



10590 West Ocean Air Drive, Suite 300
San Diego, CA 92130

March 5, 2021

City of Spring Lake Park, Minnesota
1301-81 SI Avenue NE
Spring Lake Park, MN 55432

Re: AT&T Cell Site Lease Partnership | FA: **10082189** | Site Name: MPLSMNU1024

Dear City of Spring Lake Park, Minnesota,

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 10082189 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,

Greg Ohmer
Director – Network Planning

Email Responses to: g03998@att.com with a Subject line of **Partnership - FA 10082189**

Mail Responses to: AT&T Cell Site Partnership 1347 (FA **10082189**)

1025 Lenox Park Blvd NE
Atlanta, GA 30319

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

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

