



April 23, 2018

City of Manitowoc>9M - 100% - 9554012Mob
900 Quay Street,
Manitowoc, WI 54221-4543

Re: AT&T Cell Site Lease | FA: **10083172** | Site Name: Fire Department/Mil128B

Dear City of Manitowoc>9M - 100% - 9554012Mob,

AT&T is in a very competitive space and we need to ensure that our lease terms and conditions are supportive of our current and future needs. AT&T has the option to either extend or terminate the above referenced lease ("Lease") in approximately three years. AT&T is instituting a new program to evaluate terms and conditions of all leases coming up for renewal, explore advance renegotiation options and consider possible alternative site locations. Our first choice is to create a new agreement that serves both parties well. Conditions we desire to implement in all new "go forward" leases include:

- "Real Estate Rights": In its simplest form, a lease right to utilize the entire RAD center without any "per touch" rent upcharges.
- Rents reduced to competitive rates.
- Reduced or no annual escalators (depending on other terms of the overall new deal).
- "Fair" early termination rights.

As you know, it takes time to negotiate, plan and execute a site relocation. That is why AT&T's review process is starting now. Please review the specifics of our Lease agreement and advise if you are willing to enter into discussions regarding a new, modified contract. For new terms consistent with the above, AT&T will in turn consider additional term extensions.

AT&T will appreciate a reply within 60 days of receipt of this letter. A "no" or non-response will trigger AT&T's review of alternate locations. A positive response will be appreciated, but satisfactory terms and conditions must be negotiated within 90 days or AT&T will continue to evaluate alternative site locations. Responses may be sent via email, standard mail, or called in as designated below. Please reference FA number **10083172** in your response so that AT&T may ensure your response is documented accordingly. AT&T values its association with you and looks forward to continuing this relationship for the long term.

Sincerely,

A handwritten signature in black ink, appearing to read "Gram Meadors", with a stylized flourish at the end.

Gram Meadors
AVP – Contract/Sourcing Ops

Email Responses to: g03998@att.com with a Subject line of Partnership - FA 10083172

Mail Responses to: AT&T Cell Site Partnership 1347 (FA 10083172)
Rm 12D67
575 Morosgo Dr. NE
Atlanta, GA 30324-3300

Telephone Number: **888-517-1212** (8am to 5pm PDT)

Mackenzie Reed-Kadow

From: Kathleen McDaniel
Sent: Thursday, November 01, 2018 6:40 PM
To: Mackenzie Reed-Kadow
Subject: FW: 10083172 | LeaseID: 60608 | Name: Fire Department/Mil128B | Mkt: IL / WI
Attachments: FA 10083172 ATT TOSS Initiative Letter 4.23.18.pdf

For Monday's meeting.

From: Rolon Culver [<mailto:rculver@md7.com>]
Sent: Monday, October 29, 2018 4:52 PM
To: Kathleen McDaniel
Subject: FA: 10083172 | LeaseID: 60608 | Name: Fire Department/Mil128B | Mkt: IL / WI

Good Afternoon Kathleen,

Below are the requested bullet points for review at the committee meeting.

Key Criteria for Cellular Site Retention:

- **Availability:** Making sure the site is available for the long term. This allows AT&T to invest in the surrounding area and address the ever-increasing capacity challenges.
- **Financials:** They need to correspond with the new technology demands that are driving local averages. This allows AT&T to add value by densifying the network and addressing quality and capacity challenges.
- **Language:** ATT needs to know in advance that they can continue to count on identified sites as the equipment evolves into the future. This allows AT&T the flexibility to adjust to technology and equipment advances.

AT&T is actively reviewing its portfolio of sites to determine ways to make its network more efficient, economical, and able to handle the ever-increasing demands of data usage. As such, several factors were considered when your site was included in the TOSS Initiative. Including but not limited to coverage objectives, technology changes, design of our network, market averages and the cost of operating the site (i.e., rent, taxes, and utilities).


I am available for a conference call with the committee or individuals as needed to answer questions regarding the terms.

Kind Regards,



Rolon Culver

Lease Consultant

Authorized Agent for AT&T Mobility 

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San Diego, CA 92130
e: rculver@md7.com

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