


American Tower has one of the best sales teams in the industry and they believe that with the advent of 5G, the carriers continued commitment to invest in their networks as technology continues to evolve, the continuation of Connect America and FirstNet deployments, Wireless Internet Service Providers (WISP's) blanketing the countryside, *and with more time*, they can secure subtenants.

Option 2: Not everyone is in a position to a 50% rent abatement so the second option would be to reduce the rent by 25% and abate the escalation in full. Once American Tower secures the 1st tenant, they will reinstate the escalator at 2%/yr and once the 2nd tenant installs, they will offer you an additional \$100/mo for as long as the subtenant remains – this would apply to all future subtenants. Additionally, they will offer a \$5,000 one-time fee

Option 3: Reduce the rent by 15% and fully abate the escalation. Once American Tower secures the 1st tenant, they will reinstate the escalator at 2%/yr and once the 2nd tenant installs, they will offer you an additional \$100/mo for as long as the subtenant remains – this would apply to all future subtenants. Additionally, they will offer a \$3,000 one-time fee

I appreciate your time and consideration and I will be in touch with you next week. In the meantime, if you have any questions, please contact me at the number below.

Sincerely,


Lease Consultant
Tower Alliance, LLC/*on behalf of American Tower*

