

**Commonwealth Of Massachusetts
Department Of Conservation and Recreation**

Request For Proposals For
Regional Telecommunications Various Locations, Cape Cod & Martha's Vineyard, MA
RFP # DCR 2026-100

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I. Introduction

The Massachusetts Department of Conservation and Recreation (hereinafter “DCR”), in accordance with Mass. Gen. Laws c. 132A §§ 2D and 7, c. 92, §§ 33, 37; the rules and regulations promulgated thereunder, including those under Titles 302 and 304 of the Code of Massachusetts Regulations, as amended, and all other applicable and enabling powers and all other applicable and enabling powers, hereby requests proposals from qualified individuals, municipalities, corporations or other business entities, whether for-profit or non-profit (hereinafter “Proposer(s)”), who desire to install, operate, manage and maintain cellular or microwave radio systems, non-exclusively, at the locations listed below and as otherwise set forth in this Request For Proposals (“RFP”).

The selected Proposer(s), if any, shall receive a Permit for specified locations with a term of ten (10) years. Proposer(s) must meet the minimum 1st year fee escalating by a minimum of 3% each year. All proposals that meet the requirements of the RFP’s will have to include (a) their Structural Analysis* (see below) for each fire tower or (b) a timeline for completing the Structural Analysis before a Permit will be issued. The number of panel or parabolic antennas allowed will be determined by a detailed stamped blueprint and report by a certified Massachusetts structural engineering firm provided by the successful Proposers(s). The following design limitations are applicable to all proposals:

- Panel antennas may not extend higher than five feet (5') from the existing roofline. Parabolic antennas must be located below the cabin facing Under no conditions may any antenna block the view from the cabin or interfere with other existing antenna systems. If shelter space is not available on the Premises, successful Proposers may request to install their equipment in their own temporary Proposer-supplied shelter. Proposers may also opt to provide weatherproof cabinets on the Premises;
- Proposers will be solely responsible for the installation of electrical systems and payment of electric utilities which must be separately metered.

If there are multiple proposals for any tower, the Structural Analysis post RFP must include each Proposer’s equipment in order to encapsulate all the equipment and weight load for each tower. If a tower is overloaded from potential proposals, DCR will choose the order based upon the scoring system below. The proposer may propose upgrading the fire tower or reinforcing the tower for more weight load subject to DCR approval. Multiple successful proposers may choose to jointly perform structural analysis.

The Permittees shall annually inspect and repair their antenna systems, ensuring that the structural integrity of the Tower is not compromised. All emergency power systems, fuel sources and fuel containment fields must comply with applicable federal, state and local codes. Emergency power systems must be equipped with noise suppression that will reduce the decibel level to a point that will not cause discomfort or interference to homes within one hundred and fifty feet (150') of the Tower. The Permittees shall comply with 105 Code of Mass. Regs., regarding electromagnetic fields.

Additional terms and conditions will be determined in the subsequently issued permit Attached as Exhibit E. Other conditions, such as shelter installations, creation or installation of

foundations and all ancillary installations, will be included within the subsequent permit. The Permittee shall strictly comply with all terms and conditions.

A proposal shall remain in effect until a permit is executed. During the permit drafting process, the terms and conditions contained within this RFP shall control.

The DCR makes no representations or warranties, express or implied, as to the accuracy or completeness of the information provided in this RFP. This RFP, including all attachments and supplements, is made subject to errors, omissions, withdrawals without prior notice, and changes to, and additional, and different interpretations of laws and regulations. Prospective Permittees should undertake their own review and analyses concerning financial information, physical conditions, environmental conditions, ownership and legal considerations.

A structural analysis for fire towers is a critical process that evaluates how a tower can withstand various stresses, including wind, seismic activity, and equipment loads. It involves assessing factors such as load-bearing capacity, material strength, and environmental factors like wind speeds and ice buildup. This analysis is essential for ensuring the tower's stability and longevity, especially in harsh environments. It is required when there are modifications to the tower, such as adding new equipment or structural changes, to confirm that the tower can handle the new demands. The analysis is guided by the Telecommunications Industry Association (TIA) standards, particularly the TIA-222 code, which specifies when a structural analysis is necessary.

II. Description of the Premises and Property Information

The following is a list of sites available for proposals and minimum 1st year fee escalating by a minimum of 3% each year:

| | |
|--|-----------------|
| West Tisbury, Martha's Vineyard, MA | \$83,000 |
| Sandwich, MA | \$42,000 |
| Dennis, MA (Hokum Rock Road) | \$42,000 |
| Bourne, MA | \$42,000 |
| Wellfleet, MA | \$59,509 |
| Brewster, MA | \$42,000 |
| West Barnstable, MA (Oak Street) | \$51,325 |

Proposal Process

Overview

This section describes the proposal process and required elements of each proposal.

Site Visit

A visit to the location is recommended. Site Visits may be scheduled with the DCR staff contacts listed in Exhibit A. If a Site Visit is performed, Proposers must certify that they have visited the site by obtaining and submitting with their proposal a DCR staff signature on the Site Visit Verification form found in Exhibit D – Proposal Submission Form.

Questions During the Proposal Period

Written questions must be received in accordance with the RFP Schedule below at the following address:

E-Mail: dcr.permits@mass.gov

Inquiries not received by said deadline will not be answered. Each Proposer is limited to four (4) questions. To ensure public notice to all prospective Proposers, DCR staff will reply to all timely inquiries on the DCR website page for this RFP.

Presentations, Interviews and Questions

Following a review of the timely submitted proposal packages, DCR may conduct interviews with Proposers or pose questions to Proposers. Interviews may be held by phone, but in-person is preferred. Questions may be e-mailed. The purpose of any interview or questions will be to clarify proposals and evaluate the qualities, expertise and operational concepts of the proposals. No additional material will be accepted at interviews, presentations or in response to questions.

Correcting, Modifying or Withdrawing Proposals

Proposal documents may be corrected, modified or withdrawn at any time prior to the proposal due date. Modifications should be submitted in writing, sealed and marked in the same manner as the original proposal package.

RFP Schedule

| | |
|---|--|
| Site Visits | Site Visits should be completed prior to February 16, 2026 |
| Written and email questions (no more than 4 questions per proposer) must be received by | 4:00 PM – January 27, 2026 |
| Answers to written questions will be posted by | February 3, 2026 |
| Proposal packages due at DCR Boston Office by | 4PM – February 20, 2026 |
| Interviews/questions to proposers (if necessary) | February 23-27, 2026 |
| Notices to selected Proposers | TBD |

Proposal Documents - Confidentiality/Public Records

Unless otherwise exempt by applicable laws, regulations or orders, information provided in response to this RFP is not exempt from disclosure as a public record.

Conflict of Interest

Any Proposer that is currently providing goods or services to DCR as a vendor, consultant, contractor or subcontractor, or in any other capacity, should disclose all projects or contracts that the Proposer is performing for or entered into with DCR, and the Proposer's plan to address and resolve such conflicts of interest, if any. DCR reserves the right, in its sole discretion, to request additional information from a Proposer on potential conflicts of interest and to limit or prohibit the participation of any Proposer due to any conflict of interest. To the extent that M.G.L. c. 268A may be applicable, the Proposers and their officers, agents and employees shall be fully responsible for ensuring their compliance with the requirements of said chapter 268A.

No Personal Liability

No staff or employee of the Commonwealth or DCR shall be charged personally by the Proposer with any liability under any term or provision of the RFP.

III. Submission Requirements for Proposals

All proposals must be submitted in writing, in a legible format, and include clear and sufficient detail to meet the requirements of the following four sections:

A. Mandatory Information

Failure to submit the following required items below may result in automatic rejection by DCR of a submitted proposal:

1. A completed and signed Certificate of Compliance with State Tax Laws and with Unemployment Compensation Contribution Requirements (See Exhibit B at the end of this document); and
2. A completed and signed Commonwealth W-9 Form (See Exhibit C attached a PDF); and
3. A completed and signed Proposal Submission and Site Visit Form (see Exhibit D at the end of this document); and
4. The Proposers shall include a schematic plan with its proposed improvements to the Premises and Compensation to the Commonwealth, as detailed in Section G below.
5. Outstanding liabilities – Proposers shall certify that they do not have any unresolved outstanding payments due to the Commonwealth or DCR and must demonstrate a good payment history in any prior dealings with the Commonwealth and DCR.

The Proposer should include all of the following sections (B, C and D) to maximize the total number of points received during the evaluation of timely-filed proposals.

B. Description of Entity and Related Experience

1. A description and history of the Proposer along with any information about the experience of the principal parties including:

- a. An “organizational chart” or other detailed listing of Proposer’s “chain of command,” and a list of the operating personnel and staff members to be responsible for the operation of the equipment, including contact information.
- b. Any additional company-related information or business plan.

C. Description of Services to be Provided

- 1. Describe the services to be provided including amount of potential users and range of cellular service.
- 2. A capital plan for equipment replacement and/or improvements for the duration of the proposed permit term of ten (10) years.

D. Financial and Budget Information

- 1. Proposers shall prepare and submit a pro-forma statement for operation of the Premises that includes proposed budget, including operating costs (including, but not limited to, itemization of costs for expenses, labor and materials, and proposed markup/profit):
 - i. Projected revenues estimated yearly for ten (10) years. The proposal should include revenue from all proposed operations.
 - ii. A statement of projected expenses and costs should include the following categories:
 - iii. The pro-forma statement and proposal shall include and explain Proposer’s estimate of profit and any other sources of revenue, including proposed fees, service charges, revenue, etc.

E. Compensation to the Commonwealth

The following is a list of sites available for proposals and minimum 1st year fee escalating by a minimum of 3% each year:

| | |
|-------------------------------------|----------|
| West Tisbury, Martha’s Vineyard, MA | \$83,000 |
| Sandwich, MA | \$42,000 |
| Dennis, MA (Hokum Rock Road) | \$42,000 |
| Bourne, MA | \$42,000 |
| Wellfleet, MA | \$59,509 |
| Brewster, MA | \$42,000 |
| West Barnstable, MA (Oak Street) | \$51,325 |

IV. Evaluation Criteria

DCR will select the responsive and responsible Proposer submitting the most advantageous proposal(s) for each Premises, taking into consideration all the information included in the Proposal in relation to the requirements of this RFP. The numerical point system described below will assist DCR evaluators in reviewing comparative criteria among the proposals.

The minimum number of points which are acceptable out of the possible one hundred (100) points is sixty (60) points. The selected winning proposer(s) must earn no less than sixty (60) points.

| Mandatory Information | Per Section IV A Above | All Items Must Be provided |
|--|------------------------|----------------------------|
| Other Criteria | | Range of Points |
| Description of Entity and Related Experience | Per Section IV B above | 0-10 |
| Description of Services | Per Section IV C above | 0-10 |
| Financial and budget Information | Per Section IV D above | 0-10 |
| Proposed Fee | Per Section IV E above | 0-70 |
| Interviews, if any | | NO POINTS |
| <i>Total Possible Points</i> | | 100 |

V. Submission Information

PROPOSALS MUST BE RECEIVED Via E-mail NO LATER THAN:
4:00 P.M. ON February 20, 2026

All Proposals must be delivered electronically to dcr.permits@mass.gov

Tips and Reminders:

- Proposers must submit one (1) signed original unbound copy of their proposal via PDF to dcr.permits@mass.gov. Be sure that the PDF contains a full complete copy of the proposal and is the same as the original and includes all required items. Be sure to include a completed Proposal Submission Form. Make sure all words and numbers match.
- All proposals shall be clearly labeled with “**RFP # DCR 2026 100**” and include a return name, address, and e-mail or phone number. Please include a signed cover letter *inside* the Proposal detailing: contact name, organization mailing address, all telephone number(s), and email address(es) and a list of contents.

- No special preference will be given to proposals received early. No late submissions will be considered. Proposers should check the DCR website site frequently (i.e., multiple times until an award notice is posted) for amendments, answers to questions, updates and schedule changes.

All Questions Should Be Sent To .

(This space intentionally left blank)

Attachment A - Premises Information, Required Minimum Fees, And Staff Contact Information

LOCATION:

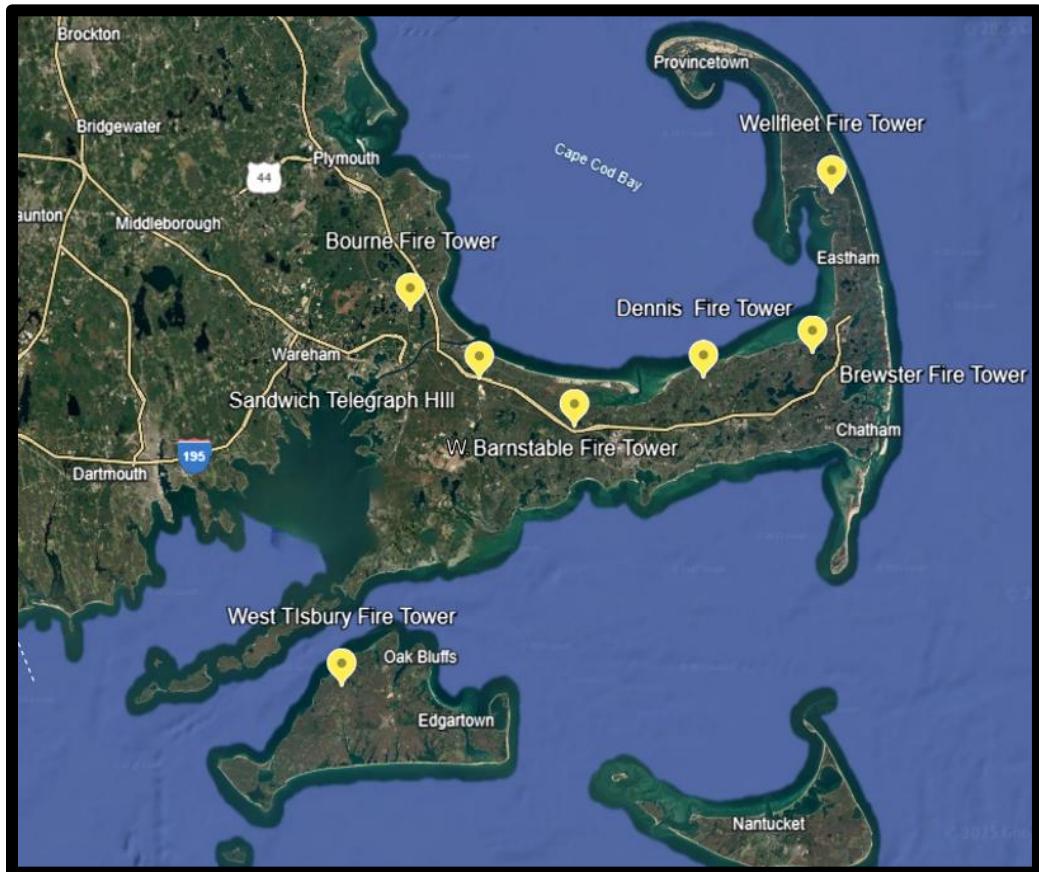
Staff Contacts:

| Location | Contact |
|-------------------------------------|---|
| West Tisbury, Martha's Vineyard, MA | Cady Schmitz-Tel: 857-289-7722 e-mail: |
| Sandwich, MA | Josh Nigro Tel: 508-889-4094 e-mail: |
| Dennis, MA (Hokum Rock Road) | Brian Purtle Tel: 857-208-8733 e-mail: |
| Bourne, MA | Josh Nigro Tel: 508-889-4094 e-mail: |
| Wellfleet, MA | Rene Morin Tel: 781-322-2851 e-mail: |
| Brewster, MA | Rene Morin Tel: 781-322-2851 e-mail: |
| West Barnstable, MA (Oak Street) | Josh Nigro Tel: 508-889-4094 e-mail: |

If there are any issues with a site visit please contact Long Term Permits and Leases Director Paul Casey by Telephone (617)-595-9394 or e-mail: paul.casey2@mass.gov.

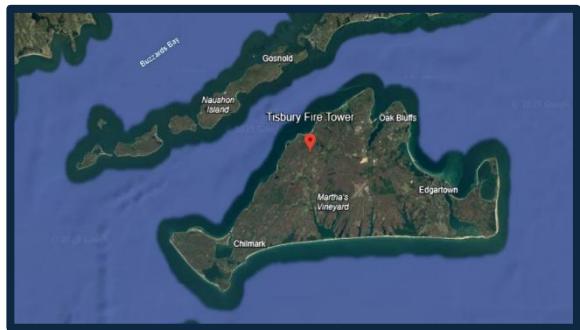
| City or Town | Location | Latitude | Longitude | AMSL |
|-----------------|--------------------------------|-------------|-------------|------|
| West Tisbury | Indian Hill | 41 25 26.3N | 70 40 20.1W | 247 |
| Sandwich | Telegraph Hill | 41 44 00.5N | 70 29 11.8W | 292 |
| Dennis | Hockum Rock Road | 41 44 02.2N | 70 11 03.4W | 150 |
| Bourne | Signal Hill | 41 46 24.3N | 70 34 11.6W | 221 |
| Falmouth | Off Blacksmith Rd. | 41 35 52.3N | 70 37 05.7W | 192 |
| Wellfleet | Route 6 & 28 | 41 55 11.1N | 70 00 27.3W | 50 |
| Brewster | Off Route 6A Nickerson Park | 41 45 28.7N | 70 02 08.8W | 102 |
| West Barnstable | Oak Street | 41 41 06.0N | 70 21 29.0W | 200 |

Locations of the Fire Towers on Cape Cod



Picture: Map of Locations of Fire Towers on Cape Cod

WEST TISBURY / MARTHA'S VINEYARD FIRE TOWER



Map location of West Tisbury Fire Tower

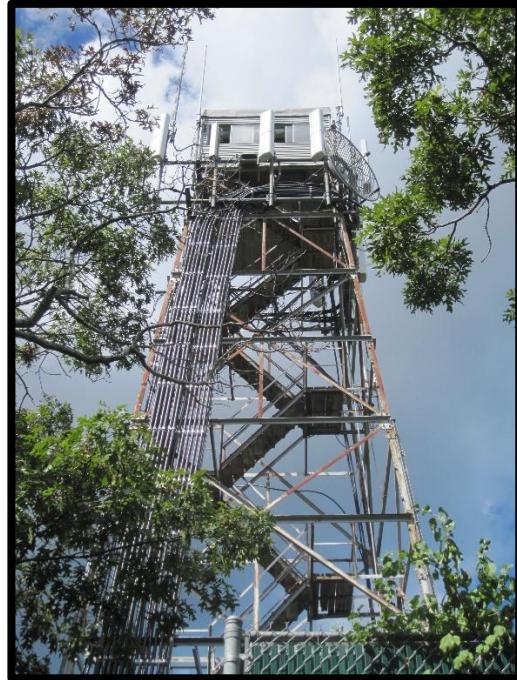


Photo of West Tisbury Fire Tower



Antennas on West Tisbury Fire Tower



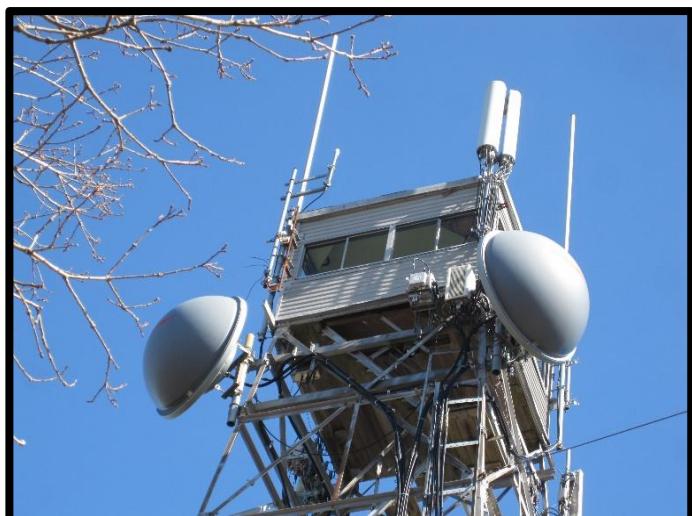
SANDWICH, MA FIRE TOWER



Sandwich Fire Tower



Sandwich Fire Tower Shelter and generator

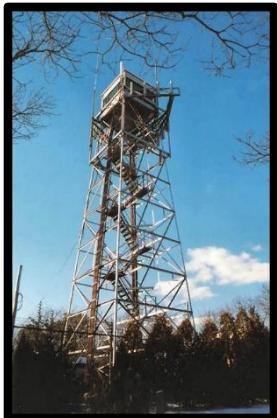


Antennas/Dishes on Fire Tower, Sandwich



Propane Tank and generator

DENNIS FIRE TOWER



Dennis Fire Observation Tower. Located atop Signal Hill at 68 Hokum Rock Road, on DCR property. A second parcel of DCR-owned land, 48 Hokum Rock Road, is contiguous with the tower parcel and provides utility access. Currently there are no carriers on tower. 65' steel tower with 10'x10' cab



Close-up of the feeding ladder cables
(Coax has been removed)



View of an equipment pad and cabinets. Cabinets have been removed.

BOURNE FIRE TOWER ON SIGNAL HILL MYLES STANDISH MANAGEMENT COMPLEX



Fire tower and Mass State Police Microwave Tower

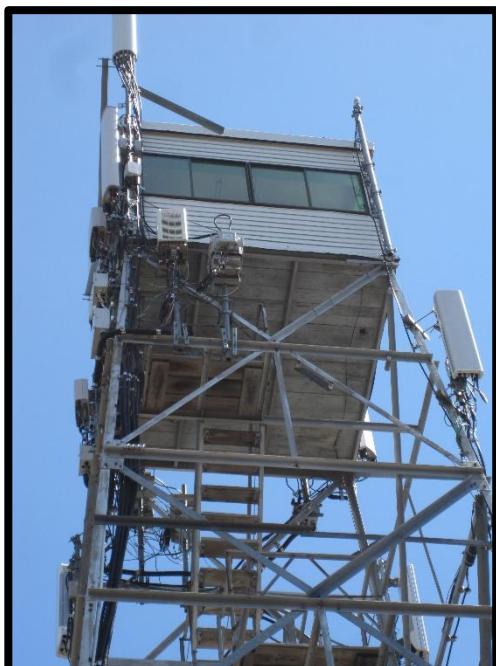
DCR Fire Tower



WELLFLEET FIRE TOWER



Equipment mounted on slabs in Wellfleet.



Wellfleet Fire Tower antennas and view from road.

BREWSTER FIRE TOWER



Brewster Fire Observation Tower. Located atop Deer Park Hill, on Deer Park Road, within Nickerson State Park. A fenced-in area around the base of the tower clearly differentiates it from the rest of the State Park.



Propane tanks and storage building. Generator on site.

WEST BARNSTABLE FIRE TOWER



Barnstable Fire Observation Tower. This parcel is bounded on the south on the Route 6 right-of-way and on all other sides by private lands. It is located on Clay Hill at 576 Oak Street and is on DCR property.

Attachment B-Certificate of Compliance

Certificate Of Compliance with State Tax Laws and with Unemployment Compensation Contribution Requirements

Pursuant to Mass. Gen. Laws c. 62C, §49A and c. 151A §19A, I, _____
_____, authorized signatory for
_____, whose principal place of business is at

do hereby certify, under penalties of perjury, that _____
has filed all state tax returns and paid all taxes as required by law and has complied with all state laws pertaining to contributions to the unemployment compensation fund and to payments in lieu of contributions.

Signed under the penalties of perjury this _____ day of _____ 2026.

Signature: _____

Name and Title: _____

Attachment C W9 (See Attached PDF)

Attachment D - Proposal Submission (for each site being Proposed for) and Site Visit Verification Form

**Commonwealth Of Massachusetts
Department Of Conservation and Recreation
Regional Telecommunications Various Locations, Cape Cod and Martha's Vineyard, MA
Request For Proposals For
DCR RFP 2026 100**

TO: Department of Conservation and Recreation
Long Term Permits and Leases Unit, ATTN: Director
10 Park Plaza, Ste. 6620, Boston, MA 02116
RE: DCR RFP 2026 - 100

I, _____ (Proposer) submit the attached proposal in response to the above-referenced request for proposals:

A. Proposed Fee Payment

LOCATION: _____

Proposed Fee to DCR for each Operating Season

| <i>Operating Season (May to October)</i> | <i>Fee to be paid to DCR</i> | <i>Additional proposal amount if any</i> |
|--|------------------------------|--|
| 2026 | | |
| 2027 | | |
| 2028 | | |
| 2029 | | |
| 2030 | | |
| 2031 | | |
| 2032 | | |
| 2033 | | |
| 2034 | | |
| 2035 | | |

If there are any additional considerations, requirements, improvements during permitted term to be considered attach an additional sheet with such further detailed information.

B. References

Along with actual reference letters, please fill out the chart below, or attach a separate sheet.

| Name/ Company | Contact Person and Title | Contact Info (telephone, e- mail) | Relationship/type of contract | Years | Estimated Contract Value |
|------------------|--------------------------------|---|----------------------------------|-------|--------------------------------|
| | | | | | |
| | | | | | |

C. Acknowledgements and Conditions

The Proposer acknowledges that it has received and read the RFP and other attachments to the RFP, and the terms thereof are incorporated by reference in its Proposal. By submission of its response to this RFP, the Proposer authorizes DCR to contact any and all parties having knowledge of the Proposer's operations and financial history and hereby authorizes all parties to communicate such knowledge or information to DCR.

- a. Proposers are advised to base their proposal only upon the matters contained in this RFP and in any written clarifications (via addenda or answers to proposers' questions) issued by DCR and disseminated to all Proposers on the DCR website. Any questions about the RFP must be submitted in writing prior to the scheduled deadline in the RFP as amended in any notice or on the DCR website for this RFP. Only questions which in DCR's sole judgment materially affect the RFP will be clarified in writing by DCR and posted to the DCR website and/or with copies sent to all Proposers. Any costs or expenses incurred in the development of a proposal in response to this RFP will be borne entirely by the Proposer.
- b. The information provided in this RFP and any subsequent addenda or related documents is provided as general information only.

The DCR makes no representations or warranties, express or implied, as to the accuracy and/or completeness of the information provided in this RFP. The furnishing of such information by DCR shall not create any obligation or liability whatsoever, and each Proposer expressly agrees that it has not relied upon the foregoing information and that it shall not hold DCR liable. This RFP (including all attachments and supplements) is made subject to errors, omissions, withdrawals without prior notice, and changes to, and additional, and different interpretations of laws and regulations. Proposers should undertake their own review and analyses concerning financial information, physical conditions, environmental conditions, ownership and legal considerations. All limitations or conditions regarding a proposal submission must be clearly stated in any proposal submitted to DCR.

- c. The Proposer acknowledges DCR's right to accept or to reject any or all proposals, to withdraw or amend this RFP at any time, as DCR in its sole judgment may deem to be in its best interest. Proposers may withdraw or amend their proposal prior to the bid submission date and acknowledge that final project and permit details may require modification based on any post-award Structural Analysis.
- d. **Non-Collusion Provision.** The undersigned certifies under penalties of perjury that this proposal has been made and submitted in good faith and without collusion or fraud with any other *unrevealed* person or entity. As used in this certification, the word "person" shall mean

any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.

e. The Proposer acknowledges that it has read, understood, and agrees to be bound by, all of the foregoing terms and conditions set forth in this RFP and any amendments, in its entirety.

Name of Company/Business _____ Date _____

Signature of individual submitting proposal _____

Printed Name and Title: _____

Site Visit Highly Recommended

SITE VISIT VERIFICATION

I _____, Proposer, visited _____ on _____, 2026.

DCR Staff: _____
Name _____ Signature _____
Title: _____ Time/Date: _____

Attachment E-Draft Permit-(See Attached)