



September 27, 2021

City of Southfield Lathrop Village
Site 310966

Dear Ms. Mitchell,

So much has changed in the industry since we last spoke. We are asking Landowners to review the information below and work with us to make this site's economics work.

Changes in the Wireless Industry:

Today, operating costs continue to escalate and have become a major focus for carriers. Carrier mergers, lease buy-out programs, fewer tenants to which sites can be marketed, and the move to smaller repeater/micro towers are affecting the industry. T-Mobile announced 25,000 Sprint sites were to be terminated along with an additional 10,000 T-Mobile sites. These factors have led to industry wide network evaluations.

Eliminating Risk and Increasing Value:

As a result, American Tower is re-evaluating its portfolio in conjunction with network engineers to review which communications facilities are likeliest to remain active in the network.

Criteria for Cellular Site Retention:

American Tower would like to include this site in its long-term portfolio. To retain the current tenants and attempt to market to others we need to keep the site viable from a financial standpoint. Our goal is to secure cooperation to address the economics of this site allowing us to maintain it in our long-term portfolio.

There are two options to achieve that goal and can improve the long-term security of the Tower Site:

1. Escalation Reduction
 - Reduce Term escalation from 25% to current Carrier Contract 10% term
 - Reduce Rent \$200.00 per month
 - We can offer a \$1,500 cooperation bonus for this accommodation
 - Agreement is executed as an amendment to the lease.
2. Lease Buyout

We can again consider the lease Buy-out option. Lease Buyouts place all future risk on the Tower company. They are executed as easement agreements. The Current "value" for a onetime payment bases on TMO remaining at this location would be approximately \$825,000.00

As this site was flagged in my data for immediate attention, please contact me prior to **October 12, 2021**. I would like to do what we can to get the site off the "radar" so it can continue as a positive asset for both you and American Tower.

Best Regards,

Laurene

Laurene Franklin

Senior Lease Consultant,

Tower Alliance LLC (An Authorized Vendor of American Tower)

479-981-2155 Office

lfranklin@toweralliancellc.com

***PLEASE NOTE: Offers subject to change, with required final approval by American Tower, and are for discussion purposes only. The parties will not be bound in any respect until and unless a written agreement is signed by all.*