

**Addendum # 1**  
to  
Request for Proposals for  
Antenna Site Management Program  
Seattle Housing Authority  
(Solicitation No 3875)

**Date of Addendum # 1: May 7, 2008**

The Request for Proposals (RFP) for the above named project is amended as noted in this Addendum. This Addendum consists of 2 page(s).

This Addendum lists questions received to-date, and SHA's responses to those questions.

**QUESTION # 1:**

We do have one question regarding Fees as many clients have a preference as to how they would prefer the pricing structured. Is it possible to give any guidance with regards to how the Seattle Housing Authority would like to see the fees structured (i.e. percentage of the monthly lease revenue etc.)?

**RESPONSE:**

Our current management fee is based on a percentage of gross rent collections.

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**QUESTION # 2:**

The RFP requests information on principals and key personnel. We would like clarification of "principals" since it could mean our executive team, but we believe your intent was to provide information on those directly responsible for working with Seattle Housing Authority. Would you please provide that clarification for us?

**RESPONSE:**

The request for information on principals and key personnel is to accurately evaluate the collective industry knowledge of the firm, both executive and operating staff that would be directly assigned to work with SHA.

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**QUESTION # 3:**

Any guidance to potential revenue estimates with regards to the current antenna sites on SHA buildings would be helpful.

**RESPONSE:**

Our current net revenue is in excess of \$400K per year.

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**QUESTION # 4:**

What are the gross annual revenues for the rooftop leases you currently have?

**RESPONSE:**

Our current gross revenue is in excess of \$500K per year.

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**QUESTION # 5:**

How many roof top properties are there?

**RESPONSE:**

There are currently 31 active sites on 17 different locations

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**QUESTION # 6:**

How many land only parcels are there?

**RESPONSE:**

There are 3 large parcels of land that may be suitable for wireless communications sites:  
NewHolly, 3815 S Othello, Suite 103, Seattle, WA 98118;  
Rainier Vista, 2917 S. Snoqualmie Street, Seattle, WA 98108; and  
High Point, 3558 35th Ave SW, Seattle, WA 98126.

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**QUESTION # 7:**

Please provide a list of current locations.

**RESPONSE:**

Below is a link to a complete list of 92 multi-family properties in our portfolio with the disclaimer that not all of them are suitable for use as wireless communications sites. We estimate that 60 of these locations are viable locations for this purpose.

[http://www.seattlehousing.org/Directory/m1-cmty/cmty-asp/cmty\\_list\\_reports.asp?Rpt=CMT&Grp=SOME](http://www.seattlehousing.org/Directory/m1-cmty/cmty-asp/cmty_list_reports.asp?Rpt=CMT&Grp=SOME)

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**End of RFP # 3875 Addendum # 1**