



**STATE OF NORTH CAROLINA**  
Department of Administration  
State Property Office – Leasing Section

Final Proposal #: **SPO-11-LL-71-FINAL**

**DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES**

**WESTERN NC AGRICULTURAL CENTER**

**FINAL PROPOSER'S CONFERENCE FOR PROPOSERS**  
Meeting November 1, 2024 at 9:30 AM EST  
(Microsoft TEAMS)

**FINAL PRICE PROPOSAL SUBMISSION DEADLINE:**

**November 7, 2024 at 4:00 PM EST**

**Direct all inquiries concerning this Final Proposal to:**

**Agency Contact:** Wendy Dudka  
Property and Construction Division  
Email: [wendy.dudka@ncagr.gov](mailto:wendy.dudka@ncagr.gov)  
Phone: 919-707-3167

## NOTE TO PROPOSER

### **ELECTRONIC RESPONSES ONLY WILL BE ACCEPTED FOR THIS SOLICITATION**

IN ORDER TO BE CONSIDERED, YOUR FINAL PROPOSAL SHALL BE SUBMITTED IN STRICT ACCORDANCE WITH THESE INSTRUCTIONS PRIOR TO THE ADVERTISED CUT-OFF TIME.  
**BY 4:00 PM EST, November 7, 2024.**

**ALL PROPOSALS SHALL BE SUBMITTED ELECTRONICALLY VIA THE NORTH CAROLINA EPROCUREMENT ELECTRONIC VENDOR PORTAL (eVP).**

### **BID No: SPO-11-LL-71-FINAL**

The [Vendor Training | NC eProcurement](#) page includes online training videos and a link to [Viewing and Responding to Solicitations in eVP](#). eVP has a file size limitation of 125MBs. If the proposal exceeds 125MBs, the proposal or space plans should be split into multiple files. Proposers are to use the following naming standard when submitting proposals:

**[SPO-11-LL-71-FINAL]-[PROPOSER NAME]** (ex. *SPO-39-509-FINAL-BAKER-LLC*)

Online registration and other purchasing information are available at the following website:

<https://evp.nc.gov/>.

**NOTE: Failure to submit a proposal in strict accordance with these instructions may constitute sufficient cause to reject the vendor's proposal(s).**

**PROPOSALS MAILED, E-MAILED, OR HAND-DELIVERED TO THE DEPARTMENT OF ADMINISTRATION BUILDING WILL NOT BE ACCEPTED AND SHALL NOT BE CONSIDERED.**

Following the selection of any proposal and its placement on the Council of State Agenda by the State Property Office, there shall be no further negotiations with those who presented proposals that were not selected for the Agenda.

**DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES**  
**WESTERN NC AGRICULTURAL CENTER**  
Install, own and operate a Communications facility

The following final price proposal is based on all specifications (PO-27, PO-28), received from the State of North Carolina and includes but is not limited to all permits, construction plans, tower construction, building construction; tower, building and grounds maintenance; taxes; insurance; and other tower and building operational costs.

Proposer: \_\_\_\_\_

**LEASE TERM**

The initial term of the Lease will be for a period of between ten (10) to twenty (20) years with renewal options desired. Any renewal options will be upon mutual agreement by both parties. Proposer shall indicate the Lease term and any renewal options in its proposal, not to exceed thirty (30) year for the total term.

**Lease Term** \_\_\_\_\_ **Years**

**Number of Renewal Options** \_\_\_\_\_ **Renewal Term** \_\_\_\_\_ **Years**

**RENTAL**

The State shall receive an annual base rent and also an additional rent as a percentage of gross revenue received from subleasing space to wireless and/or communications and/or broadband providers. Proposer shall indicate the base rent and the percentage of gross revenue received as well as provide semi-annual reports of gross revenue received. Minimums for annual base rent \$8400.00 plus annual escalators and minimums for additional rent as a percentage of gross revenue received from all leasing and subleasing space to wireless providers and or communications providers and or broadband providers is 25%.

**Annual Base Rent \$** \_\_\_\_\_ **Annual Escalation** \_\_\_\_\_ **%**

**Additional Rent** \_\_\_\_\_ **% based on additional Operators added to tower.**

The State reserves the right to reject this proposal for any reason it deems warranted.

Signature: \_\_\_\_\_ Proposer \_\_\_\_\_ Date \_\_\_\_\_

Describe any deviations from the State of North Carolina specifications PO-27 and PO-28 and make any comments on the next page.



**SUBJECT: File 11-LL-71 Notification of a Proposer's Meeting scheduled for 9:30 a.m., Friday, November 1, 2024 pursuant to the NC Department of Agriculture and Consumer Services**

Dear Proposer:

Please be advised that a Proposer's Tele-Meeting is scheduled for 9:30 A.M. EST, Friday, November 1, 2024, via Microsoft TEAMS teleconference. The purpose of the tele-meeting is to allow you a final opportunity to ask any questions you may have related to the specifications provided, as well as the process for providing the facilities required by the NC Department of Revenue. Representatives from the State Property Office and Department of Agriculture and Consumer Services will be available to answer questions.

At the conclusion of the question-and-answer session, you will be asked to provide your final best price proposal. Your proposal must be submitted through the North Carolina eProcurement Electronic Vendor Portal (eVP) using the same process used for your initial proposal using the attached "Final Proposal Form". All final proposals must be submitted by 4:00 p.m., Thursday, November 7, 2024. Upon completion of this form and submission to the eVP system, no additional price negotiations will occur related to this proposal process. We will evaluate your final proposal and make a final decision as quickly as possible as to a recommendation.

Review your proposal to ensure that all the program's needs can be met prior to the proposer's tele-meeting. Each proposer is responsible for planning such that in the State's opinion, the agency's program needs are adequately addressed.

NOTE: In lieu of the Proposer or its agent participating in the Proposers' tele-meeting, the proposer must submit the Final Price Proposal by the final eVP cutoff as instructed above. It is the Proposer's responsibility to ensure the final proposal is submitted by the cutoff.

Please notify me at the State Property Office as soon as possible of any special needs (interpreter, alternate format materials, listening device etc.) or reasonable accommodation that will be required to enable you to participate in this tele-meeting.

Feel free to contact me if any questions or comments arise regarding the specifications or any other aspect of the procurement process prior to the Proposer's Meeting. My phone contact: 984-236-0273, email: erik.pulkka@doa.nc.gov

We thank you again for participating in this process and we look forward to seeing you at the Proposer's Meeting.

Sincerely,

Erik Pulkka  
Real Property Agent