

**COUNCIL OF THE BOROUGH OF ENGLEWOOD CLIFFS
BERGEN COUNTY, NEW JERSEY**

**RESOLUTION
RESOLUTION NO. 2026-237**

**TITLE: RESOLUTION EXTENDING AWARD OF CC# 25-01 FOR WIRELESS
TELECOMMUNICATIONS CONSULTANT COMPETITIVE CONTRACT TO
ACE TELECOMMUNICATIONS AS A FAIR AND OPEN MANNER**

WHEREAS, there is a need for wireless telecommunications consultant services to accomplish for the Borough of Englewood Cliffs; and

WHEREAS, the Borough approved a one (1) year contract with options to award for up to a full five (5) year term, for CC#25-01, through R# 25-171 to Ace Telecommunications, 301 Baldwin Ave., New Milford, New Jersey, 07646; and

WHEREAS, the initial term of contract was for one (1) year term, with renewals for up to five (5) years as authorized under N.J.S.A.40A:11-4.1 et. Seq., and

WHEREAS, it is the desire of the governing body of the Borough of Englewood Cliffs to extend for year two (2) of a potential five (5) year term.

NOW, THEREFORE, BE IT RESOLVED by the Mayor and Council of the Borough of Englewood Cliffs that:

1. Contract is hereby extended to Ace Telecommunications, 301 Baldwin Ave., New Milford, New Jersey, 07646, for a term of **one (1) year**. Compensation shall be paid in amounts varying as outlined in **Exhibit A**, subject to the proposal submitted, with renewals for up to five (5) years contract in accord with CC# 25-01 wireless telecommunications consultant services, except as set forth in paragraph 2 below.
2. The contract shall be amended to state that any commission from the sale of a revenue stream shall while this agreement is in effect, shall be paid by the successful bidder and shall be in the amounts and terms as follows:

On the amount Up to and including \$8 Million	2.5%
On the amount Over \$8 Million and up to and including \$10 Million	3.0%
On the amount Over \$10 Million and up to and including \$12 Million	3.25%
On the amount Over \$12 Million	3.5%

Nothing herein shall obligate the Borough to sell any revenue stream.

BE IT FURTHER RESOLVED, that the Chief Financial Officer hereby certifies the availability of funds in the following line-item appropriation: Telephone Communications: 6-01-31-440-200.

CERTIFICATION

I hereby certify that this resolution, consisting of 2 page(s), was adopted at the Regular Meeting of the Borough Council of the Borough of Englewood Cliffs, held on this 9th day of September 2026.

	Moved	Second	Ayes	Nays	Abstain	Absent
Biegacz		✓	✓			
Liang			✓			
Patel			✓			
Kapsaskis	✓		✓			
Lee			✓			
Koutroubas			✓			
Mayor Park						

Mark Park

Mayor

Intashan Chowdhury, MPA

Temporary Deputy Municipal Clerk

Exhibit "A"

PROPOSAL

ACE Telecom Consulting ("ACE") proposes to provide telecom consulting services in relation to various activities needed to support or respond to telecom-related work including, but not limited to potential reviews of drawings and applications, responses to the same, potential creation of bid packages for new wireless infrastructure sites (monopoles, lattice towers, small cell poles, etc.), and contract negotiations with any entity seeking to perform telecom-related work within properties owned or operated by The Borough of Englewood Cliffs ("THE BOROUGH" or "ENGLEWOOD CLIFFS");

Said services to be provided to THE BOROUGH OF ENGLEWOOD CLIFFS shall include but not be limited to the following:

- Reviews of application/drawing submissions, right of way agreements
- Ordinance review and recommendations including direction on use of utility poles and smart poles
- Site Audit/Market Valuation
- Recommendations for improvement of communications
- When needed, bid package creation for a permanent or temporary communications tower, renewals or new tenants at existing tower(s)
- Negotiating contracts with existing and/or potential future tenants
- General telecom advisory consulting

FEES TO BE PAID

- Reviews of applications/drawing submissions, responses to the same, General telecom advisory consulting: \$210/hr. (recommend requiring escrow from applicants/tenants when possible)
- Site audits (estimate provided upon request, depends on total number of locations/leases): \$210/hr.
- Ordinance Adoption and Site Plan Development for Englewood Cliffs: \$210/hr., not to exceed \$3,465 (expected worst-case 12 hours for ordinance language, edits, reviews, conference, etc.; expected worst-case 4.5 hours for siting plan development)
- Contract Initiation Fee: \$1,000 one-time fee
- For new direct (non-bid based) contracted rent or incremental (additional rent negotiated, not already due rent escalations): Twenty-five percent (25%) of first year's new or incremental (not total, just additional negotiated)
- For bid package creation related to new leases, qualifications review:
 1. Flat fee of \$4,000 plus
 - a) Twenty-five percent (25%) of the first year's gross revenue or one-time revenue paid to THE BOROUGH OF ENGLEWOOD CLIFFS by any tenant responding to the bid offering, including for tower and ground space, from the date of each tenant's respective lease commencement plus
- For bid package creation related to resale of revenue stream, assets, easements:
 1. Flat fee of \$4,000 plus

- a) Three and one-half percent (3.5%) of gross revenue paid to THE BOROUGH OF ENGLEWOOD CLIFFS in the event of and for sale of said revenue stream
- Travel: The lesser of a. the then-current IRS Mileage Reimbursement rate plus 15% or b. 50% of hourly rate for actual time traveling
 - Any additional vendor services or costs covered or sourced by ACE for related to the above-described communications tower shall be billed separately.
 - Annual escalator of 2%

ACE Telecom Consulting

By: Matt Watkins Date 7/11/2025
Matthew Watkins, VP - Development