proposed engineering drawings;
- ❖ Analyze all frequencies (intermodulation study) on each site to avoid harmful interference between different wireless carriers;
- ❖ Ensure that tenants utilize only licensed and experienced installers with proven track records to perform Facility installations and that all installations meet the required specifications and quality standards of the industry and any applicable laws, codes, rules or regulations.

Design and Construction Management

HT will provide all construction management services, which include the following:

- ❖ Qualify all vendors of construction services;
- ❖ Review and approve construction drawings;
- ❖ Coordinate Building Permit filing and approval;
- ❖ Obtain Certificate of Occupancy;
- ❖ Coordinate 2C certification for E-911;
- ❖ File and obtain FAA approval;
- ❖ Coordinate Electrical Permit filing and approval;
- ❖ Coordinate design review and approval;
- ❖ Schedule all construction activities;
- ❖ Coordinate safety inspections and compliance;
- ❖ Material procurement;
- ❖ On site Construction management;
- ❖ Conduct punch list walkthrough and assist Village with final site inspection; and
- ❖ Evaluate compliance with all promulgated emissions standards after each tenant's equipment is on-air.

All costs associated with Installation Management and Design and Construction are at HT's full cost and expense.

Proposal for Telecommunications Site

Site Management

Once sites are built, HT will take responsibility for managing the administration, maintenance and continued marketing of the Facilities. We will coordinate management of the Facilities for the Village and keep the Village Manager or other designated officials fully informed. HT provides the following service for each site:

- ❖ Conduct lease negotiations;
- ❖ Conduct lease administration and tracking;
- ❖ File Memorandum of Agreement;
- ❖ Collect rent;
- ❖ Perform billing and document control;
- ❖ Maintain tenant database, including tenant contact information, lease terms, renewals, special conditions, location of equipment at site, and other tenant and site specific information;
- ❖ Perform ongoing marketing of the Facility to service providers of existing and new technologies;
- ❖ Administer and track title actions and compliance.

Facility Maintenance

HT will provide site maintenance to ensure peaceful coexistence among tenants and the Village, compliance with regulatory and use permits, and reduce the potential for conflict. Facility maintenance services include:

- ❖ Routine site maintenance of the ground space, compound area, and access road;
- ❖ Periodic site inspections including reports and logs;
- ❖ Site monitoring through Homeland Tower's Network Operations Center;
- ❖ Coordination of all required site repairs and tenant related maintenance issues;
- ❖ Manage restrictions, covenants, and conditions related to the property and facility.

All costs associated with Site Management and Facility maintenance are at HT's sole cost and expense.

Conclusion

Homeland Towers will provide Village of Croton-on-Hudson with the ability to address the communication needs of the community, emergency services and the telecommunications industry while generating a steady revenue stream. We will work to maximize the potential benefits of wireless infrastructure, while minimizing the impact to the community.

Our Facilities are specifically designed and located to accommodate collocation of multiple wireless tenants and to maximize the income for the Village. This avoids tower proliferation and minimizes the impact on the surrounding environment while maximizing revenue for the Facility. We look forward to working with the Village to provide state of the art platforms to accommodate the expanding developments in communications technologies of the 21st century.

This proposal is submitted to Village of Croton-on-Hudson for its approval which will allow Homeland Towers to lease, market, and develop the proposed Facilities for current and future carrier demand. Upon execution of a lease agreement, we will provide the additional services listed above.

Thank you

Thank you, **Village of Croton-on-Hudson**, once again for this opportunity.
Homeland Towers looks forward to being of service.



HOMELAND TOWERS

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