



**SOUTHERN  
UNIVERSITY**  
AND AGRICULTURAL & MECHANICAL COLLEGE

Purchasing Department

Purchasing Department

P.O. Box 9534

Baton Rouge, LA 70813

Phone: (225) 771-4580

Fax: (225) 771-2026

**Addendum Number 3**

FEBRUARY 12, 2025

**LEASE OF LAND-CELLULAR TOWER SITE**

Southern University and A&M College

Baton Rouge, Louisiana 70813

**Proposal # 50016-10331**

**10:30 A.M.**

**FEBRUARY 21, 2025**

The following modifications to the referenced project shall be incorporated into the original specifications and/or plans. Unless a change is specifically made by addendum, the specifications and/or plans as issued, shall govern.

**Note: Vendors are required to acknowledge receipt of addenda**

**Addendum # 1 & 3**

**(there are 2 addenda-addendum 2 is a duplicate of addendum 1)**

**Company** \_\_\_\_\_

**Signature** \_\_\_\_\_

**Attachments:**

- *Inquiries/Responses*
- *Sign-in Sheet (Mandatory Pre-bid and Site Visit)*

*Linda Antoine 2/12/2025*

Linda Antoine-Director of Purchasing

Return this sheet with bid

[www.subr.edu](http://www.subr.edu)



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**ADDENDUM # 3  
SOUTHERN UNIVERSITY AND A&M COLLEGE  
LEASE OF LAND  
CELLULAR TOWER SITE  
PROPOSAL NUMBER 50016-10331**

**1. Inquiry:**

**Term:**

- The 10-year term (5 initial plus 5 renewal) is too short for the capital investment. This makes the project un-fundable, and unmarketable to the carriers. The wireless carriers typically require 30 years or more for sublease terms, so a tower company needs more than that term, otherwise we will not be able to sign a wireless carrier. Industry standard today is 50 years (typically 10-year initial term and four (4) 10-year renewals). Renewals are automatic.

Will the university consider lengthening the initial term and adding additional extensions?

**Response:** Yes, the University will consider these options.

**2. Inquiry**

**Termination of Agreement:**

- The University may terminate at any time by giving 30 days written notice, will the University consider removing this provision?

**Response:** This notice will be discussed during contract negotiations.

**3. Inquiry**

**Financial Proposal:**

- The proposal format is limited to monthly guaranteed lease payments and annual escalation. Will the University consider alternative financial proposals and incentives?

**Response:** Yes. The financial proposal shall be clear and precise.

MANDATORY PRE-BID CONFERENCE & SITE VISIT JANUARY 31, 2025 @ 10:30 AM  
 SOUTHERN UNIVERSITY AND A&M COLLEGE-LEASE OF LAND FOR CELLULAR TOWER BID 10331  
 PRE-BID & SITE LOCATION: BENJAMIN KRAFT PHYSICAL PLANT BUILDING CONFERENCE ROOM

PLEASE PRINT CLEARLY IN THE APPROPRIATE AREAS (IN INK ONLY)

| COMPANY                        | REPRESENTATIVE<br>(PLEASE PRINT) | ADDRESS<br>(BOX#, STREET, CITY, STATE, ZIP) | EMAIL ADDRESS                      | PHONE NO.      |
|--------------------------------|----------------------------------|---|------------------------------------|----------------|
| American Tower                 | Ryan Vachier                     |   | Ryan.Vachier@americantower.com     | 318-2942220    |
| Ronald Johnson Investments LLC | Ronald Johnson                   | 4848 Myrtle St.                             | Rjohnson55@gmail.com               | 225.279.1277   |
| City Switch                    | Tom Mitchell                     |   | tom.mitchell@nextedge.netwerks.ca  | 337-254-2079   |
| Vertical Bridge                | Melvin Jones                     |   | Melvin.Jones@verticalbridge.com    | 504-390-6042   |
| WIRELESS EDGE                  | Sam Humeniuk                     |   | Humeniuk@WIRELESSEDGE.COM          | 254-723-6983   |
| Bluesky Towers, LLC            | Jessica Zeringue                 |   | jessica.zeringue@blueskytowers.com | 985-778-6258   |
| ATT                            | AMANDA ALVAREZ                   |   | amanda.alvarez@att.com             | 58432180       |
| ATT                            | Donnie Jackson                   |   | Donnie.Jackson@att.com             | 5046487962     |
| ATT                            | N. Susan Bernard                 |   | Ns2440@att.com                     | (504) 909-8425 |

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|---------------------|----------------------------------|---|----------------------------|--------------|
| Southern            | Brandon Johnson                  |   | Brandon.Johnson@suibn.edu  |              |
| Southern U          | Carl Grant                       |   | Carl.grant@sus.edu         | 255-771-5084 |
| Southern University | Terrence Cynriague               |   | Terrence.cynriague@sus.edu | 255-771-5055 |
|                     |                                  |   |                            |              |
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